



ON THE COVER:

## KAFELINI DAUDI

HOPE MALAWI SAVINGS GROUP  
MEMBER



When Kafelini Daudi's husband left, she had to work as a day laborer on other people's land to provide for her children. Since joining her savings group in Ntcheu, Malawi, Kafelini has started four businesses and given her life to Jesus Christ. Growing in her faith, she see Christ's love as central to her savings group's unity: **"We are like one family. Regularly, we visit one another to encourage one another, to eat together. ... This was not happening before."**



HOPE  
INTERNATIONAL®

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*Investing in the dreams of families in the world's underserved communities as we proclaim and live the Gospel*



**HOPE**  
INTERNATIONAL®

## **2017 Annual Report**







## MISSION

*To invest in the dreams of families in the world's underserved communities as we proclaim and live the Gospel.*



## MOTIVATION

*The love of Jesus Christ motivates us to identify with those living in poverty and be His hands and feet as we strive to glorify God.*



## METHOD

*We share the hope of Christ as we provide biblically based training, savings services, and loans that restore dignity and break the cycle of poverty.*



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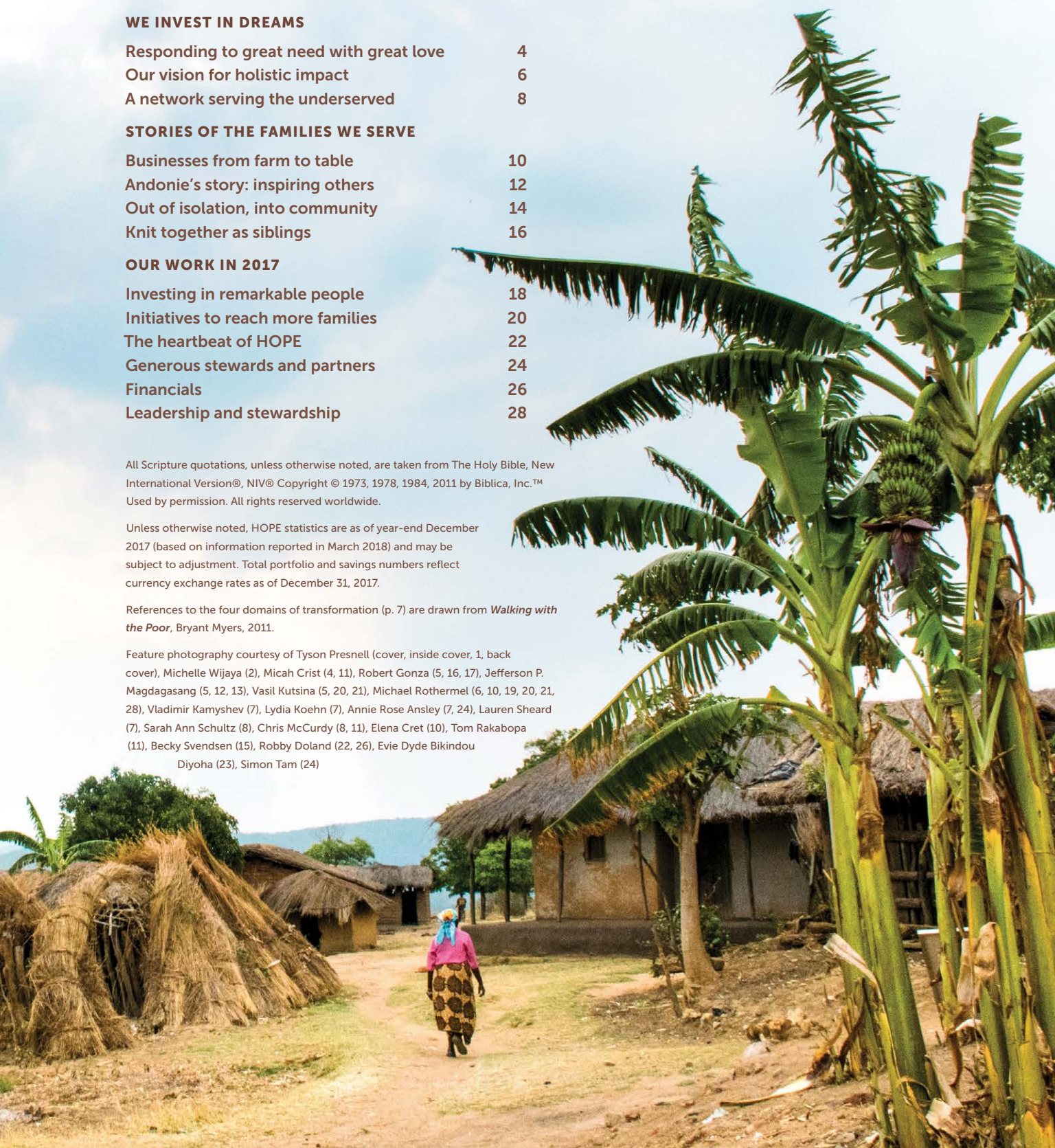
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Unless otherwise noted, HOPE statistics are as of year-end December 2017 (based on information reported in March 2018) and may be subject to adjustment. Total portfolio and savings numbers reflect currency exchange rates as of December 31, 2017.

References to the four domains of transformation (p. 7) are drawn from *Walking with the Poor*, Bryant Myers, 2011.

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**Alphonsine Bamporubusa**  
CATTLE FARMER  
BURUNDI







## Dear friends,

During a recent visit to Burundi, I spent time with a savings group that calls themselves *Twizigirane* ("We trust each other"). Reverend Cyprien, the local pastor, shared, "At first, they didn't understand how to save, but now they are saving and investing together." He continued, "We see group members are sharing the Word of God and escaping poverty together."

One member, Alphonsine, shared how she has personally been impacted through this group. "Without my savings group, I would not have a home." She welcomed us into her home with gracious hospitality and shared how the savings group has helped her raise cattle, give generosity to her community, and provide for her family.

It is an extraordinary privilege to spend time with hardworking entrepreneurs like Alphonsine around the world. Their unwavering faith in Jesus spurs on our own faith journeys; their example of redemptive entrepreneurship motivates us to work more diligently; and their tenacious courage inspires us to push through our most demanding challenges.

In 2017, we faced some of the most significant obstacles in our history, including ongoing environmental, political, and operational challenges in the Democratic Republic of Congo. Unable to overcome these obstacles, we made the very difficult decision to end our operations in this country. And more broadly, this year we've also faced increased persecution, political volatility, and safety concerns for our global staff.

Yet in the midst of these challenges, we've seen God at work, and we have much to celebrate, including these milestones from this past year:

**Growth of church-based savings groups to serve 510,436 members, an increase of over 70,000 in 2017**

► [Learn more on p. 19](#)

**Growth in lending to small-and-medium-enterprise clients who leverage larger loans to create jobs in their communities**

► [Learn more on p. 20](#)

**Launched partnerships with three new church denominations in Haiti**

► [Learn more on p. 21](#)

**Increased generosity of HOPE supporters, with over 4,500 giving \$16.7 million to the HOPE network in 2017**

► [Learn more on p. 25](#)

Thank you for your support as we point people toward the life-changing love of Jesus Christ. Once again, I'm humbled by the opportunity to learn, serve, and partner with each of you. Sharing in this ministry with you, I'm confident that we have much to look forward to in this coming year as we continue walking together.

