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2021 Year in Review

Serving people and communities is Convoy of Hope's key metric.



The Promise of Hope

Expanded resources on a new campus will help more people than ever before.



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The past two years have brought enormous changes — Convoy of Hope's response to hunger and poverty isn't one of them.

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Annual Report

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Hope Quarterly

1 Convoy Drive, Springfield, MO 65802

On the Cover: Convoy of Hope is working in Kenya and 28 other countries around the world.

The Right Thing

ver the course of the pandemic, I've been inspired by the adaptability of Convoy of Hope's team members, both in the U.S. and around the world. They have discovered innovative ways to solve problems and to continue serving children and families in need.

The team's willingness to adjust to new realities has been integral to Convoy's effectiveness, but it is also their unwillingness to move away from principles that have served the organization well for 28 years. In our view, some values should never change, such as Convoy of Hope's steadfast commitment to integrity, accountability, and gratitude to partners like you.

Please know we are grateful for your continued commitment to generosity and compassion. Despite the pandemic's disruption to your daily routines, you ensured millions of people received tangible help and hope when they needed it most. Thank you for doing the right thing even during challenging times.

Gratefully,

Hal Donaldson President, Convoy of Hope

CONVOY NEWS

Convoy of Hope Responds to

Multistate Convoyoffice.org Tornadoes

By Destin Harrison

don't think we have seen damage at this scale, ever,"
Kentucky Governor Andy
Beshear said in a press
conference on December 12.

On December 10, a devastating storm struck the Midwest and South. Reports indicated one single system formed tornadoes in Kentucky, Arkansas, Illinois, Indiana, Mississippi, Missouri, Ohio, and Tennessee.

The news that came out of communities hit by the tornado outbreak was heart-wrenching. Officials confirmed 74 deaths in

Kentucky, with more than 100 people remaining unaccounted for. An additional 14 people died in Illinois, Tennessee, Arkansas, and Missouri. The overall death toll eventually reached 90.

Convoy of Hope immediately contacted churches in the affected area and sent multiple loads of relief supplies — including tarps, food, water, cleanup supplies, and other necessities — to the disaster zone from the World Distribution Center. Multiple tractor-trailer loads were deployed to serve tens of thousands who were without power, with no heat during freezing winter nights.

An estimated 1,000 homes were destroyed in Kentucky alone.

The National Weather Service described one tornado as "a historic long-track tornado." On the ground for more than two hours with wind speeds surging above 200 mph, the tornado left a trail of splintered homes and rubble approximately three-quarters of a mile wide and extending 250 miles.

Convoy will continue working with state and local governments, churches, community leaders, and volunteers to respond to long-term recovery needs.

Recovery continues in

Haiti following the magnitude 7.2 earthquake which shook the island nation last summer. The earthquake claimed more than 2,200 lives, injured 12,000, and damaged or destroyed more than 130,000 homes. Convoy of Hope's response has now served more than 341,000 survivors across 389 communities and delivered more than 513 tons of food, hygiene kits, medical supplies, sheltering material, and other necessities to those in need.





On January 15, an underwater volcano near Tonga erupted, sending a cloud of dirt, rock, volcanic gases, and water vapor 20 miles into the atmosphere. The ash released from the eruption blanketed many Pacific islands, with some areas on Tonga seeing 3-4 inches of ash.

Ash contaminated much of the available drinking water, leaving families to scramble and protect what little stored water they had.

A tsunami produced by the eruption impacted the Pacific region and reached the coasts of Ecuador, Peru, and the United States. A 49-foot wave devastated many of the islands in Tonga, leveling homes. Only two homes remained standing on outer islands Mango and Fonoifua, where 275 people lived. The eruption and tsunami have impacted over 84% of Tonga's population.

Convoy of Hope Australia facilitated communication between Convoy's International Disaster Services team and the disaster zone, allowing for a quick and effective response. Convoy is now working through a national church partner in Tonga to distribute relief supplies.

Swarms of locusts in East Africa involving billions of insects are devouring crops in Kenya and Tanzania. Although locusts are not uncommon in the region, this infestation is the worst in decades. Convoy of Hope is providing food to areas impacted by the swarms. Each parcel Convoy gives to families in affected areas can feed them for three months. To date, the response has provided more than 270,000 meals.

