



# ANNUAL REPORT

2018



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## MISSION

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



## 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.



## 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.





# LETTER FROM THE PRESIDENT

**Magie Kutchire (left)**  
SAVINGS GROUP MEMBER  
MALAWI





## Dear friends,

When asked about her savings group in Malawi, Magie Kutchire (pictured left) shared, "I am very happy when I meet my friends from my savings group. They are more than friends—they are like family."

The mission of HOPE goes beyond savings, loans, and training—it's about the community of friends that feels more like family and deep relationships built over time. It's "rejoice with those who rejoice and mourn with those who mourn" (Romans 12:15). It's about doing life with one another and remembering that we are stronger together.

For the HOPE network, 2018 was marked by key partnerships around the globe. Just as our clients and members talk about the impact of relationships, we, too, can point to the ways our relationships with like-minded organizations and churches have encouraged us in our mission, strengthened us in our Christ-centered identity, and empowered us to seek Kingdom impact.

Of course, partnerships and relationships take time, as organizations learn to work

together amid different approaches and an unhealthy pride of ownership. Yet, **as we've journeyed alongside others, we have seen God on the move!** We're grateful for these new partnerships, some of which include:

**SG Multiply:** Through a new HOPE-led initiative called SG (savings group) Multiply, we equip church-based organizations like The Salvation Army and Compassion International to launch savings groups in communities they already serve. [Read more on p. 14]

**U.S. churches:** In 2018, 70 U.S. church partners joined us to raise a record \$1.1 million to proclaim God's love and the Good News of the Gospel throughout the HOPE network. [Read more on p. 30]

**Diaconía:** Empowering underserved families in Paraguay, HOPE's newest microfinance partner, Diaconía, provides financial services, skills training, and discipleship to families living in poverty. [Read more on p. 18]

It would be impossible to live out HOPE's mission without your partnership and support. Thank you for joining with us to bring Christ's love and meaningful work to nearly 925,000 men and women around the globe. It's humbling to join God in this work of restoration and a joy to walk with you in this mission.

We are grateful for you,



**Peter Greer, President & CEO**  
HOPE INTERNATIONAL

**Training between HOPE and staff of SG Multiply partner The Salvation Army in Haiti**



# WHY WE SERVE

## WE ARE MOTIVATED BY CHRIST'S CALL

to love our neighbor as ourselves and to make disciples of all nations. Seeking to break through the barriers of poverty, we use our skills as bankers, pastors, and development workers to affirm the God-given dignity of all people and offer them tools to escape poverty.

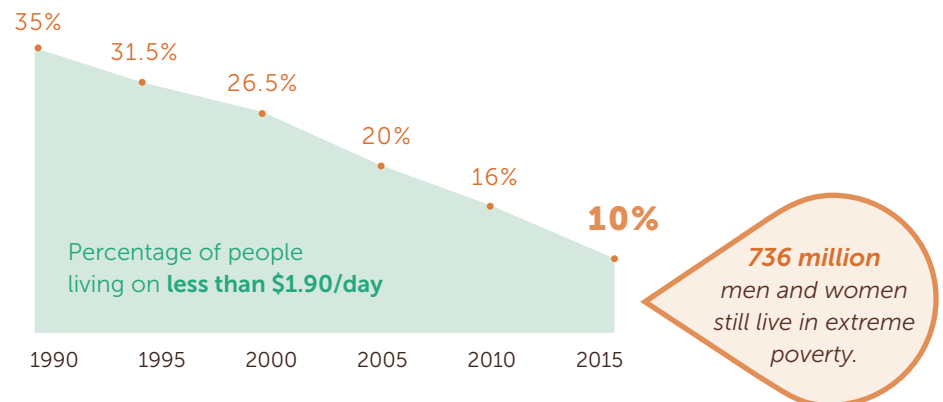
*"Carry each other's burdens,  
and in this way you will fulfill  
the law of Christ."*

Galatians 6:2

## We serve because millions still live in extreme poverty.

Today, less than 10 percent of the world's population lives in extreme poverty.<sup>1</sup>

While we celebrate this progress, there are still millions who cannot meet their basic needs, experiencing the shame and isolation of life in poverty.