With gratitude,

**Peter Greer**  
President & CEO





# Responding to great need with great love

*Working in underserved communities, we witness families struggling with limited access to basic necessities and few opportunities for employment. Christ calls us to respond.*

## Compelled by Christ

Jesus Christ showed compassion for the spiritual and material needs of those He met. Following His example, the HOPE International network seeks to do the same in 15 countries around the world, identifying with those living in poverty and responding with the love of Christ.

### THE GREAT COMMISSION

"Therefore go and make disciples of all nations."

MATTHEW 28:19

### THE GREATEST COMMANDMENT

"Love the Lord your God with all your heart and with all your soul and with all your mind. ... Love your neighbor as yourself."

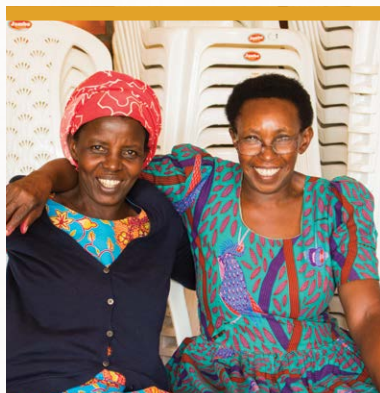
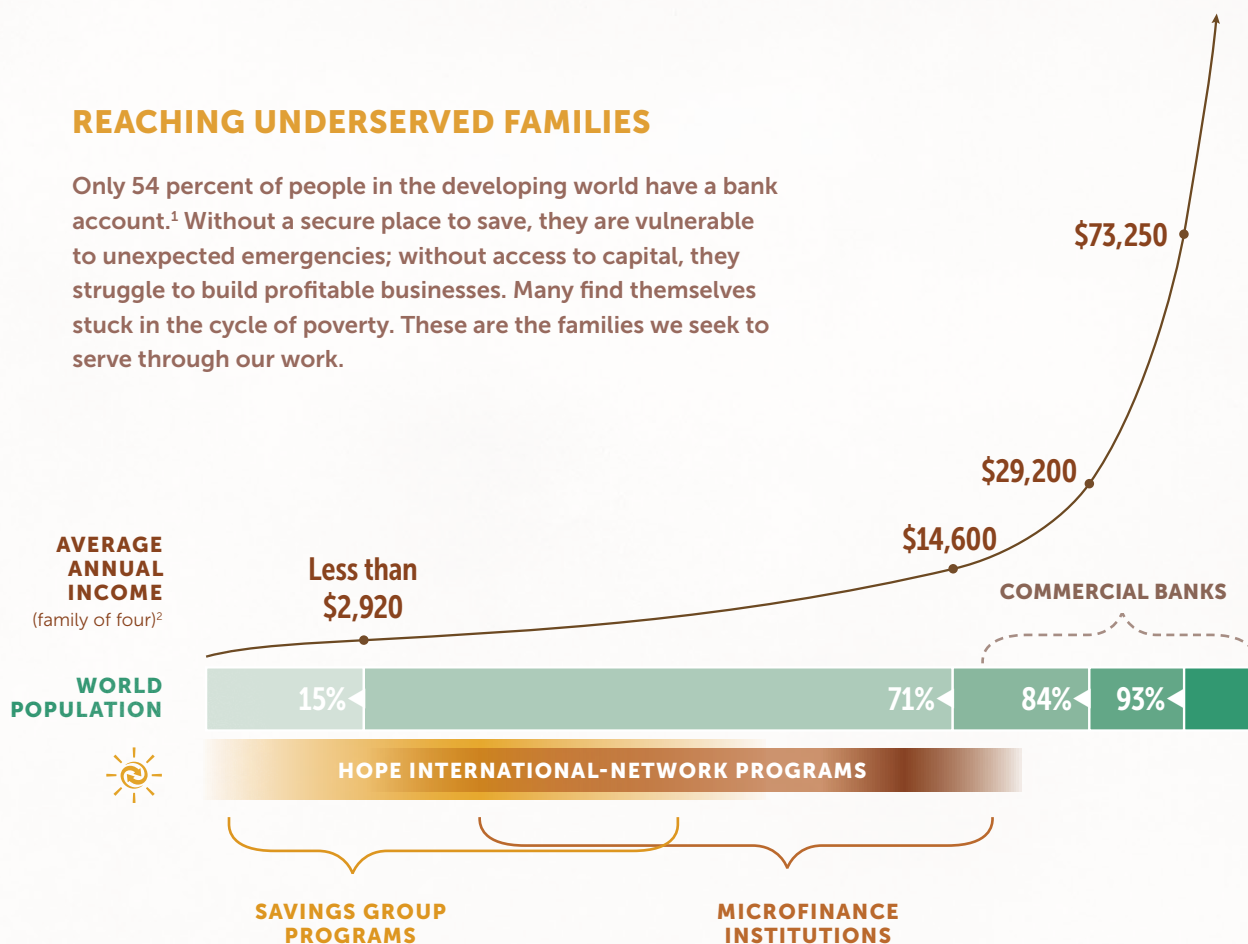
MATTHEW 22:37-39





## REACHING UNDERSERVED FAMILIES

Only 54 percent of people in the developing world have a bank account.<sup>1</sup> Without a secure place to save, they are vulnerable to unexpected emergencies; without access to capital, they struggle to build profitable businesses. Many find themselves stuck in the cycle of poverty. These are the families we seek to serve through our work.



### BUILDING A SAFETY NET

*Savings groups* provide vulnerable families with a safe place to save money and fight poverty in the context of tightly knit, church-based community.

- On p. 16, read how a group of Rwandan women overcame their differences to view each other as sisters and collectively care for more than 70 children.



### SETTING UP LIVELIHOODS

*Microfinance institutions* provide small loans, training, and savings services that enable entrepreneurs to start or expand businesses to provide for their families.

- On p. 12, read how Andonie's small business is paying for his children's education and enabling him to help put seven at-risk students through school.



### CREATING JOBS

*Small-and-medium-enterprise loans* from microfinance institutions empower business owners underserved by commercial banks to scale their businesses and create jobs in their communities.

- On p. 20, read how Vasil's growing business has employed 15 people and created countless opportunities for discipleship.





# Our vision for holistic impact

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## Christ-centered services



DISCIPLESHIP



TRAINING



SAVINGS



SMALL LOANS

The challenges of poverty are complex and affect each family differently. That's why the HOPE International network seeks to provide Christ-centered services that holistically impact and equip men and women to provide for their families and find their soul's satisfaction in Jesus Christ.

**Kerline Jean Louise**  
RESTAURANT OWNER & CATERER  
HAITI







## The four domains of impact

*At HOPE International, we believe poverty is more than a lack of material things—it's about broken relationships, isolation, and a need for restoration in Christ. With this holistic understanding of poverty, we seek spiritual, material, personal, and social transformation in the lives of over 830,000 clients in the HOPE International network.*

### SPIRITUAL IMPACT

“Communication with HOPE Ukraine staff helped me to accept Christ as my Savior.”