A new version of convoyofhope.org

features innovative functionality and eye-catching design with users in mind. The website's new resources have a common goal: to increase Convoy's capacity to spread hope around the world. The new website gives the speed and versatility to communicate more effectively and provides visitors with more tools, information, and opportunities to get involved with what Convoy is doing.

Responding to Washington Flooding

On the weekend of November 13, high winds and heavy rain hit the northwestern United States. Some areas received a month's worth of rain in less than three days. The storm left more than 150,000 homes without power.

Sumas, Washington, and other towns adjacent to the Sumas and Nooksack Rivers received the brunt of the damage as the rivers burst over their banks, swallowing roads and houses alike.

"The majority of homes and structures in that town have been damaged or destroyed," said Stacy Lamb of Convoy's Disaster Services team. "It's devastating there."

With the help of local partners, Convoy of Hope provided relief supplies to individuals across the disaster zone. Volunteers helped distribute food, water, baby care kits, and cleanup supplies.





Buccaneers Serve Tampa

On November 16, the Super Bowl champion Tampa Bay Buccaneers, alongside punter and kickoff specialist Bradley Pinion, teamed up to host a Community Event with Convoy of Hope. The event took place in the Buccaneers' hometown at Mission Hill Church.

"I've been partnering with Convoy of Hope since my rookie year and am so thankful that I can bring the Convoy Nation Pro-Series Community Event to the Tampa community," said Bradley. "My wife, Kaeleigh, and I are looking forward to serving families. Any family who needs help is welcome."

Through this event, Convoy and the Buccaneers provided hope and relief to thousands of guests by distributing groceries, socks, hygiene kits, and more.



Volunteer Truck Driver Wins National Award

Convoy of Hope volunteer truck driver Gene Woolsey was recognized with the Frontline Heroes Award at the American Trucking Association's Management Conference & Exhibition.

"People need help. And if we don't help them, who will?" Gene said. He described his skill set and Convoy's services as a great collaboration.

As a Convoy of Hope volunteer, Gene delivers food, water, and other relief supplies. Last year, Gene completed 13 cross-country trips, traveling 12,000 miles. On his longest trip, Gene was on the road for eight days, traveling 4,000 miles to Washington and back.

The Frontline Heroes Award honors those who have "brought their communities together and committed acts of great selflessness in moments of great need."

Field Teams
Restore
Abandoned
Property



Rockaway Beach, Missouri, is a community reeling from COVID-19 and high unemployment. But thanks to Convoy of Hope's Field Teams, one abandoned property has been renovated. The former resort features a coffee shop, a community garden, and a greenhouse — all of which generate income, jobs, and learning opportunities. The property also includes a counseling center, a tee-ball field, and other resources that serve the community.

Convoy of Hope Gift Catalog Supports Initiatives

For many, Convoy of Hope's new Gift Catalog created stress-free solutions throughout the holidays and throughout the year. Shoppers' purchases supported business owners in Convoy's Women's Empowerment program, helped bring farming and gardening tools to Agriculture program participants, and even provided funds for community wells, disaster relief supplies, and much more. The catalog also allowed shoppers to purchase in someone's honor, providing the perfect solution for holiday shopping and gift-giving occasions throughout the year.

Scan the QR code and be the first to hear about the 2022 Gift Catalog!



Year For more info on Disaster Services, scan this QR code.



"I heard about you on K-LOVE."

Many partners first heard about Convoy of Hope through K-LOVE's national network of radio stations following a disaster.

As K-LOVE carried news of Convoy's multi-stage response to Hurricane

Ida, for example, listeners made donations to help make that possible. In Louisiana, where Ida hit the hardest, more than 200,000 people received food, water, and emergency supplies. With the help of K-LOVE's listeners, Convoy of Hope will remain in the region throughout 2022, helping families recover.

In the United States...

22

New responses

5

Active long-term responses

861,078

People served

17,107,189

Pounds of resources delivered

Around the World...

42

New responses

1,152,021

People served

spent three hurricanes here already, and this has been the worst," said Hurricane Ida survivor Jorge Rodriguez.

