

# ANNUAL REPORTED OF 18



# ANNUAL REPORT

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Hope Quarterly

330 S. Patterson Ave., Springfield, MO 65802

On the Cover: Convoy of Hope's work in Honduras is fueling smiles like Christina's.

Photographer: Jess Heuge



# A MILESTONE YEAR

ometimes things happen sooner than you expect. A few years ago, we set a goal that seemed audacious at the time: to engage 200,000 children in our Children's Feeding initiative by 2020. Thanks to your partnership, the hard work of our program and international teams, and the communities that opened their doors to Convoy of Hope, we not only reached our goal, we surpassed it!

Today, more than 200,000 children in 14 nations throughout the world are receiving meals, an education, and care. For many of these children, the meal we provide is their only meal of the day.

Thank you for partnering with us.

Every year we are amazed at the generosity, commitment, and determination friends like you demonstrate by standing with us as we bring hope to those who are hungry, impoverished, and suffering. Last year, 5,800 volunteers made their way to our International Distribution Center in Springfield, Missouri,

every Tuesday night to help bag groceries. At more than 60 Community Events throughout the nation, 27,700 volunteers served the working poor by giving them groceries, haircuts, school supplies, shoes, health screenings, and more. When disasters struck, another 5,000 joined our disaster services teams on the frontlines to meet survivors' immediate needs. All in all, we served more than 14.6 million people in 2018.

Words cannot adequately convey how thankful we are for your help and support.

Toward the end of the year,
The Brees Dream Foundation
(founded by New Orleans Saints
Quarterback Drew Brees and his
wife, Brittany), Hormel Foods,
and Walmart all partnered with us
to bring complete Thanksgiving
dinner kits to thousands of
families in Florida's panhandle
who survived Hurricane Michael.

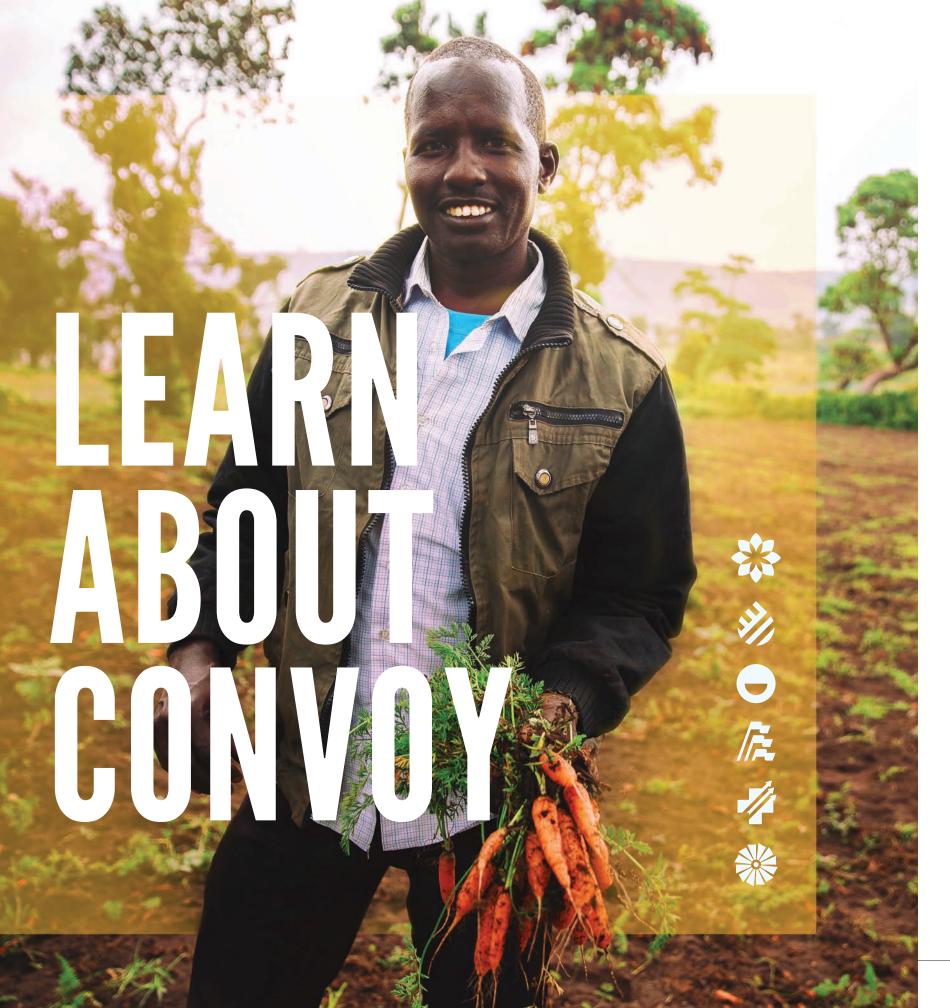
These are just some of the highlights from 2018. Within this annual report, you will learn the full scope of your partnership and what we accomplised together. Be prepared to be amazed, because we were.