NATALIA PEROVA, UKRAINE

### MATERIAL IMPACT

“Now, during the times my husband catches no fish, I can withdraw from my savings to provide for our family.”

LYNALOU EYAS, PHILIPPINES

### PERSONAL IMPACT

“Before I was afraid of people—I was shy, and when I saw a few people together, I couldn't approach them because I felt unworthy. Now, I feel worthy and am not afraid.”

CHRISTINE BAKUNDUKIZE, BURUNDI

### SOCIAL IMPACT

“Not only did I find spiritual help, I also gained a family. ... I'm part of a larger family—a family I can learn from, a family ... that supports me.”

THEOPHIN RIPHIN, HAITI







# A network serving the underserved

Peru

## We don't work alone.

The success of our work relies on a missionally aligned network of HOPE-managed programs, global partners and donors, and field partners.

Acknowledging the power of Christ working through each of these stakeholder groups—**clients**, **field partners**, **staff**, and **donors**—the HOPE International network serves in 15 countries worldwide, providing Christ-centered financial services and proclaiming the Good News of the Gospel.

CLIENTS



FIELD PARTNERS



STAFF



DONORS



"So, whether you eat or drink, or whatever you do, do all to the glory of God."

1 CORINTHIANS 10:31 (ESV)

Savings group  
ZAMBIA





## Where we serve

HOPE International has a heart for underserved areas—places where poverty stifles dreams or the love of Christ isn't known. In pursuit of our mission, the HOPE International network works through microfinance institutions and savings group programs in Africa, Asia, Eastern Europe, and Latin America.

## OUR PROGRAM MODELS

**M**

### MICROFINANCE INSTITUTIONS

Microfinance institutions are banks that equip entrepreneurs in poverty with financial tools to invest in businesses and better provide for their families.

**S**

### SAVINGS GROUP PROGRAMS

Typically formed through HOPE's church partners, savings groups meet to save money together and often make small loans from their savings pool.

	Country	Name	HOPE or Partner	Program type
AFRICA	Burundi	HOPE Burundi	HOPE	S
		Turame Community Finance	HOPE	M
	Malawi	HOPE Malawi	HOPE	S
	Republic of Congo	HOPE Congo	HOPE	M
	Rwanda	HOPE Rwanda	HOPE	S
		Urwego Bank	HOPE	M
	Zambia	HOPE Zambia	HOPE	S
	Zimbabwe	HOPE Zimbabwe	HOPE	S
	East Asia*	HOPE East Asia*	HOPE	M
ASIA	South Asia*	HOPE South Asia*	Partner	S
	Philippines	Center for Community Transformation	Partner	M S
EASTERN EUROPE	Moldova	Invest-Credit	Partner	M
	Romania	ROMCOM	Partner	M
	Ukraine	HOPE Ukraine	HOPE	M S
LATIN AMERICA	Dominican Republic	Esperanza International	Partner	M
	Haiti	HOPE Haiti	HOPE	S
	Peru	Comas CMA Church	Partner	S

\* Names withheld for security





"For we are God's  
handiwork, created  
in Christ Jesus to  
do good works."

EPHESIANS 2:10

# Businesses from farm to table

*We're constantly inspired by clients who use their God-given skills not just to provide for themselves, but to enrich entire neighborhoods. From farmers and food processors to distributors, vendors, and restaurant owners, HOPE International-network clients' businesses are feeding their communities.*



## VALENTIN RAFALOVSKI

### RAISES GOATS TO SELL MILK

Moldova's economy is one of the weakest in Europe, in part because many adults have left in search of better work. But Valentin has steadily expanded his farm—which consists of 100 goats he knows by name—using loans from Invest-Credit, HOPE's partner in Moldova. Fostering an appreciation for his animals is one of Valentin's secrets to success, wisdom he's shared with five other families looking to enter the goat business. As his wife, Lida, says, "If you raise [your flock] with love, you can taste this love in your products—you can taste it in the quality."

## MORIS EVERLANDO

### FARMS TOMATOES & PLANTAINS

Haiti's poor agricultural infrastructure means about half the country's food is imported—and expensive. So Moris used funds from his savings group to buy seeds to plant tomatoes and plantains. He used more funds to hire others to help with planting, freeing Moris up to network with potential distributors. His crops represent Haiti's hope for more sustainable food sources. Moris says, "When I'm comparing before I joined the group and now, it's like I wasn't alive. ... In the past, I would have everything just for me, I wouldn't share. But now I'm sharing with other people. I believe this is a God thing."



"Approximately 30 percent of HOPE International-network clients participate in the food supply chain through their business activity."

DAVE WASIK, VP OF OPERATIONS





## TINASHE BUTAU

### MAKES PEANUT BUTTER

Tinashe lives in Zimbabwe, where recent droughts have resulted in severe malnutrition, especially for children. She has been processing peanuts to make peanut butter since 2011, but loans from her savings group have multiplied her business, propelling her into the small-to-medium-scale market. With a reliable source of capital, she can now consistently purchase raw nuts, roast and grind them with her equipment, package the finished product, and supply her distributors. She says she aims “to produce a renowned brand of peanut butter ... and ensure that there is good and affordable nutrition on every table.”

## SATURNIN LEMBOUONO

### SELLS FISH & MEATS

In 2012, Saturnin’s home was destroyed when a nearby army ammunition depot exploded in Brazzaville, Republic of Congo. The devastation killed hundreds and left thousands wounded or homeless. For four years, Saturnin lived in a makeshift tent. Things started to change when he took out a small loan with HOPE Congo—where he also came to faith in Christ. With a series of loans, he’s opened a roadside stand selling fish and frozen meats to his neighbors. He also earned enough to rebuild his home. With his business growing, Saturnin says he’s looking to God to help him build a full-service butcher shop.

## ELIZET PHIRI

### BAKES & SELLS POTATO CAKES

Elizet loved making potato cakes to sell on the streets of Lusaka, Zambia, but due to lack of capital, she wasn’t able to keep up the business. She joined a savings group after hearing about the program from her neighbors and took a loan to purchase peanuts, which she shelled and sold for a profit. She then used the revenue from that venture to reinvest in her true passion, and now, she has a small shop where she prepares 100 to 150 potato cakes a day. Elizet has also experienced renewal in her spiritual life, saying that she’s drawn nearer to Christ, “and that makes me joyful!”





# Andonie's story: inspiring others

*A member of the Mandaya tribe, one of nearly 200 indigenous people groups in the Philippines, Andonie Digaynon grew up in a culture where education wasn't highly valued. Not only was the school a long, difficult walk from his rural home, but his family needed him to help earn money. As a result, Andonie dropped out of school after the second grade.*



## BUT ANDONIE HASN'T LET HIS LIMITED EDUCATION HOLD HIM BACK.

Today, he owns a successful business producing *chicharon*, a popular local snack food. He and his wife, Elfa, have adopted two children and are using their resources to invest in young people. As Dexter, their son, describes, **"Papa is an inspiration to others because, despite having only a second-grade education, his family has never gone hungry."**

### A RECIPE FOR SUCCESS

After learning to make *chicharon* from a relative, Andonie spent a year and a half perfecting his own secret recipe. "Sometimes, I would find myself in tears," he recalls of the long process of trial and error. Andonie used initial loans from the Center for Community Transformation (CCT), HOPE's partner in the Philippines, to purchase ingredients and supplies.