## We serve because families in poverty have great potential.

Over 1.7 billion people don't have access to the financial tools needed to grow businesses, secure savings, and make other household improvements.<sup>2</sup> We believe investing in men and women living in poverty unlocks their God-given talents and skills, equipping them to provide for their families.



**Almost 1 in every 4 people  
globally is unbanked.**

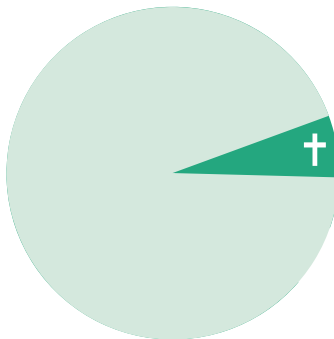


**“ Poverty feels painful.  
... It robs happiness.”**

**Stalich Jiya**  
SAVINGS GROUP MEMBER

**We serve because** the Gospel is central to poverty alleviation.

Only 6 percent of microfinance clients worldwide are served by a Christ-centered organization that cares for both their material and spiritual needs.<sup>3</sup> We desire to see men and women around the world find their soul's satisfaction in Christ and become dignified, hope-filled providers in their families and communities.



**6%** Clients served by  
Christ-centered  
organizations

**“ Far too often, attention  
is paid to addressing  
the physical needs of  
poor people without  
addressing their  
very human need for  
communion with God.”**

**Brian Fikkert & Russell Mask**  
*FROM DEPENDENCE TO DIGNITY*

1. The World Bank (2017)

2. The World Bank's Global Findex Report (2017)

3. Christian Economic Development Network (2017)

# HOW WE SEEK IMPACT

## Providing Christ-centered services

### POVERTY IS A COMPLEX PROBLEM

that requires a multidimensional approach. Struggling to overcome poverty, men and women can feel shame, loneliness, and abandonment by their community or even God. Seeking to restore relationships, HOPE International provides holistic, Christ-centered

financial services that empower families to put their skills and talents to work and regain dignity. Through discipleship, biblically based training, savings services, and loans, HOPE-network clients can invest in their dreams and tackle the challenges of poverty in their own homes and communities.

*"Therefore, if anyone is in Christ, the new creation has come: The old has gone, the new is here!"*

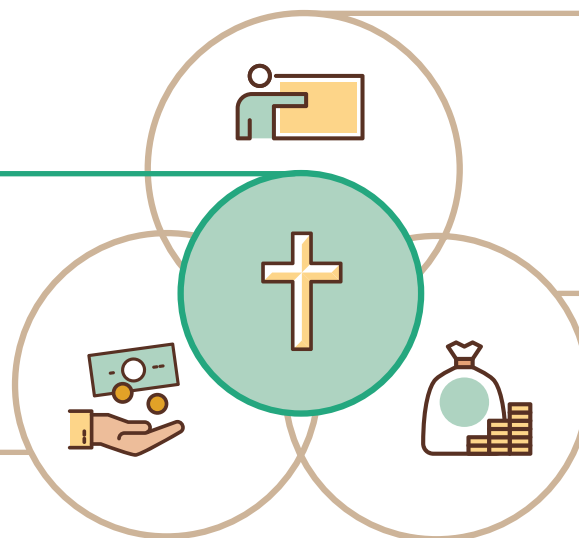
**2 Corinthians 5:17**

### DISCIPLESHIP

Through regular interactions, staff members share the Gospel, facilitate Bible studies, and invite clients into a deeper relationship with Christ.

### LOANS

With access to capital, clients can invest in their businesses by purchasing productive assets, buying supplies in bulk, or making other improvements.



### TRAINING

Because many clients have limited access to formal education, the HOPE network offers biblically based training, mentoring, and coaching.

### SAVINGS

Clients regularly save money to stabilize their income, build a safety net, start or expand businesses, or pay for routine expenses like school fees.



## Flourishing in all areas of life

### AS WE WALK ALONGSIDE CLIENTS,

it is our privilege to rejoice with them as they experience change in their lives. Whether it's eating more nutritious meals, gaining confidence in their God-given abilities, or finding life in Jesus, their stories reveal that flourishing is not just about material impact—it also involves spiritual, personal, and social transformation.