On behalf of all the children, families, and survivors Convoy of Hope helped in 2018 ... thank you for all you did.

God bless,



Hal Donaldson President | Convoy of Hope "Today,
more than
200,000
children in
14 nations
throughout
the world
are receiving
meals, an
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and care."





# WOMEN'S EMPOWERMENT

When women like Maylin, pictured above, are given the opportunity to generate income, it impacts the economic standing of their families and communities. We want to empower women around the world to make strategic, independent life choices through community-based training and non-traditional micro-enterprise development.



## **AGRICULTURE**

Food security transforms communities by lifting people out of dependence for their daily sustenance. Through our Agriculture program, we equip farmers like Honest, pictured above, 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 will help strengthen and enrich their communities.



#### **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 — like the one in Watts, pictured above — we 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 acquire these resources themselves.



#### **DISASTER SERVICES**

We've responded to hurricanes, typhoons, ice storms, earthquakes, tornadoes, wildfires, droughts, and floods in the U.S. and throughout the world. Why? To give people help and hope in times of great need. Highly regarded for our scalable distribution model, Disaster Services teams, six international warehouses, and Mobile Command Center, Convoy of Hope is consistently among the first to respond to disasters throughout the world.



### **CHILDREN'S FEEDING**

A nutritious meal opens doors to providing children and their families with education, job and agriculture training, a sense of hope, and greater opportunities. We believe children like Patrick, pictured above, 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 as a starting point to build and support thriving communities.



# 



feed ONE

**GIVE FOOD TO A CHILD** 

Did you know you can provide food for a child in one of our program centers for the cost of a movie ticket or lunch? Just \$10 a month is all it takes to change a child's life through feedONE.

Visit feedone.com and join us as we change the world one child at a time.



### **VOLUNTEER WITH US**

Our Community Events couldn't happen without dedicated volunteers. If you're looking for a way to make a tangible difference, connect with us and serve at a Community Event near you!

#### March

Winnsboro, Louisiana League City, Texas Puerto Rico

#### April

Rosenberg, Texas Wharton, Texas Philadelphia, Pennsylvania

*May* Greenville, Mississippi Houston, Texas Highlands, Texas

#### June

Woodbridge, Virginia Dermott, Arkansas Puerto Rico

July
Dover, Delaware
Wichita, Kansas Orlando, Florida

#### August

Orlando, Florida Mauriceville, Texas Honolulu, Hawaii Flint, Michigan Hilo, Hawaii Bartlesville, Oklahoma

Visit convoy.org/events for more information on these and other upcoming events.

**GO ON A TRIP** 

Your group can serve on a Field Team to show the world *Hope Works*. Email **teams@convoyofhope.org** to learn more about how you can make a lasting impact by working with Convoy of Hope in the field. Be sure to check out convoyofhope.org/teams for upcoming opportunities.

Service opportunities include:

Haiti Puerto Rico Slovakia Tanzania Moldova Kenya

El Salvador Rockaway Beach, Missouri Mississippi Delta Region Honduras the Philippines Appalachia Region