As his business has grown, Andonie has used subsequent loans to renovate his home, where he produces and packages his product, and to purchase a lightweight van for deliveries. He now sells over 5,000 pounds of *chicharon* a month throughout General Santos City and the surrounding region.

### GOING PLACES

In addition to business growth, Andonie appreciates how his relationship with CCT has helped him mature in his faith. Though only 9 percent of the Mandaya people identify as Christians, Andonie grew up in a family of believers and came to know the Lord at a young age thanks to the outreach of Filipino pastors. Today, Andonie's faithful presence at CCT's weekly fellowship meetings, despite his busy schedule, inspires others to follow his example.



**"The fear of the Lord is the beginning of wisdom, and knowledge of the Holy One is understanding."**

**PROVERBS 9:10**

Knowing the challenges he's had to overcome, Andonie cares deeply about education. He supported Elfa as she attended college and is proud of her current work as a town councilor. He also helped send Dexter and another relative to college.

Andonie and Elfa have also opened their home to seven teenagers from his home community. Just like when Andonie was a child, these boys and girls are statistically unlikely to graduate, but thanks to Andonie and Elfa's hospitality, they are all now attending quality high schools in the city.

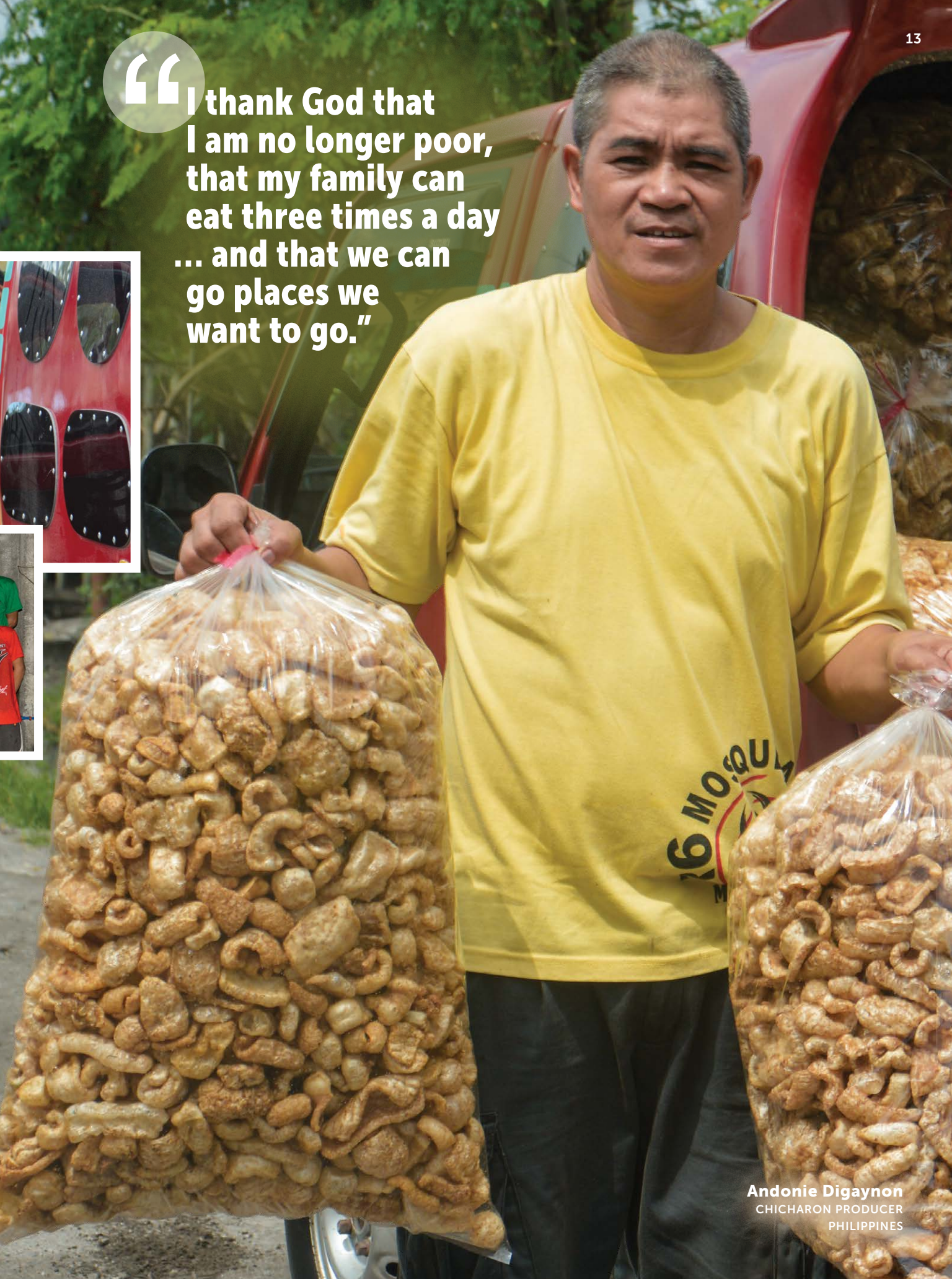
Andonie praises God for the transformation he has seen in his family's life: "I thank God that I am no longer poor, that my family can eat three times a day ... and that we can go places we want to go."





“

I thank God that  
I am no longer poor,  
that my family can  
eat three times a day  
... and that we can  
go places we  
want to go.”



**Andonie Digaynon**  
CHICHARON PRODUCER  
PHILIPPINES





# Out of isolation, into community

*In the 1990s, the World Bank<sup>3</sup> interviewed more than 60,000 individuals living in low-income countries, asking one primary question:*

## What is poverty?

When asked this question, Western audiences often respond with what those in poverty lack: food, money, clean water, etc. But the families interviewed by the World Bank described poverty in more multidimensional terms, naming the lack of options, strained relationships, low self-esteem, and feelings of helplessness.

Central to HOPE's holistic approach to poverty alleviation is our desire to see clients drawn out of isolation and into healing community. Our prayer is that clients are drawn into deeper communion with their community, their local church, and ultimately, their Creator.



**90%**

**HELPING  
EACH OTHER**

Throughout the HOPE network, men and women are learning about the biblical invitation to use what is in their hands to support each other and build Christ-centered relationships. As a result, we're seeing HOPE-network clients respond to the needs of their community with incredible generosity. Ninety percent of HOPE Congo clients surveyed<sup>5</sup> said they helped a member of their solidarity group in need within the past year.