Jorge went days without running water and electricity after Ida hit. Without power, he endured Louisiana's sweltering August heat. Additional concerns mounted. "We've got a little food in the house, but most of the food is gone already," Jorge said. "It gets rotten if you have no power, so you have to throw it away."

At a Convoy of Hope point of distribution in his community, Jorge found help. He left with food, water, and other necessities — but most of all, hope. "It means a lot. Just a little bit helps," he said.



hildren's

Did you KNOW?

Convoy of Hope's Global Program serves in **29 countries** through more than **3,000 program centers.**



Children Fed Each School Day:

More than 465,000

onita Waggoner's idea was simple — help the kids in her church visualize hunger and do something about it. She purchased soup bowls to distribute to children at Bowmont Community Church in Idaho. Her husband, Wes, has served as pastor of the church for 32 years.

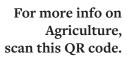
Bonita helped the children see how an empty soup bowl represents the plight of millions of children around the world. She encouraged them to place in the bowl their spare change, which would in turn be used to feed children through Convoy of Hope's Children's Feeding initiative.

Together, the children of Bowmont Community Church raised nearly \$1,000, which translates to about 100 children receiving a hot, nutritious meal at school for one month.

For more info on Children's Feeding, scan this QR code.









felt discouraged and sad because I could only do so little to help my family, and my kids were hungry," Lagina said.

Until recently, Lagina's family of four in Guatemala lived on just \$7 per day. But when she and her family received seeds and life-changing education through the Agriculture program, their poverty and

hunger became things of the past. After studying proper agricultural techniques and money management, they started a business.

"I have hope for my kids now, and I feel happy that I can do something for them," Lagina said. "Thank you, Convoy of Hope and the Agriculture team, for giving us hope and a reason to live."

Participants Trained in Agriculture:

More than 23,500



Agriculture





Women and Girls Empowered:

More than 35,000

For more info on Women's Empowerment, scan this QR code.



aising my five children was almost impossible," Amara said.

Amara is a hardworking, single mother from Ethiopia. When she and her husband separated, Amara struggled to provide for her family.

The Women's Empowerment program provided Amara with resources and strategic training in marketing, budgeting, and customer service.

This helped her to start and grow a new business.

Amara now sells shoes, clothes, and accessories from her well-decorated, brightly colored boutique.

"Previously, I had no knowledge or confidence to run a business," she said. "The training was an eyeopening experience."

With a new home, a new storefront, and a new outlook on life, Amara can dream while providing for her loved ones. She plans to use her growing success to give to others and spread hope throughout her community.

atives



Rural Initiatives

528,897

People served

1,730

Organizations engaged

Community Events

55

Cities reached

66,984

Guests served

98,273

Grocery bags distributed

"It

has just been a true blessing. It floored me," Alecia Black said after collecting groceries and other essentials from a

Convoy of Hope Community Event in Florida. "We truly, truly, truly appreciate it, from the bottom of our hearts. You definitely helped our family out."

When Alecia lost her job because of the pandemic, she and her family struggled financially. Thankfully, she was one of the many people who attended Convoy of Hope's distribution event at Tropicana Field. There she received provisions, access to local resources, and most importantly — hope.

For more info on Community Events, scan this QR code.





Convoy of Hope's

new campus comes to life

By Scott Harrup

ince 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?"
The answer is clear. Convoy of Hope is expanding its warehousing, trucking, and workforce to help more families and communities around the world, without taking any resources from existing programs or slowing global growth.

continued on p. 16



About 1,000 friends came together on October 27 to dedicate Convoy of Hope's new World Distribution Center. "This building is not simply a warehouse," said Convoy President Hal Donaldson. "It's much more than that. I can assure you that every can of soup and every box of cereal that leaves this place will carry with it a promise — a promise to children and families — that tomorrow can be better than today."





Convoy's 150-plus acres in the heart of Missouri offer access to two highways and allow rapid and effective crisis response. "I couldn't be more proud to have it here in Missouri," Governor Mike Parson said at the World Distribution Center dedication. "If there's one thing that we ought to hang our hats on about

who we are — of our heart, of our passion, of how we care about people — this demonstrates it." Former Missouri Governor Jay Nixon echoed that conviction: "Convoy of Hope's incredible worldwide network every day brings love and healing throughout the world. This mission has given 'love thy neighbor' a new meaning."