### SOCIAL

"Before the group, there was no unity. Everyone was by themselves. Now, socially, we are more connected, because we see each other more often."

**Sabine Regis, HAITI**



### SPIRITUAL

"Since entering the savings group, I have been able to see the face of God. ... I have seen what it really means to be a Christian and serve God with my life."

**Lucero Luyo (right), PERU**



### PERSONAL

"After I took my first loan and repaid, I realized God wants you to be courageous, to be bold and step in faith. As a single woman, that shaped me to pursue my dreams and God's will with less fear."

**Valentina Hudeacova, MOLDOVA**



### MATERIAL

"My family eats better, dresses better, has access to school and better health care. ... This is why I started by singing a song: 'I sit in front of the Lord and rejoice!'"

**Pascasie Butoyi, BURUNDI**

# A GLOBAL NETWORK

## HOPE INTERNATIONAL IS A

collaborative network of both HOPE-managed programs and missionally aligned field partners—all joining together to share the Gospel and empower families with tools to create a better future.

### Network programs

#### **S SAVINGS GROUP PROGRAM**

READ MORE ON P. 10

#### **M MICROFINANCE INSTITUTION**

READ MORE ON P. 16

#### **E SMALL-AND-MEDIUM-ENTERPRISE LENDING**

READ MORE ON P. 20

**UKRAINE** **S M E**

**ROMANIA** **M E**

*ROMCOM, partner*

**M DOMINICAN REPUBLIC**

*Esperanza International, partner*

**S HAITI**

**REPUBLIC OF CONGO** **M**

**S PERU**

*Comas CMA Church, partner*

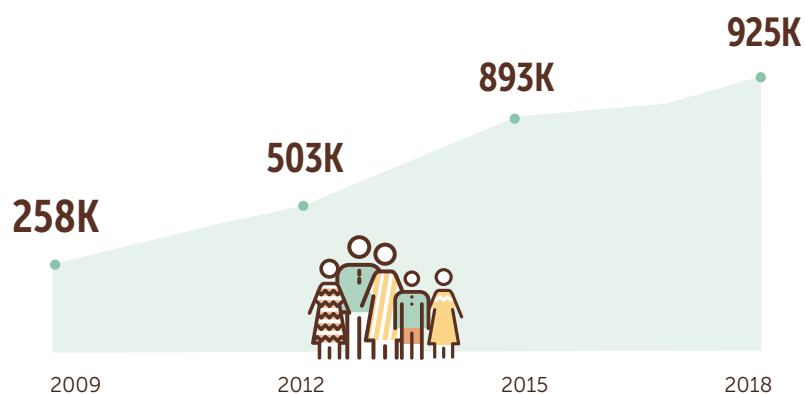
**M PARAGUAY**

*Diaconia, partner*

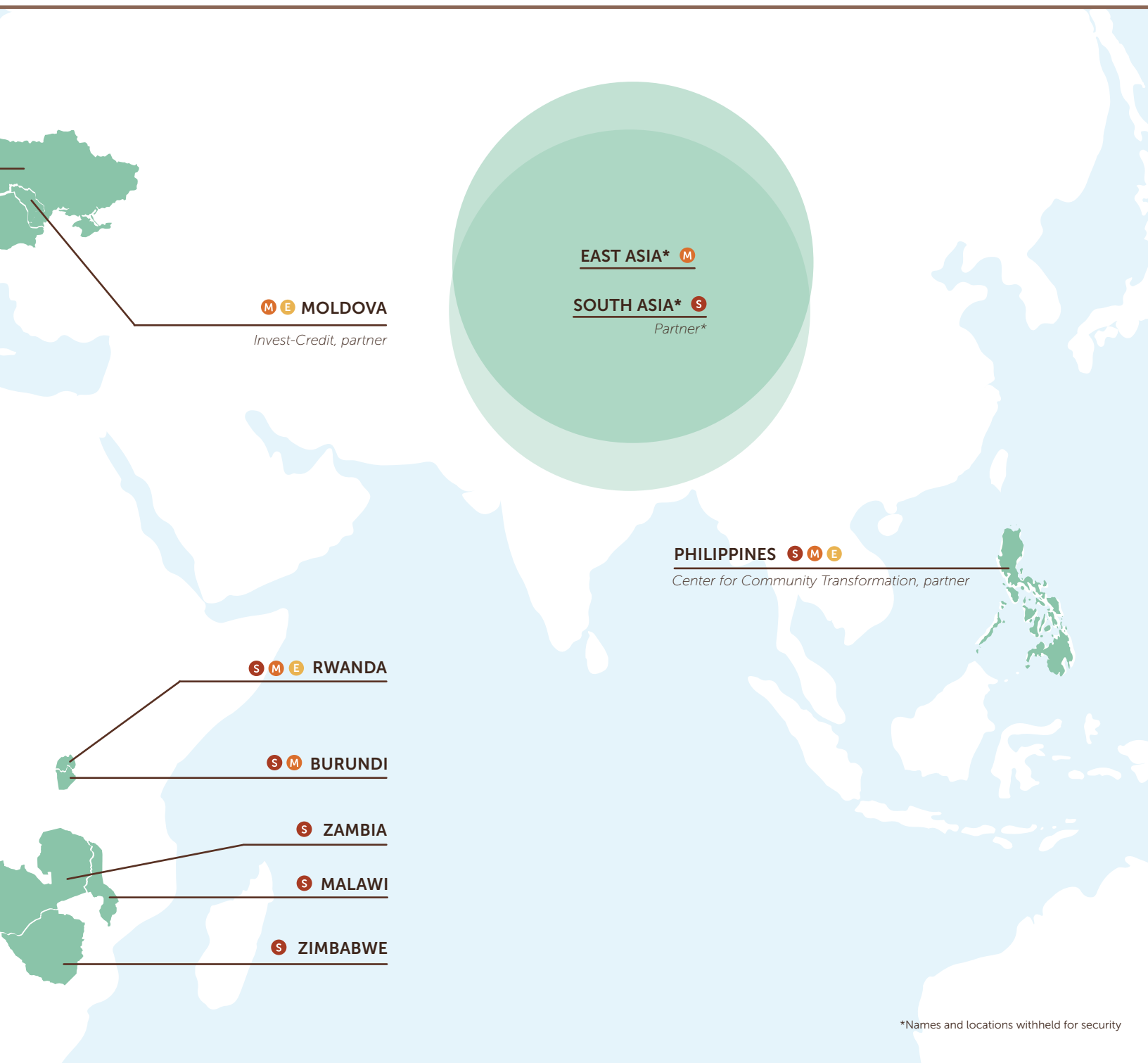
### NEW PARTNER IN PARAGUAY

In 2018, the HOPE network welcomed over 3,500 Paraguayan men and women through partnership with Diaconia.