## UNDERSTANDING POVERTY

A HOPE staff member asked a savings group in Rwanda the same question.<sup>4</sup> Most of their descriptions framed their experience of poverty as emotional and relational:



No hope or belief in  
yourself, knowing  
you can't take care  
of your family

Poverty is a  
consequence  
of not sharing

Not knowing God

Isolation

Lack of good thoughts

Not having basic  
things to eat

Broken  
relationships

Poverty is an empty heart

Not having money

Not knowing your  
abilities and strengths

Not being able to  
make progress



## Community on the margins

The Batwa, an ethnic group making up less than 2 percent of Burundi's population, have historically been marginalized in society, with little access to education, employment, land ownership, or financial services. In 2016, HOPE began working with two church partners to serve these families through savings groups. Just one year later, one partner's program has grown to serve 1,297 men and women. Amelie, pictured below, is part of a savings group made up of Batwa and non-Batwa members. **"Other people used to ignore us as if we were animals," she says. "Now we are people like others."**

**"Our savings group is all about people, and we invite others to join because our savings group is about restoring hearts."**

AMELIE NICIZANYE

**Amelie Nicizanye**  
POTTER AND BAKER  
BURUNDI





# Knit together as siblings

*Sometimes the greatest power of savings groups lies not in the financial practices of the group, but in their relationships with one another.*

## Restoration together

Bonded over their shared experiences of losing their husbands in the Rwandan genocide, a group of women began meeting in 2009. Some of their husbands had been killed; others had husbands who were serving prison sentences as perpetrators of the genocide's atrocities. At a time when there was great fear and hatred between ethnic groups, this act of gathering together across ethnic lines was revolutionary.

After their church introduced the savings group program through HOPE International in 2011, they decided to start saving together, naming their group *Abavandimwe*, an affectionate Kinyarwanda term for "siblings."

As their livelihoods began to improve, they decided to go into business together. Using their group savings, they purchased sewing machines to sew *kitenge* fabric into backpacks, hats, carpets, and dresses. They also created beaded pens and necklaces and purchased plastic chairs to rent to community members for large gatherings.

As the group has grown closer together over time, the wounds left by the genocide have begun to heal. And that healing is extending to the next generation. Collectively, group members have adopted more than 70 children, many of whom were orphaned in the genocide.



*"A father to the fatherless, a defender of widows, is God in his holy dwelling. God sets the lonely in families ..."*

**PSALM 68:5-6**





“

I was far away from people, from myself, and even from thinking I would ever love anyone. I would stay alone. I was isolated. But during one meeting, I shyly raised my hand. When people started building on the idea I had given, it was the first time I started feeling human.”

ABAVANDIMWE SAVINGS GROUP MEMBER



**93%**

#### PRAY FOR OTHERS

Ninety-three percent of HOPE Rwanda savings group members surveyed<sup>5</sup> say they've prayed for a group member going through difficult circumstances within the past year.





# Investing in remarkable people

*From Zimbabwean farmers to Moldovan taxi drivers, at the end of 2017, the HOPE International network was equipping 838,266 men and women worldwide to provide for their families and invest in their communities.*

## Microfinance institutions

### NET PORTFOLIO OUTSTANDING

**\$49,404,492**

We celebrate these funds in the hands of the entrepreneurial men and women who are working to invest their money, repay their loans, grow their businesses, and improve their communities.



### TOTAL SAVINGS

**\$26,693,803**

In addition to loans, microfinance clients around the HOPE International network can also contribute to secure savings accounts to save toward future goals for their families.



### AVERAGE LOAN DISBURSED

**\$439**

Across the globe, the average microfinance loan size is \$792<sup>6</sup>—nearly double the size of the average loan in the HOPE network—a difference that underscores our heart to reach the families others aren't serving.



## Savings group programs

### GROUP LOANS OUTSTANDING

**\$3,840,423**

Many savings groups choose to lend out their pooled savings to group members, who may use the lump sum to invest in a business, improve their home, or invest in health care or education for their children.

### TOTAL SAVINGS

**\$8,472,558**

As group members save, they can stabilize household income, plan for the future, invest in new business ideas, and guard their family against future emergencies.

### AVERAGE SAVINGS PER MEMBER

**\$16.60**

Savings groups provide a critical safe place to save a seemingly small amount of money, which can go a long way in the often rural and underemployed communities HOPE serves.



**Venise Altiné Gabriel**  
BEVERAGE STORE OWNER  
HAITI

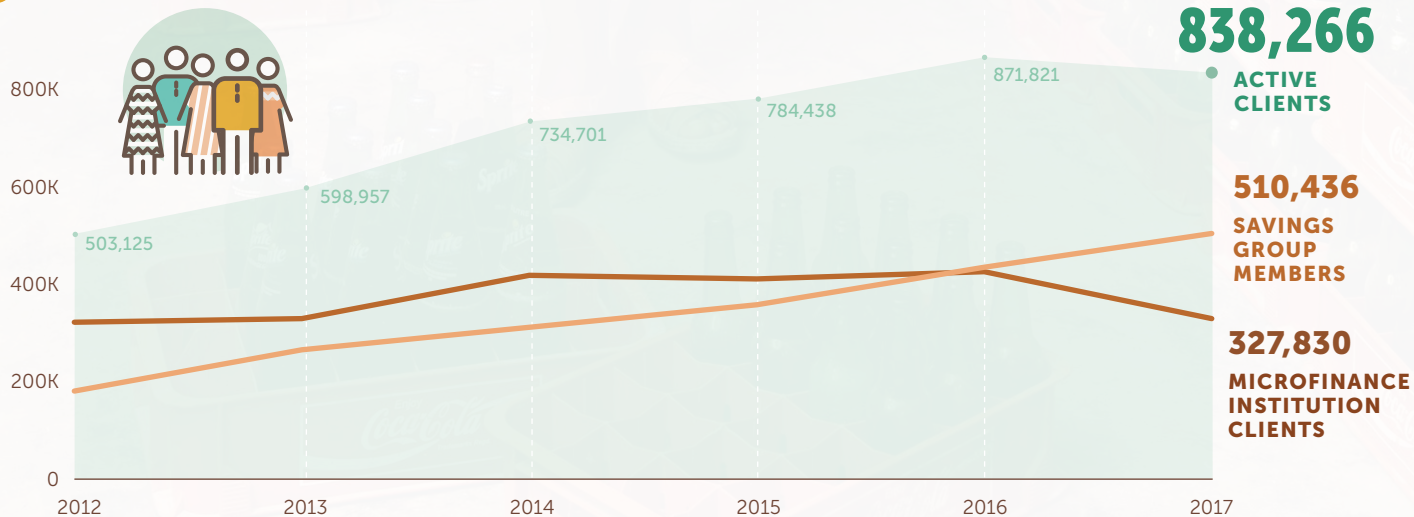
## Clients served

2016 marked the first year the HOPE International network served more savings group members than microfinance clients, and this trend extended into 2017. We believe in the power of microfinance while also celebrating the expansion of the savings group program, knowing both result in impact for more families in underserved communities.

### COMMITTED TO QUALITY, TRANSPARENT REPORTING

At HOPE, we seek to ensure the highest level of integrity in every aspect of our work. Continuing an initiative from 2016 to redefine how we measure the number of clients actively served in the HOPE network, we made downward adjustments to the number of clients served by Urwego Bank between 2015 and 2016, discounting clients who were not actively accessing their accounts. This change, along with slowed growth for several microfinance partners, resulted in a lower number of overall clients served, bringing us short of our goal to serve 1 million clients by the end of 2017.