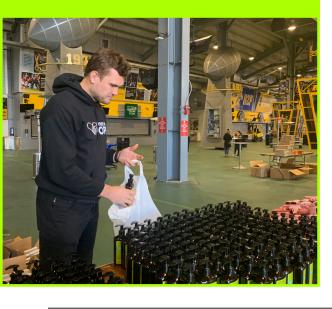


Inventory and fleet resources were being moved from Convoy's previous warehouse to the World Distribution Center as Hurricane Ida, Tennessee floods, and Western wildfires created overlapping crises. Convoy was soon responding coast to coast, utilizing the tripled capacity of the new campus.

Scan this QR code for a Hurricane Ida update capturing the challenge of multiple crises.

Construction of the Global Headquarters and Training Center began soon after the October 27 groundbreaking. Convoy of Hope is anticipating a 2023 completion date.

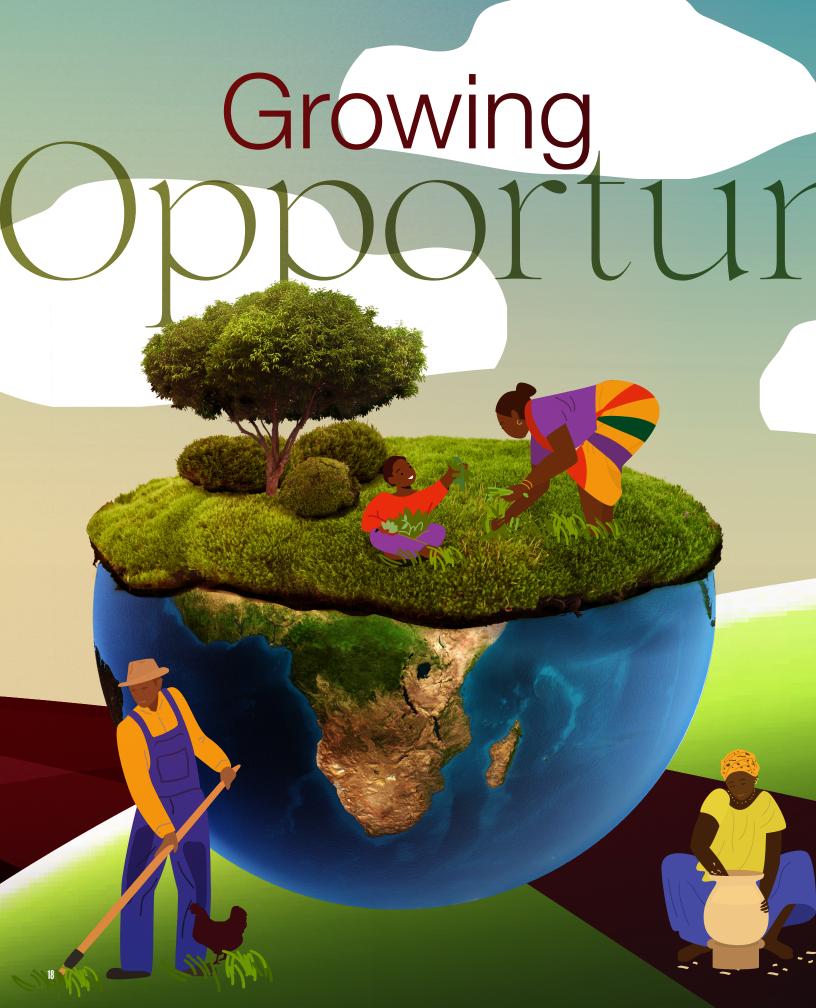
"Convoy of Hope specializes in helping those in need," said Vance McDonald, retired tight end for the Pittsburgh Steelers (pictured at a December Convoy Nation/Heinz Field Community Event in Pittsburgh). "With their new World Distribution Center, they'll be able to amplify their work in the U.S. and beyond."



Since 1994, as thousands of friends have joined Convoy of Hope on this journey, the promise of hope has grown steadily larger. The fundamental question persists: "How do we multiply hope?"