In 2018, the HOPE network served nearly 925,000 men and women worldwide.



\*Names and locations withheld for security

# SAVINGS GROUPS

## A model to equip the Church

### DEVELOPED IN PARTNERSHIP WITH

local churches, savings groups provide vulnerable families with a safe place to save, access to small loans from their pooled savings, and a community to care for each other's needs. Where poverty has brought loneliness and isolation, savings groups foster Christ-centered fellowship and support.



## Activity in 2018

### SAVINGS MEMBERS SERVED

**593,569**

HOPE-network savings groups grew by almost 75,000 members in 2018.

### TOTAL SAVINGS

**\$9,030,681**

As group members save, they can stabilize household income, invest in businesses, and save for the future.

### LOANS OUTSTANDING

**\$3,964,757**

Most groups choose to lend out their pooled savings so members can invest in businesses, homes, education, and pressing family needs.

### AVERAGE SAVINGS PER MEMBER

**\$15.21**

For people in underserved communities, a small amount of money can go a long way to protect vulnerable families and create opportunities.





Abakundana savings group  
RWANDA

## Personal & social transformation

### BROUGHT TOGETHER BY THEIR

shared identity as both orphans and bicycle drivers, the *Abakundana* ("The ones who love each other") savings group began meeting informally in 2003, only starting to save together years later.

As they've taken loans from their accumulated savings, many of the members have upgraded from bicycles to motorcycles, allowing them to transport more goods and increase their income.

They are working toward expanding their businesses to include taxis as well.