**Goal 1M**



The HOPE International network includes partnerships with other organizations, including churches from denominations in the communities where we work. These totals include figures reported by these partners.





# Initiatives to reach more families

*At HOPE International, we encourage and celebrate new initiatives designed to more effectively fulfill our mission.*

*In 2017, HOPE field staff and partners identified needs and found solutions to better equip HOPE International-network clients with tools to invest in their dreams.*



## EXTENDING “LONG LIFE” LOANS

While there are many lending institutions in the Dominican Republic, few are meeting the needs of the populations served by Esperanza International, HOPE’s local partner. Dominicans over the age of 65 are typically excluded from receiving loans—as well as from formal employment—yet they receive minimal government assistance. To fill this gap, Esperanza recently designed and rolled out the *Larga Vida* (“Long Life”) loan to serve men and women aged 65-80. In six months, 37 clients took advantage of these loans to continue expanding their businesses and providing for themselves and their families.

## INVESTING IN GREAT POTENTIAL

In 2017, the HOPE International network expanded its small-and-medium-enterprise lending portfolio, providing larger loans to clients who are holistically impacting their communities through business.

HOPE Ukraine disbursed its largest loan yet in 2017, lending \$30,000 to Vasil Kutsina. Vasil, a Christ-follower who uses his three businesses as a platform to live out his faith, invested the loan to expand his electrical wholesale business.

Vasil continues to regularly pray with and disciple his 15 employees, two of whom recently started attending church. With his business profits, Vasil also built a home for a refugee family from Kazakhstan. By God’s grace and through Vasil’s witness, the entire family has come to know the Lord.







## Collaborating with local churches

When needs arise, Haitian church members often turn to their pastors for assistance. But in a country with overwhelming material need, pastors often feel ill-equipped to respond, both immediately and in the long term. HOPE Haiti is helping to change that reality, offering a means for men and women to meet one another's needs at the group level—and offering pastors a powerful new model for outreach. In 2017, the program began partnering with the three largest denominations in the country, all of whom are eager to grow the savings group program within their churches.



“When you look at most churches, they have ministries that address spiritual needs, social needs, ... but nothing that addresses economic needs of the people. Now the word is out about the savings group program!”

LESLEY JULES, COUNTRY DIRECTOR, HOPE HAITI







# The heartbeat of HOPE

*In everything we do at HOPE International, we look for opportunities to bear witness to our loving Savior and His coming Kingdom.*

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As we equip men and women with tools to fight material poverty, we also long to see them come to full knowledge of Christ's love for them. That's why we're committed to both proclaiming and living the Gospel through our work.

At its core, our spiritual integration model has always centered on discipleship among staff members, with clients, and through churches who make disciples who multiply. While maintaining these core tenets, in 2017, we introduced a broader, three-part framework for how we live out spiritual integration at HOPE.







## We bear witness to Christ and His Kingdom through...



### WHO WE ARE

HOPE is committed to the holistic development of staff members, helping them live out the Great Commission and creating a Christ-centered culture of discipleship.



### HOW WE WORK

With prayer as our foundation, HOPE designs and provides quality services as we pursue holistic impact alongside the families and partners we serve.



### HOW WE SERVE THE CHURCH

We collaborate with and encourage the Church in its call to discipleship and holistic ministry, providing effective tools and training to answer that call.

"The Word became flesh and made his dwelling among us. We have seen his glory, the glory of the one and only Son, who came from the Father, full of grace and truth."

JOHN 1:14



### A COMMITMENT TO DISCIPLESHIP

After Congo's civil war in 1998, Brigitte Gitane Souamy moved to the United States, where she lived until 2015. As the Republic of Congo stabilized throughout the years, she felt called to return to her home country.

Brigitte joined the HOPE Congo team in September 2016, bringing with her a wealth of experience in education and international development. In her role as spiritual integration director, Brigitte creates space for deeper discipleship for clients, strengthening partnerships with local churches and equipping clients to disciple each other and share with each other how God has moved in their lives.



"This love of Christ animates us all passionately. ... My strong desire is to contribute to the Gospel of discipleship out of love for Christ."

BRIGITTE SOUAMY



### BEST CHRISTIAN WORKPLACE

HOPE was certified a Best Christian Workplace in 2017 for a fourth year—with a score that places HOPE in the 97.5 percentile for parachurch and mission organizations. Similar to the transformation we desire for HOPE-network clients, HOPE is committed to investing in the spiritual, material, personal, and social flourishing of all staff members in their work and experience with HOPE.





# Generous stewards and partners

Supplee Presbyterian Church  
EXPERIENCE HOPE TRIP  
DOMINICAN REPUBLIC

*HOPE supporters are more than financial partners. You are our advocates, cheerleaders, mentors, prayer warriors, and friends. As these relationships continue to deepen and expand, we're continually reminded of how Christ invites His body, the Church, to work in tandem to participate in His advancing Kingdom.*



"The content our HOPE representative provided facilitated an honest church-wide dialogue about our misconceptions of poverty and our responses to the need. **It was extremely helpful to be honest about our fears, our ignorance, and developing nuanced responses corporately.** It is a dialogue we will continue to thoughtfully and prayerfully engage in."