# DISASTER SERVICES

DOMESTIC

10,992,573

**POUNDS OF PRODUCT** 

431,885

INDIVIDUALS SERVE

4,414

**VOLUNTEERS** 

21

**NEW RESPONSES** 

INTERNATIONAL

9,972,797

**MEALS DISTRIBUTED** 

928,308

INDIVIDUALS SERVED

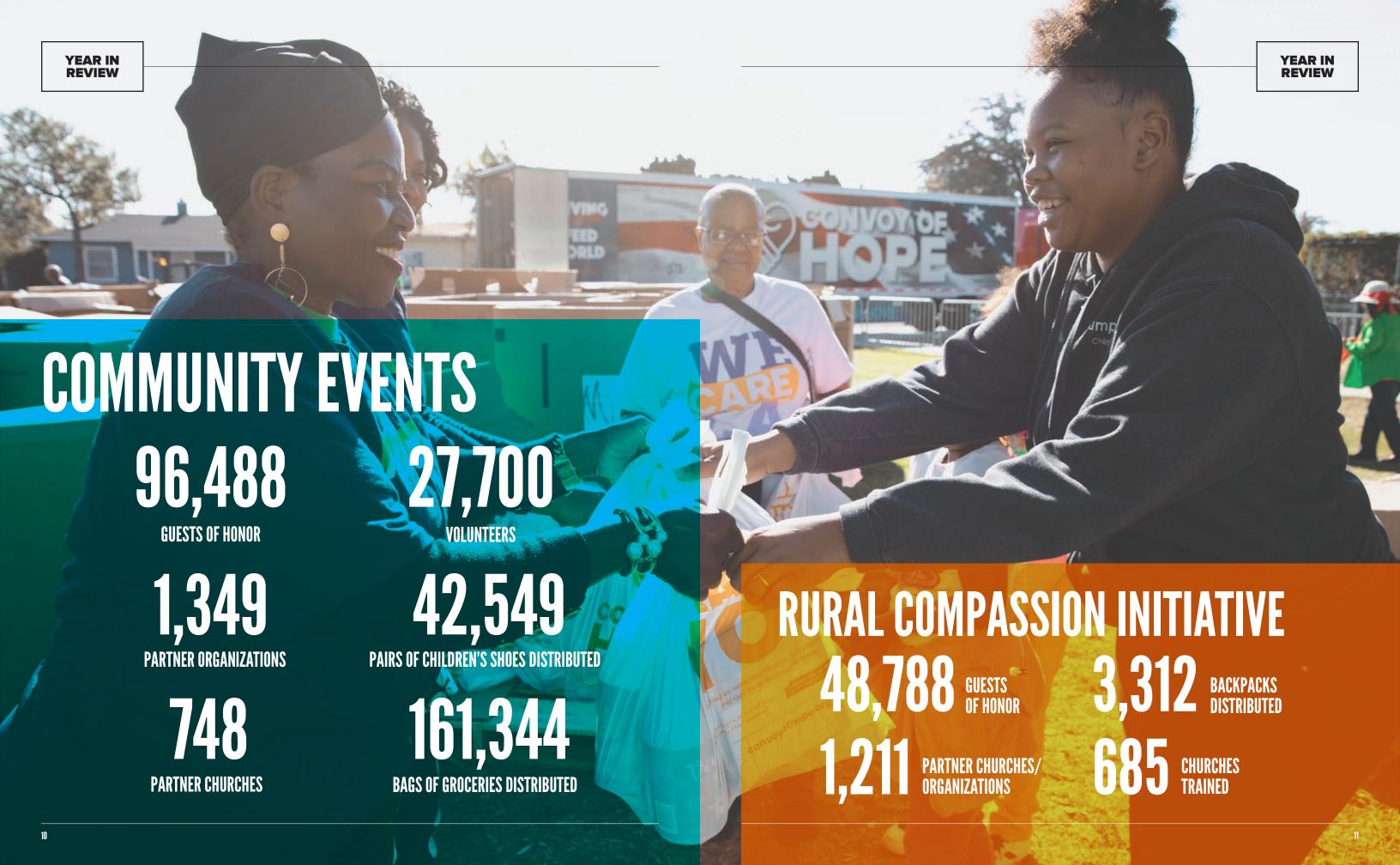
652

**VOLUNTEERS** 

18

**NEW RESPONSES** 





BY LEVI COSTELLO & JESS HEUGEL

moke and dust twist together lazily on the Honduran road that marks the frontline of poverty for this community.

Birds call quietly back and forth to each other over the low rumble of heavy machinery in the distance. On one side of the road is a small, two-room schoolhouse, and on the other a towering hill holding back a mountainous expanse of garbage.

In 2016, six-year-old Ana had a choice to make every day: she could dig for recyclables to sell so she could eat, or she could go to school and learn.