Before joining the group, Diogene Ribakare (pictured above, far left) was a heavy drinker with a volatile marriage. But after hearing the Word of God in the savings group, he came to know Christ and repented to both the church and his wife. With his savings, he and his wife have built a business repairing helmets and seats for motorcycle drivers.

**"I used to be spiritually dead ... but I got to know God from this savings group. The members in the group are my brothers and sisters. They watch out for me as I watch out for them."**

Diogene Ribakare, RWANDA



Abakundana savings group member  
RWANDA

# A WOMAN NAMED SUCCESS

## WHEN SUCCESS TATIRE'S CHURCH

in Zimbabwe decided to form savings groups in 2016, they nominated Success to serve as facilitator. Initially hesitant to take on this new responsibility, Success is now grateful she agreed: "I realized it was not me or the [church] warden who chose me, it was God. We make our plans and our decisions, but He has the final answer."

## UNEXPECTED CHALLENGES

10 years earlier, Success, her husband, and their three children lived in the capital city of Harare. Success sold clothes, and her husband, Gonzo, was a newspaper clerk. But in 2005, a government crackdown on informal markets and buildings destroyed the homes or businesses of over 700,000 people.

In the resulting upheaval, many people—including Gonzo—went unpaid, and Success' family couldn't afford food, school fees, or rent. They decided to leave the city, moving to a rural area where they had built a house on Gonzo's family's land.

With few job options available locally, Gonzo moved to South Africa, where he continues to work as a truck driver, visiting his family on holidays. To supplement her husband's monthly paycheck, Success began raising chickens and various crops. Sometimes, it wasn't enough. "Before I joined the savings group, there were nights where we had to go to the neighbor to ask for matches to make fire. If you have reached the point where you have to borrow a box of matches, the situation is already tense."

## SAVING FOR THE FUTURE

Years later, Success' circumstances have stabilized. Beyond serving as a church facilitator, the savings group has helped Success better save the family's income: "There is more stability because you know you will never run dry in your house. From the first of the month to the end, I will always have \$10 in my house."

**“If you have reached the point where you have to borrow a box of matches, the situation is already tense.”**

**Success Tatire, ZIMBABWE**

With loans from her savings group, Success has paid for school fees; replaced their bathroom; and invested in various business ideas, like buying a machine to dig holes for fencing. Wanting to provide employment for others, Success hires her two nephews to care for her chickens.

A natural discipler, Success eagerly shares what God is doing in her life. Despite her initial hesitation to serve as church facilitator, Success is now taking on even greater responsibility in her church: This year, she plans to receive training to help her pastor, who shepherds seven churches.

***“Whatever I do,” she shares, “if I do it on Jesus as my rock, I cannot fall.”***



Success (right) & savings group church facilitators



## PRAY FOR SUCCESS

Pray for Success and the nearly 3,000 savings group members in Zimbabwe, where people are struggling to provide for their families in the face of economic uncertainty, inflation, and unrest. Pray that savings groups would be a source of encouragement and that members would have confidence in Jesus as their rock.



**Success Tatire**  
FARMER & ENTREPRENEUR  
ZIMBABWE



# MULTIPLYING IMPACT

NEW  
INITIATIVE

## IN 2018, HOPE INTERNATIONAL

launched a new initiative—SG (savings group) Multiply—to expand the reach and impact of church-based savings groups. Recognizing that the need for this poverty-alleviation tool far exceeds our expansion capacity as one organization, HOPE is equipping others

like Compassion International and The Salvation Army to start new savings groups in churches and communities they already serve.