EXPERIENCE HOPE TRIP  
DOMINICAN REPUBLIC

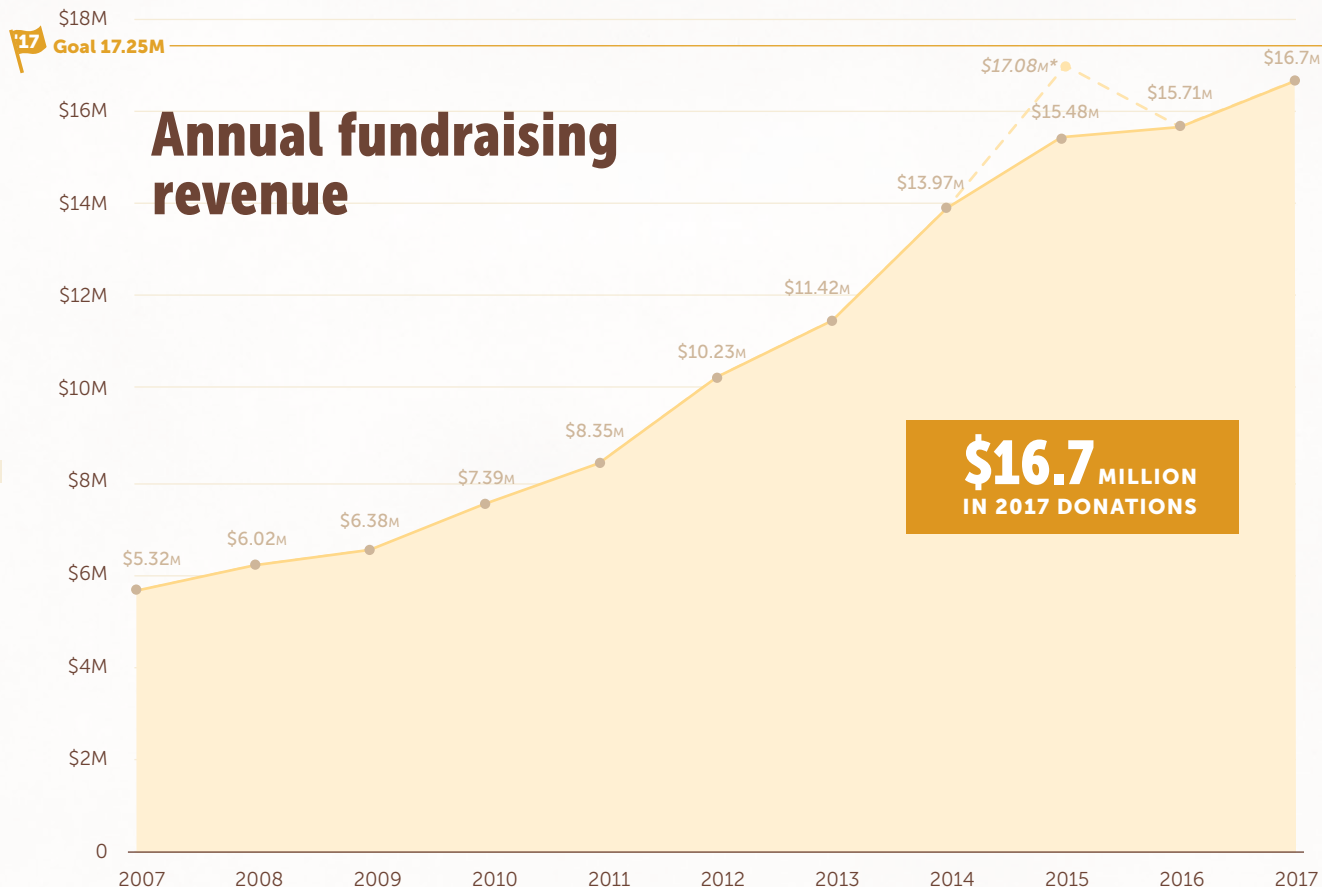


Equip your church community to respond to great global need. Learn how your church can partner with HOPE.

► Find out more at [www.hopeinternational.org/church](http://www.hopeinternational.org/church).

GEORGE KENWORTHY,  
WAYZATA FREE CHURCH





\*HOPE raised \$1.6 million in additional capital in 2015 to fund Urwego Bank and Turame Community Finance share purchases. Due to the Tomorrow Clubs moving to process donations independently of HOPE, we have retroactively removed Tomorrow Club income from our historical fundraising numbers.

"There are different kinds of working, but in all of them and in everyone it is the same God at work."

1 CORINTHIANS 12:6



**4,071**  
EVENT  
ATTENDEES



**4,536**  
SUPPORTERS  
IN 2017



**250**  
EXPERIENCE  
HOPE TRIP  
TRAVELERS



**765**  
MONTHLY  
DONORS

#### JOINING HOPE'S MISSION

From dedicated prayer to giving of their time and resources, HOPE supporters showed up in remarkable ways in 2017 to invest in underserved families.

► Connect and get involved at [www.hopeinternational.org/take-action](http://www.hopeinternational.org/take-action).



**E.G. Stoltzfus**

HOMES • REMODELING • COMMERCIAL CONSTRUCTION

#### BUILDING PARTNERS

In the early 2000s, a Pennsylvania homebuilder, Brent Stoltzfus, and his company, E.G. Stoltzfus, visited HOPE International's growing work in Ukraine. Seeing the power of Christ-centered microfinance in action, Brent enlisted his company and their trade partners to build a home to generate proceeds that would benefit the men and women served by HOPE. This was the first of eight homes E.G. Stoltzfus has built as part of the Homes for Hope program. All together, these homes have produced over \$1 million for the HOPE network.

The Homes for Hope program now works with builders across the United States and Canada.

► Learn more at [www.homes4hope.org](http://www.homes4hope.org).





# Financials

Savings group  
MALAWI

## CONSOLIDATED SCHEDULE OF ACTIVITIES

FOR THE YEARS ENDED DECEMBER 31, 2017, AND DECEMBER 31, 2016

### SUPPORT & REVENUE

	2017	2016	\$ CHANGE	% CHANGE
<b>SUPPORT</b>				
Individuals	\$ 5,116,164	\$ 3,604,000	\$ 1,512,164	42 %
Businesses	583,667	720,387	(136,720)	-19 %
Family foundations	7,298,298	8,732,426	(1,434,128)	-16 %
Churches	1,070,992	1,204,797	(133,805)	-11 %
Homes for Hope	1,000,000	663,248	336,752	51 %
Special event revenue (net of expenses)	1,543,915	1,014,171	529,744	52 %
Gifts in kind	91,693	83,464	8,229	10 %
Government	0	0	0	0 %
<b>TOTAL SUPPORT</b>	<b>\$16,704,729</b>	<b>\$16,022,493</b>	<b>\$ 682,236</b>	<b>4%</b>
<b>REVENUE</b>				
Income from microfinance institutions and short-term investments <sup>Ⓐ</sup>	9,800,932	3,570,704	6,230,228	174 %
Foreign currency translation (loss) <sup>Ⓑ</sup>	579,125	(291,211)	870,336	299 %
Investment & other income (loss)	620,385	248,594	371,791	150 %
<b>TOTAL SUPPORT &amp; REVENUE (U.S.)</b>	<b>\$27,705,171</b>	<b>\$19,550,580</b>	<b>\$8,154,592</b>	<b>42%</b>
<b>EXPENSES &amp; PROGRAM INVESTMENTS</b>				
Program services & investments <sup>Ⓐ</sup> <sup>Ⓒ</sup>	22,923,266	14,599,461	8,323,805	57 %
Management & general, development	3,503,070	3,161,852	341,218	11 %
<b>TOTAL EXPENSES &amp; PROGRAM INVESTMENTS (U.S.)</b>	<b>\$26,426,336</b>	<b>\$ 17,761,313</b>	<b>\$8,665,023</b>	<b>49%</b>
<b>NET</b>	<b>\$ 1,278,835</b>	<b>\$ 1,789,267</b>	<b>\$ (510,431)</b>	<b>-29%</b>

Financial statements are unaudited. Audited financials will be posted at [www.hopeinternational.org](http://www.hopeinternational.org) when they become available.

For the year ended December 31, 2017, HOPE International consolidated Higher Impact Properties, Hope Global Investment Fund, HOPE-managed microfinance institutions in the Republic of Congo (HOPE Congo), Democratic Republic of Congo (HOPE DRC), Ukraine (HOPE Ukraine), Burundi (Turame Community Finance), and Rwanda (Urwego Bank), and savings group programs in Burundi, Haiti, Malawi, Rwanda, and Zambia.

<sup>Ⓐ</sup> Increase driven by the change of Urwego to a HOPE-managed entity. In 2017, HOPE recognized the full year of Urwego's revenue and expenses for the first time.

<sup>Ⓑ</sup> The 2017 foreign currency gain results primarily from the appreciation in currency at HOPE Congo.

<sup>Ⓒ</sup> Expense in 2017 includes a \$323,000 extraordinary loss on the closure of the DRC program.