The World Distribution Center and the Global Headquarters and Training Center are two strategic parts of the answer. Thanks to generous partners, more than 80% of the overall project goal has been raised.

Other components — such as an Agricultural Center with associated gardens and greenhouses — will one day utilize more of Convoy's 150-plus acres. Different resources to create different avenues of help and hope. But every component, every disaster response, and every continuing initiative will share one powerful ingredient — the kindness of every person who is willing to help Convoy of Hope along the way.





The Feed the World Fund helps so many people ... it provides hope where it's needed most.

ities

When you donate to Convoy of Hope's Feed the World Fund, your gift is multiplied across all of Convoy's initiatives. And, thanks to generous partners, Convoy of Hope is able to maximize each gift to create **five times** the impact.

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.

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. 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. convovofhope.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 Mis 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. 1170(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/charfrm.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. 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.

For a full list of state nonprofit disclosures, scan here





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\$		□ \$50				
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What's Next?

Navigating new global realities

By Sara Forhetz

20 20 was a first, not just because of a global pandemic that felt like it shut down the planet, but because of an underlying reality that was exposed.

For the first time in recent history, progress in reducing poverty went backward.

According to the World Bank, the extreme poverty rate dropped on average a percentage point every year from 1990 to 2015. Governments and organizations addressing poverty were making progress. Unfortunately, poverty rates are now headed in the wrong direction. It's an unacceptable reality that Convoy of Hope is working hard to address.

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"COVID unearthed not only the prevalence of poverty, but the complexities behind it," said Heath Adamson, Convoy of Hope's vice president of Global Program. "Difficult-to-measure factors emerged, such as the global supply chain, the ripple effect of inflation, and collisions between anti-poverty efforts and human nature. Fortunately, what was once hidden or ignored is being seen and addressed."

Over the past two years, as Convoy saw more people and more organizations willing to get involved, advances were made. There was an increase in volunteerism. The number of churches and businesses partnering with Convoy continued to grow. Amazingly, during very difficult years for individuals and businesses, donations also increased.



Friends With Trucks



Convoy of Hope found a valuable partner in TWO MEN AND A TRUCK International® (TMTI) when responding to Hurricane Harvey in 2017. Since then, TMTI and its parent company, ServiceMaster Brands, have been committed to supporting disaster response.

TMTI franchise owners near disaster zones volunteer their employees and trucks to augment Convoy of Hope's response — loading and distributing relief supplies from a central location to points of distribution throughout the impact zone. In addition, corporate giving, employee giving, volunteerism, and other resources consistently undergird an array of Convoy projects.

The pandemic both solidified and shifted strategies as the organization learned to pivot while remaining adaptable and accessible. For example, Convoy of Hope's annual Community Event in Chicago had always been at a single location. That was shifted to a series of drive-thru points of distribution, allowing even more families to receive groceries and other resources.

Convoy of Hope and partner Mission of Hope provide resources to Pastor Samuel Lucien in Haiti. During the pandemic, he saw new opportunities to connect with people in need. "We bring food, of course, we bring medical supplies. But we will also bring hope. And believe me, this hope has been accepted," Pastor Samuel said.

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Partners Against Hunger

Since 2013, the Kellogg Company has been a generous partner of Convoy of Hope, providing more than 1,400 truckloads of food valued at \$75 million. In 2021, they donated more than 200 truckloads as Convoy continued to address food insecurity and other pandemic-related challenges across the United States.

Kellogg's products are a staple at Convoy of Hope Community Events, and Kellogg Company is quick to respond when food is sent into disaster zones. After the December 10 tornadoes in the U.S., seven truckloads of Kellogg's products were distributed.

Kellogg's generosity is also helping provide hope in rural communities and through events, such as January's joint projects with the NFL and Martin Luther King Jr. Day.

Kellogg's.

Convoy of Hope is continuing to serve families in need thanks to supporters, partners, volunteers, and team members.

Partnerships grew in areas hard hit by the pandemic. Pittsburgh Steelers quarterback Ben Roethlisberger and his wife, Ashley, worked with Convoy to feed families in her Pennsylvania hometown. Convoy's mission — a driving passion to feed the world — continued to advance across the U.S. and around the world.

Beyond the food provided by corporate partners, Convoy trained new farmers to increase local harvests.