Hunger won out a majority of the time, and she regularly spent her days combing through the dump looking for things to sell.

"One day, Ana's mother sent her to school, thinking that we would feed her," said Principal Katherine Mejia. "It was a Monday, so Ana hadn't eaten all weekend."

Weakened by hunger, Ana stumbled to school and dropped into her chair. Ana struggled to concentrate on her lessons as her eyes glazed over. Without warning, she tumbled onto the concrete floor.

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# NICARAGUA -AGRICULTURE

Many mothers in Nicaragua are busy raising children ... and now crops, thanks to a unique Convoy of Hope program. It began when we invited 15 women from a Nicaraguan community to attend our training program and plant a garden. The effort is part of our global initiative to provide

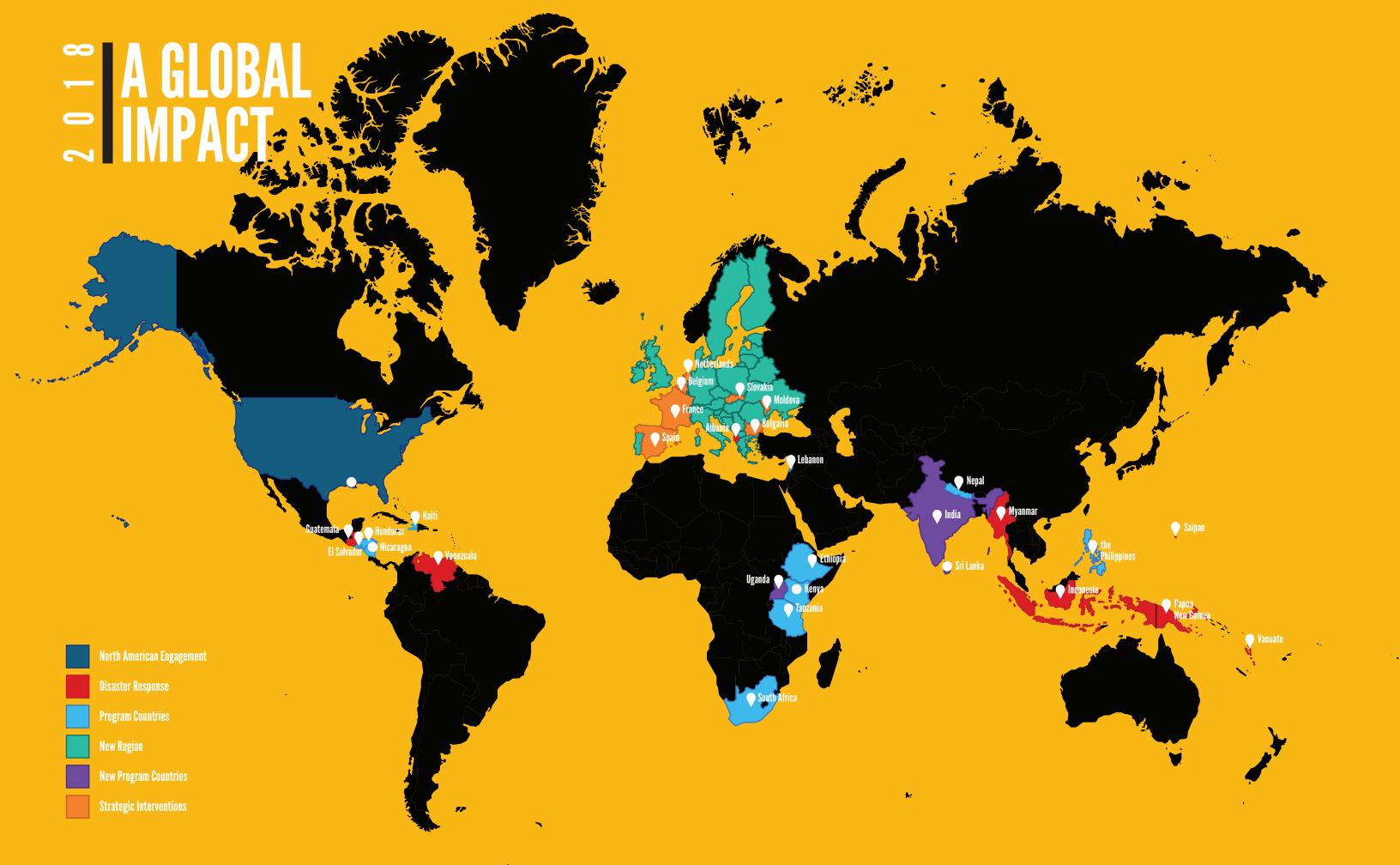


struggling farmers and their families with the best agricultural tools and techniques. The results are amazing: a bumper crop of everything from carrots to cucumbers, peppers and passion fruit. The women's enthusiasm for cultivation and the skills they learn will contribute to food security in Central America's poorest country.