## CONSOLIDATED SCHEDULE OF FINANCIAL POSITION

AS OF DECEMBER 31, 2017, AND DECEMBER 31, 2016

### ASSETS

	2017	2016
U.S. cash & cash equivalents: unrestricted	\$ 426,298	\$ 821,341
Field cash & cash equivalents: unrestricted	999,687	1,357,537
Field cash restricted for client savings	8,138,533	5,508,263
Other restricted cash	228,039	195,802
Contributions & pledges receivable	2,878,789	2,647,775
Prepaid expenses & other assets	1,733,762	1,768,396
Interest receivable	184,281	73,470
MFI loans receivable, net <sup>Ⓓ</sup>	18,105,440	21,399,523
<b>TOTAL CURRENT ASSETS</b>	<b>\$32,694,829</b>	<b>\$ 33,772,107</b>
Board-designated reserve	2,231,761	1,977,470
Property & equipment (net of accumulated depreciation)	2,790,583	3,319,988
Long-term loans receivable, net	176,667	86,334
Investment in MFIs & other assets <sup>Ⓔ</sup>	11,781,991	11,659,964
<b>TOTAL ASSETS</b>	<b>\$49,675,831</b>	<b>\$ 50,815,863</b>

### LIABILITIES & NET ASSETS

#### LIABILITIES

Client savings deposits & interest payable on deposits <sup>Ⓔ</sup>	20,025,584	21,197,271
Accounts payable & accrued expenses	1,631,091	1,936,872
Other liabilities	1,416,095	1,680,783
Current portion of loans payable & interest payable on loans	1,325,101	1,247,083
Notes payable	150,000	898,820
<b>TOTAL LIABILITIES</b>	<b>\$24,547,871</b>	<b>\$26,960,829</b>

<b>TOTAL NET ASSETS</b>	<b>\$25,127,960</b>	<b>\$23,855,034</b>
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<b>TOTAL LIABILITIES &amp; NET ASSETS</b>	<b>\$49,675,831</b>	<b>\$ 50,815,863</b>
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<sup>Ⓓ</sup> HOPE International is a network of organizations—including partners that are not consolidated on our balance sheet—and HOPE contributes financially to their growth. Net portfolio network-wide was approximately \$49.4 million.

<sup>Ⓔ</sup> The investment in MFIs and other assets includes but is not limited to \$3.5 million in financial investments at the program level across the network.

<sup>Ⓔ</sup> Consists of client savings at HOPE DRC, HOPE Congo, Turame, and Urwego. Across the network, client savings totaled \$35 million.





# Leadership and stewardship

Nicolas St. Juste  
FARMER  
HAITI

## BOARD OF DIRECTORS

JEFF RUTT	Founder & Chair of the Board, HOPE International; Founder & CEO, Keystone Custom Homes
BRIAN LEWIS	HOPE Board Vice Chair; Principal, Cereus Partners Inc.
CATHI LINCH	HOPE Board Treasurer; Senior Vice President of Loan Administration, MidFirst Bank
ANDRÉ MANN	HOPE Board Secretary; Head of European Operations, Diversified Conveyors, Inc.
KATELYN BEATY	Editor-at-Large, <i>Christianity Today</i> magazine
DOUGLAS BOLLES	Chief Investment Officer, Southside Wealth Management
CHRIS CRANE	CEO, Edify
PETER GREER	President & CEO, HOPE International
CHILOBE KALAMBO	President & Managing Member, Kalambo Consulting
KATY ROGERS	Human Resources Director, <i>mpowered</i>
DURWOOD SNEAD	Director, globalX, North Point Community Church

## EXECUTIVE TEAM

PETER GREER	President & CEO
JESSE CASLER	Vice President of Finance & Administration
CHRIS HORST	Vice President of Development
KEVIN TORDOFF	Vice President of Marketing
DAVE WASIK	Vice President of Operations
CHRISTINE BAINGANA	CEO, Urwego Bank
JEFF BROWN	Design Director
BECKY HOLTON	Director of Technical Assistance
JOSH RUYLE	Director, HGIF
PHIL SMITH	Senior Director of Savings Group Programs
BECCA SPRADLIN	Director of Knowledge Management
SARAH RUTT	Manager of Accounting Operations & Planning
DAN WILLIAMS	Director of Spiritual Integration

## FOOTNOTES

1. World Bank's Global Findex 2014 Report
2. Kochhar, Rakesh. (2015, July 8). A Global Middle Class Is More Promise than Reality. Retrieved from <http://www.pewglobal.org/2015/07/08/a-global-middle-class-is-more-promise-than-reality/>.
3. Narayan, Deepa; Chambers, Robert; Shah, Meera K.; Petesch, Patti. 2000. *Voices of the Poor: Crying Out for Change*. New York: Oxford University Press for the World Bank. © World Bank. <https://openknowledge.worldbank.org/handle/10986/13848> License: CC BY 3.0 IGO.
4. Ordway, Chris. "Poverty Is an Empty Heart." HOPE International. October 10, 2011. <http://blog.hopeinternational.org/2011/10/10/poverty-is-an-empty-heart/>.
5. Data taken from the HOPE Quotient, a 100-question survey administered to a random sampling of clients once a year from 2014-2016.
6. The MIX Market (2015)



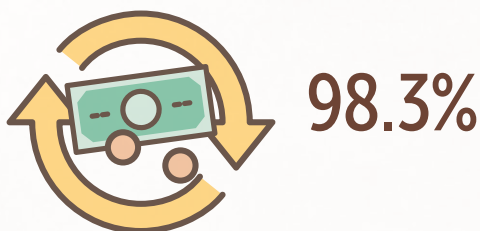
# Stewardship: leveraging efficiency

**86.7% TO PROGRAMS**

**5.4% GENERAL & ADMINISTRATIVE**

**5.1% FUNDRAISING**

**2.8% MARKETING**



**\$7 per member**



## YOUR FUNDS AT WORK

In 2017, HOPE International used 86.5 cents of every dollar to directly serve clients through Christ-centered microfinance and savings group programs in 15 countries around the world. HOPE makes sound stewardship a priority, and for the 11th consecutive year, we have received the highest rating from Charity Navigator, placing HOPE among the top 1 percent of nonprofits nationwide in financial management.

## STRONG REPAYMENT RATES

HOPE's microfinance model generates powerful leverage because loans, once repaid, can be reloaned to others. In the last five years, approximately **98 percent of loans in the HOPE network have been repaid**, allowing us to use donated funds to invest in the dreams of more families.

## 10 DOLLARS LESS IN 10 YEARS

In just one decade, HOPE's financial efficiency increased by 34 percent. In 2007, HOPE needed \$29.29 to serve one client like Nicolas (pictured opposite) and his family for one year. By 2017, that number dropped by \$10—enabling HOPE to provide the same service to Nicolas for \$19.30. This improvement came about through investments in staff, technology, partnerships, new systems, and infrastructure—and allows HOPE to direct donor support to reach families in new communities.

## FRUITFUL PARTNERSHIPS

Launched in 2007, HOPE's savings group program works primarily through local churches—empowering them to use savings as a holistic ministry to their own communities. Through these partnerships, a \$7 investment from HOPE helps equip one savings group member in the network with access to a safe place to save, relevant training, social support, and discipleship opportunities.