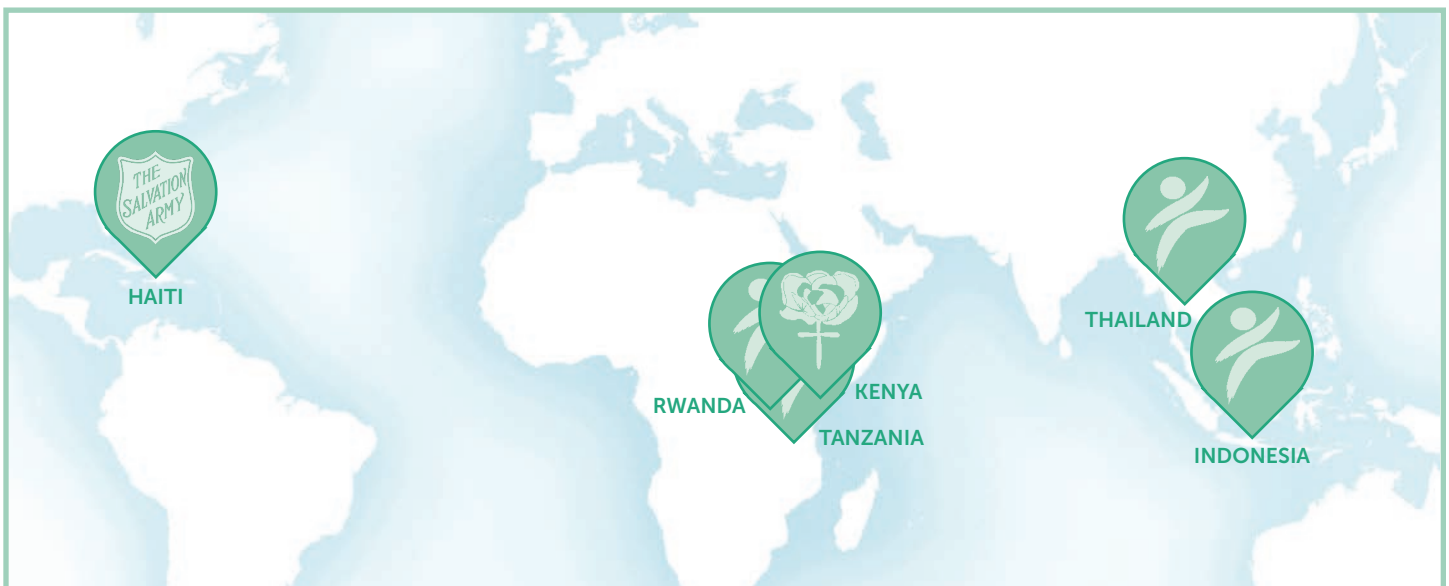
Over the course of several years, HOPE will walk alongside implementing organizations, training them to launch

and sustain Christ-centered savings groups that complement or enhance their church-based work in poverty alleviation. By empowering these partners, more people will join savings groups in communities HOPE would otherwise be unable to reach.

## Our SG Multiply partners

### THROUGH SG MULTIPLY, WE'RE

working alongside other Christ-centered organizations as together we join in God's Kingdom work around the globe.





“ God is bringing our two organizations ... together so that we can have a more powerful and effective ministry.”

Herb Ehresman

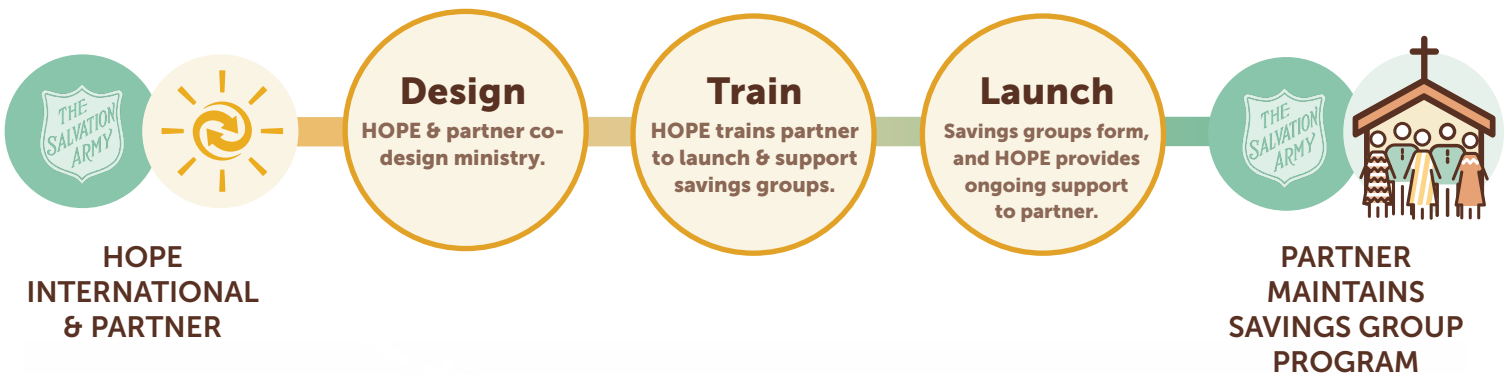
Complementary Interventions Program Director  
COMPASSION INTERNATIONAL