# SRI LANKA - CHILDREN'S FEEDING

Rashani was the 200,000th child enrolled in our global Children's Feeding program. Her local feeding program has been a part of their community for decades, and she and her two sisters depend on it for daily sustenance. Convoy of Hope has partnered with the program to provide the vital resources they need to sustain their daily operations and grow. "I like to come to the center because I get lunch, get to learn, and get to play with my friends," Rashani says.





# KENYA – WOMEN'S EMPOWERMENT

Maria sets up her kitchenware in a quiet corner of the Ewuaso market under the shade of a tree. A housewife from humble beginnings, Maria completed Convoy of Hope's Micro+ program in early 2018 and decided to launch a big shop selling general goods. She diversified her stock soon after by providing kitchenware, which she buys wholesale and sells in three weekly markets. When asked if her family has seen a change since starting her business, she smiles and laughs. "There's a big change. Now there's plenty of food."



## UNITED STATES -Domestic Program

Love for the people of Tallulah, Louisiana, overflowed in 2018, as Convoy of Hope hosted an event that sparked lasting change. Staff from our Rural Compassion, Community Events, and Field Teams linked arms with local volunteers and partners to provide

groceries, haircuts, a Kids Zone, and more to their community.

"One of the local partners told me he's been in the area for 43 years and had never seen his community so excited," says Convoy of Hope's Curtis Wilson. "One of the barbers even opened his shop and kept cutting people's hair for free until midnight."

Convoy of Hope also plugged in an excited group of volunteers from Montana to work alongside the local team. "That just blew people away ... that people would come that far to help them," says Wilson.





Ana was not the only child struggling with hunger at the school. Many came every day with an empty belly. "That was very hard for us, but it was impossible to provide [for them]," said Principal Mejia.

Ana's case is not uncommon for kids in struggling schools around the world. Soon after Ana's incident, Convoy of Hope began delivering food to her school. Since then, Ana's situation has changed dramatically. "Before, when she was hungry, she was super shy. She didn't talk and stared at the floor," said Mejia. "So we can see her health is progressing [slowly with proper nutrition], but it's a long road ahead."

"Before she can start to learn, she needs to be healthy."



In 2018, Convoy of Hope reached a milestone goal — feeding 200,000 children throughout the world — two years ahead of the 2020 target.

"The goal Convoy of Hope set in 2016 was a lofty one," says Convoy of Hope President Hal Donaldson. "At the time, 160,000 children were a part of our Children's Feeding initiative. Reaching 200,000 seemed like an achievable goal, but one that would certainly take until 2020 to reach."

The increase of nearly 23,000 children in one year is a direct result of the

community surrounding Convoy of Hope. We've never been content with the status quo, and we choose to partner with those who feel the same way. Rapid strides in both meal donations and financial support fueled Convoy's ability to grow and has brought us to where we are today.

Today, Convoy of Hope is operating in 1,131 communities around the world. In 2018, we began Children's Feeding interventions in Sri Lanka, India, and Uganda while continuing our work in 11 other countries, including El Salvador, Nicaragua, Honduras, Tanzania, Kenya, Ethiopia, the Philippines, Haiti, South Africa, Nepal, and Lebanon.

In addition to leveraging these strategic feeding initiatives, Convoy of Hope has also established complementary interventions in many program countries to foster thriving communities. In 2018, more than 6,400 individuals were engaged in our Agriculture initiative, and more than 6,700 women joined our Women's Empowerment program.

"We strategically feed children in schools to strengthen our relationship with each community and empower broader impact through families," says Heath Adamson, Convoy of Hope's Chief of Staff. "This milestone represents hundreds of communities and thousands of individuals who know their value. Compassion not only makes a difference — it makes *the* difference."