"The lockdowns made me feel alone," said Hector in El Salvador. He joined Convoy's Agriculture initiative during the pandemic, learned to grow produce, and put in place solid agribusiness practices. Hector's hope grew alongside his crops.

In Kenya, with a drought on top of the pandemic, Lela's dreams seemed out of reach. "I had no business training as I have never gone to school and [had] no capital to start a business," she said.

Lela joined the Women's Empowerment program. Her dreams of a better life were realized as she learned how to breed and herd goats, manage her finances, and realize her own self-worth. "It opened my eyes to what women can do," she said.

As poverty bubbled to the surface, even in America, donors' generosity continued to pour out. As a result, people living in survival mode to just get by saw more of their neighbors coming to their aid — more people truly *seeing* them.



Post-Disaster Recovery



The Home Depot Foundation is a key participant in Convoy of Hope's disaster responses.

As a National Disaster Relief Partner with the foundation, Convoy receives support each year to help pre-position relief supplies in Convoy's World Distribution Center. With those supplies in place, Convoy can respond faster after disasters.

The Home Depot Foundation deploys store employees to serve alongside Convoy team members and other partners in disaster zones distributing resources, removing debris, and assembling and distributing clean-up kits. The foundation also supports Convoy's long-term recovery work by underwriting building supplies and appliances for disaster survivors.

Thanks to the power of partnership, families and communities have received resources and support when they needed it most.





"During the early days of the pandemic, most looked inward, thinking about how they could survive," said Rick Waggoner, Convoy of Hope senior vice president and chief development officer. "I watched our team mobilize resources and use their expertise to deliver more than 200

million meals to families in need."

Convoy is seeing the generosity experienced during the pandemic steadily grow. The organization is continuing to serve families in need thanks to supporters, partners, volunteers, and team members.



Born to Give

By Mary Vogen

Dr.

Sally Sidman and her husband live in Indiana, where she works in emergency medicine at a local hospital. Because of the daunting challenges of COVID-19, Sally is keenly aware of human need worldwide.

"I first became involved with Convoy of Hope after I found them on Charity Navigator," she says. "I met with Convoy's local representative and attended a Vision Summit event, where I learned

so much more. I was moved to see how people were helped through a disaster but also given skills to learn how to sustain themselves. It's wonderful to cover the immediate need and the long-term need."

Years ago in medical school, Sally could only pledge \$10 to charity. "For me, that was a lot of money at the time," she says. "Some people think, 'If you can't do something big, don't do anything at all.' But something small can do so much and change a person's life entirely. I hope that others will consider doing something today."

'Something small can do so much and change a person's life entirely. I hope that others will consider doing something today.'

When Sally learned about the charitable gift annuity philanthropic strategy, she discovered two advantages for her personal situation. "It allowed me to have some money to support myself as I grow old and not have to depend later on my kids," she says. "It's also the perfect way to give more to charity. I'll receive guaranteed income while I'm alive, and I'll be able to leave something behind to Convoy of Hope."

For more information about charitable gift annuities and other strategies to maximize your giving, email hopesociety@convoyofhope.org.

Gifts-In-Kind (Donated food and supplies)

2021 Total

 2016
 2017
 2018
 2019
 2020

 \$107.5M
 \$117.3M
 \$128.8M
 \$140.5M
 \$284M

\$314.8M

Contributions & Other Receipts

2021 Total

2016	2017	2018	2019	2020
\$31.9M	\$60.7M	\$51.2M	\$59.7M	\$84.8M

\$124.1M

Total Revenue

2021 Total

2016	2017	2018	2019	2020**
\$139.4M	\$178M	\$180M	\$200.2M	\$368.8M

\$438.9M*



Scan here or visit convoy.org/financials-hq for more information.

*This figure includes the Convoy of Hope Foundation.

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



Leave a legacy of hope.



You can shape the future by including Convoy of Hope in your estate plan.



Consider being a part of Hope Society and make a lasting contribution to Convoy of Hope's long-term success. A legacy gift stands as a testimony of generosity and inspires others who are considering the impact of their giving now and in the future.

Visit convoy.org/hopesociety for more information or to let us know that you have included Convoy of Hope in your estate plan.