Compassion



Training between HOPE and staff of SG Multiply partner Compassion International in Indonesia

## A model to multiply impact



A savings group led by The Salvation Army in Haiti

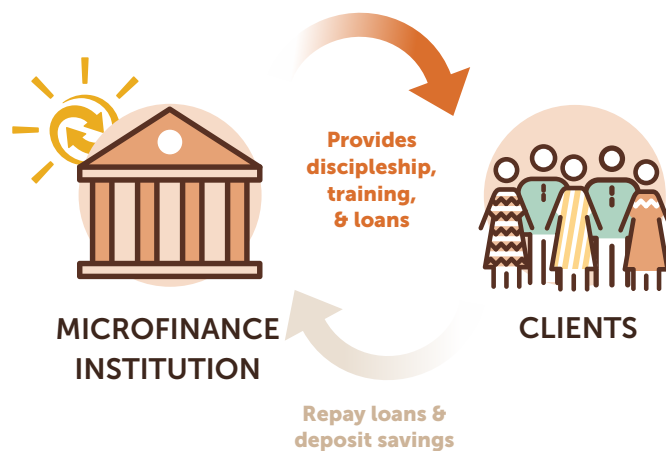
# MICROFINANCE INSTITUTIONS

## A model for holistic development

### MICROFINANCE INSTITUTIONS

function like banks, providing clients with financial services to start or expand businesses, while also providing a safe place for them to save for future needs.

HOPE-network microfinance institutions go beyond most traditional banking models, coming alongside men and women with discipleship opportunities and biblically based business training. As clients find their soul's satisfaction in Christ, they become dignified, hope-filled business owners and providers in their families and communities.



## Activity in 2018

### CLIENTS SERVED

**331,419**

Microfinance institutions in the HOPE network remained steady, reaching an additional 3,589 clients over the previous year.

### NET PORTFOLIO OUTSTANDING

**\$50,518,829**

Clients use loans to grow businesses. Loans are repaid and recycled to more clients in the community.

### AVERAGE LOAN DISBURSED

**\$440**

The average loan in the HOPE network is designed to reach financially underserved entrepreneurs.

### TOTAL SAVINGS

**\$26,749,659**

In addition to loans, clients can also contribute to secure savings accounts to save for future goals.





**Leni Dalin (middle)**  
SHOP OWNER  
PHILIPPINES

## Growing to invest in others

**WHEN LENI DALIN AND HER HUSBAND,** Danilo, moved to Cebu City in the Philippines, they started a food and snack business to provide for their family of nine. But when Danilo's construction job required him to move overseas, Leni couldn't manage the business alone. She worried about not having enough to buy food for her seven daughters.

In 2009, a friend from church told Leni about the Center for Community Transformation (CCT), HOPE's partner in the Philippines. Intrigued, Leni took out a loan to start a business selling herbal medicines. Today, she employs 50 retailers and oversees 10 subdistributors.

CCT equipped Leni with the accounting and bookkeeping skills needed to steward her profits. She used to struggle to save, but Leni now puts aside 100 pesos (\$2.11) per day, growing her emergency funds and increasing her financial security.

Realizing the impact of savings and financial knowledge, Leni is now investing in others. She founded a savings group for neighborhood children, volunteers as a facilitator for a men's savings group, and counsels another group for those who make their livelihood by scavenging goods from the local dump. Reflecting on her spiritual calling, Leni shares, "The people of CCT, they have given us a ministry."



“ I didn't know how to manage [my business], but when I started in CCT, ... they trained us how to have sustainable business.”

**Leni Dalin, PHILIPPINES**



# INVESTING IN PARAGUAY

NEW  
PARTNER

## A shared heart for the underserved

### THE NAME DIACONÍA COMES FROM

the Greek word *diákonos*, meaning “servant” or “messenger.” Like the deacons in the Bible, the Diaconía team has a heart for serving and sharing the Good News.