For Ana, the food she receives is key to her education ... and education is vital to breaking the cycle of poverty that has trapped generations of her family. At Convoy of Hope, we believe Ana deserves a bright future, full of opportunity, health, and safety. It's our privilege to help clear the path that will take her there.

#### **COMMITTED TO THE NEED**

All the way across the Gulf of Mexico in Puerto Rico, Convoy of Hope still helps those recovering from a disaster that took place more than a year ago — something not many organizations can say.

Ramón and Nelida have always called Puerto Rico home and have a big family ... 24 grandchildren and 14 greatgrandchildren. Many members of their extended family lived with them until Hurricane Maria destroyed their home.

Both over the age of 60, and Ramón in poor health, the couple was quickly overwhelmed. Their house was in shambles, and Ramón's condition was getting worse. Depression set in as they struggled to recover with everyone else on the island. They felt forgotten and alone.

Thanks to generous friends and volunteers, Convoy of Hope responded to Hurricane Maria immediately and deployed much-needed aid. We also sent Field Teams — volunteer teams made up of people from churches, universities, groups, and organizations — who partnered with local churches and community leaders to help rebuild homes across the island.

Field Team participation has exploded over the last six years. In 2013, we sent out 30 teams with 365 team members to four countries. Compare that to 2018, when we sent 82 teams with 1,018 team members to 11 countries.

For teams serving in Puerto Rico, the goal was to help alleviate the stress and struggle those on the island were experiencing, and continue to experience to this day, after the devastating storm.

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Your gift enables us to help where most needed.

GIFT AMOUNT	BECOME A MONTHLY DONG
\$	□ \$25 □ \$50
☐ Credit Card ☐ Cash	☐ Check
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Name On Card	
Signature	

#### Donate online at convoy.org/donate/hq13

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



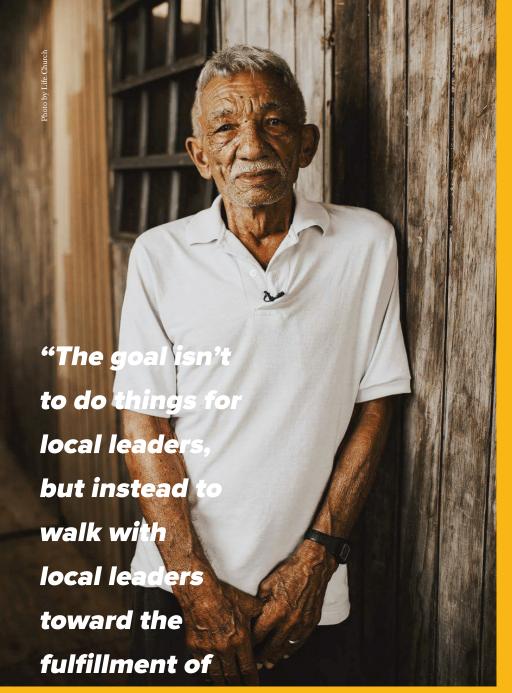
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# dreams in their hearts."

MATT WILKIE

#### continued from page 17

"[When we heard help was on the way, we were] very grateful, happy, joyful," said Nelida. "We had nothing and we really needed it ... we had to feed the kids, and now they have food and water."

While Nelida was optimistic, Ramón was skeptical. He feared being taken advantage of and that the dignity of his family and community would be degraded even further because of outside help.

The longer he interacted with Convoy of Hope's teams, though, the more he realized they truly cared.

"After Hurricane Maria, we received a lot of help," he said. "And we still are receiving a lot of help from Convoy. [We have received] food, everything, water, clothes, toys for the little kids."

"The goal isn't to do things for local leaders, but instead to walk with local leaders towards the fulfillment of dreams in their hearts," says Field Teams Director Matt Wilkie. "Through this 'withness' in strategic places around the world, we've seen beautiful things set in motion on the field, and deep and lasting impact in the lives of team members."

Elvis — one of the local pastors who works closely with Convoy of Hope — developed a special relationship with Ramón, and Ramón began to trust him and the Field Team members. Their desire was to forge genuine connections with those they were helping, going above and beyond what was the norm. The genuine love they demonstrated and the selfless nature in which they helped Ramón's community recover convinced him there was something different about this group.

Sadly, Ramón passed away from his illness soon after his home was completed. Ramón's community mourned his passing, but celebrated the comfort of knowing his family now has a safe place to live.

### **SPREADING HOPE AT HOME**

Devon Bernritter, Deputy Chief of Police in Flint, Michigan, slowly pulls into what could be one of America's eeriest trailer parks. He follows a pockmarked road overgrown with spindly trees overhead and dense shrubs underfoot. Flanking his cruiser are the burnt-out, skeletal remains of a few dozen homes.

Bernritter turns a corner and points to a dilapidated trailer showing the faintest signs of life — an intact front door and illuminated porch light. "I don't know why or how," he says, "but a few families have stayed."

For decades, the city has been reeling as poverty, crime, and the 2016 water crisis had their way with the city and its residents. All but two of the city's high schools have been shuttered. There are few grocery stores. More than 45 percent of residents are impoverished. The median household income is an anemic \$25,650 — half the national average.

Four decades ago, General Motors employed nearly 90,000 people in its factories. Today, there are just over 90,000 people in the entire city. When the auto industry left, so did the jobs,

families, and funding to properly run a municipality. Despite the setbacks, many local leaders and residents have a matchless resolve and optimism.

"We're going to take our city back," says Tim Johnson, Flint's Chief of Police.

Michael Redmon, Vice President of Community Events at Convoy of Hope, is helping local leaders do that by hosting Community Events in the city.

"When we partner with local churches, businesses, and civic groups, we create momentum that has staying power and can be replicated again and again," he says. "Combine that with local volunteers who are bent on helping their community, and you have an unstoppable force for good."

Every Guest of Honor who attends a Community Event receives anywhere from \$100 to \$250 worth of goods and services. In 2018, Convoy distributed millions of pounds of food, water, and supplies to 96,488 Guests of Honor through Community Events. More than 1,300 organizations, 700 churches, and 27,000 volunteers helped us serve communities all across the United States.

The 2019 Flint Community Event will not be Convoy of Hope's first foray into the city. In 2016, our Disaster Services team responded to the Flint water crisis as it unfolded. Following that response, our Community Events team met with city leaders to develop a five-year plan to help the hardest-hit area: the Bassett Park neighborhood.

In 2017, we hosted an event that set the tone for those that would follow. Our 2018 event served 2,100 guests with nearly 7,000 bags of groceries and more than 1,300 pairs of children's shoes.

"We are amazed time and again by the generosity of those who step up, sacrifice, and give to those who need a hand up," says Redmon. "Because of it, families in Flint and elsewhere will know there are people in America rooting for them."

Sometimes, that's just enough to take a city back.

Honduras, Puerto Rico, and Flint.Three different stories about three different places. The need present in these communities, however, is replicated throughout the world. No matter where someone lives, people in every community experience hunger and poverty on a daily basis.

Quick fixes won't end hunger. "Flyby" support won't remove poverty's claws from a community. That's why, to combat both, Convoy of Hope and its partners are going the extra mile by continuing our high-impact, long-term commitment to communities around the world.

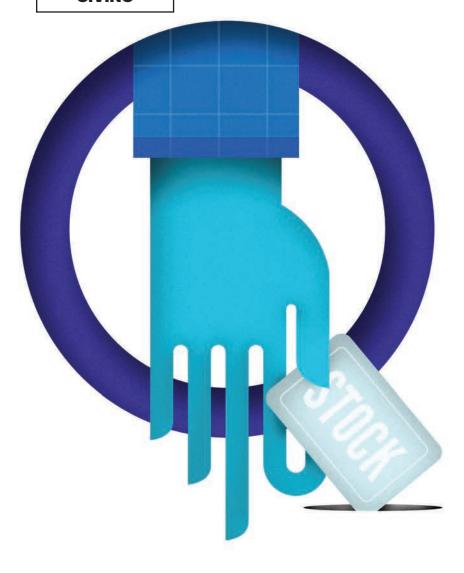
the world.

\*Editor-in-Chief Kirk Noonan also contributed to this article.



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PLANNED GIVING



# **GIVING WISELY**

ost people make charitable gifts of cash, even though the majority of their wealth is held in the form of noncash assets. What does this mean? It means we have a lot more opportunities to be generous. In this issue, we'd like to highlight one great way to be generous with your noncash assets — by giving stock!

Giving stock is actually a lot easier than you might think. For example, if your stock is held electronically, you can usually just follow these steps.

# STEP 1

Transfer your shares into the receiving account identified below. Most of the time you can do this online through your brokerage firm or by filling out your broker's transfer form. Either way, just use the following transfer information.\*

#### Receiving account #6693-6723

Registered to Convoy of Hope, 330 S. Patterson Ave., Springfield, MO 65802

#### Schwab DTC clearing #0164, Code 40

Schwab address: 1958 Summit Park Dr., Ste. 400, Orlando, FL 32810

# STEP 2

Give Convoy of Hope notice of your gift by emailing **gbyrom@convoyofhope.org** with the following information:

- Name of the stock being gifted.
- Number of shares.
- Your name and mailing address.

# STEP 3

Once the shares are transferred and we have notice of your generous gift, you'll receive a donation receipt.\*\*

We recommend you consult with your tax professional or financial advisor when making financial decisions like this one. We're also here to help answer questions you may have, so please contact Gay Byrom at **gbyrom@convoyofhope.org** or call (417) 851-6271.

As always, thank you for caring and pursuing a life of generosity and kindness. Together we really can make an incredible difference!

\*If your stock is closely held or your shares are in the form of paper certificates please contact us for additional instructions on how to make your gift.

\*\*Please note that without the notice mentioned in Step 2, we may receive the shares but won't be able to send a donation receipt.

# Our #Top9Shots of 2018



The team at Convoy of Hope captured some amazing photos in 2018. Here are some of the images you liked and shared the most.







Follow us: @convoyofhope

















































































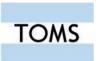
THRIVENT FINANCIAL



PROPERTIES















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**Kregg Hood** Senior Vice President & **Chief Business Officer** 

**Heath Adamson Chief of Staff** 

**Roger Flessing Chief Communications Officer**  Kirk Noonan **Chief Innovation Officer** 

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**Dan Clark** Vice President of Partner Development

**Terry Hoggard** Vice President of International Program

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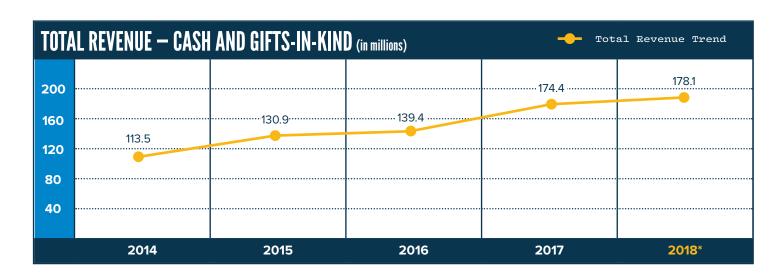
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REVENUE SOURCES (in millions)	2014	2015	2016	2017	2018*
Private Cash Contributions	23.2	23.1	30.5	55.5**	49.0
Public Contributions	0.2	0.5	0.5	0.5	.05
Gifts-in-Kind	89.2	105.5	107.5	116.5	127.7
Other Income	0.9	1.8	0.9	1.9	1.4
TOTAL REVENUE	113.5	130.9	139.4	174.4	178.1

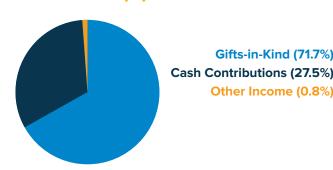
\*\*2017 cash contributions include donations for major disasters. \*2018 unaudited numbers.

OPERATING EXPENSES (in millions)	2014	2015	2016	2017	2018*
Program Services	91.7	96.6	115.2	136.6	150.9
Fundraising	7.5	9.2	9.2	9.2	14.4
Support Services	3.8	3.9	3.8	3.6	8.4
TOTAL OPERATING EXPENSES	103.0	109.7	128.2	149.4	173.7

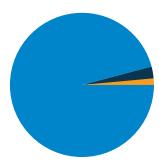
Gifts-in-Kind (71.7%)

Other Income (0.8%)

## **2018 REVENUE (%)**



## **2018 EXPENSES (%)**



**Program Services (86.9%)** Fundraising (8.3%) **Support Services (4.8%)** 

31

30



#### MAIL

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#### DONATIONS

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