HOPE is excited to invest in Diaconía—our newest microfinance partner—as they are poised to reach more people. Currently serving over 3,500 clients, Diaconía will launch a second location in early 2019, with plans for a third office later in the year.

Partnerships are mutual. As HOPE provides funding, strategic planning, and spiritual support, Diaconía in turn invests their local expertise, innovative history, and leadership back into the broader HOPE network.

“In this last decade, now you start to see the Church in Paraguay starting to wake up to the real needs of the community and say, ‘How do we respond to that as a church?’ And I feel like God is allowing us to be a part of that message.”

Judah Mooney (right)  
PRESIDENT, DIACONÍA



PARAGUAY

**3<sup>rd</sup> lowest GDP**  
*per capita in South America<sup>1</sup>*

**1.5 million**  
*live below the poverty line<sup>1</sup>*

**51.4 percent**  
*of adults don't have a bank account<sup>2</sup>*

**Diaconía is the only Christ-centered microfinance institution in Paraguay.**

1. The World Bank

2. The World Bank's Global Findex Report (2017)





Vocational training group in Paraguay

## Finding vocation and faith



**Ladis Ramirez**  
ENTREPRENEUR & LANDLADY  
PARAGUAY

### THREE YEARS AGO, WHEN A TRUSTED

friend did not repay a large debt to them, Ladis Ramirez and her husband had to shutter their long-time business. It was a time of deep discouragement—of struggling to pay debts, of disunity in their marriage, of starting from scratch.

Years later, Ladis took out her first loan from Diaconía—\$50—to jump-start a business selling homemade lunches to office workers. She also began taking vocational courses, discovering a creative passion she never knew she had. Today, the income from Ladis' lunch delivery business, new rental properties, and

handicrafts provides more than enough for her family's needs.

Diaconía's Christ-centered vocational courses sparked something else in Ladis, too—an unexpected interest in the Word of God. Sensing a prompting to pray, Ladis began talking to God daily and, recently, chose to follow Jesus.

*"I feel that God is transforming me day by day. I need this spiritual aspect. I can be filled materially, but now I need the spiritual. ... It's what I was missing. Today, I am a woman who is very happy. Through Diaconía, I reached my goal."*

## Diaconía's holistic focus



### 95% WOMEN

Diaconía focuses almost exclusively on serving women who have been socially marginalized and cut off from economic opportunities in Paraguay.



### SKILLS TRAINING

Teaching vocational courses, Diaconía trains clients to master marketable skills like jewelry design, embroidery, and tailoring. These Christ-centered courses build a culture of prayer and community.



### CHURCH PARTNERS

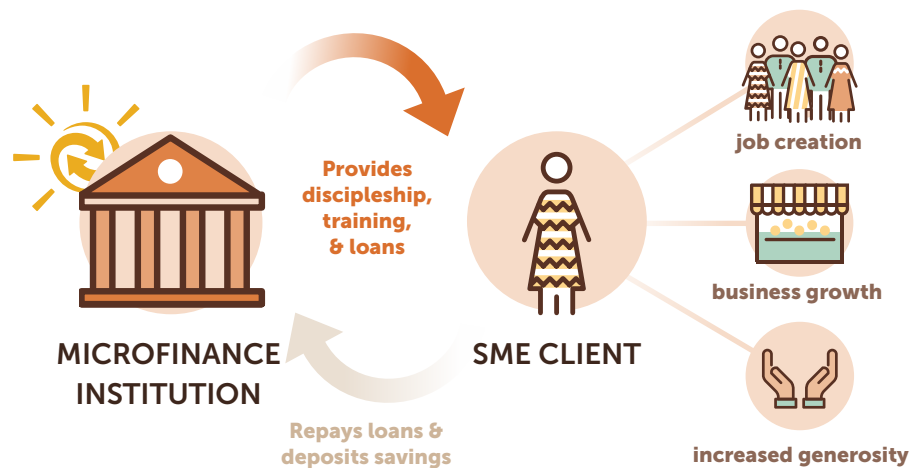
Diaconía equips local church volunteers—called chaplains—to lead devotions and prayer at community bank meetings.

# SMALL-&-MEDIUM ENTERPRISES

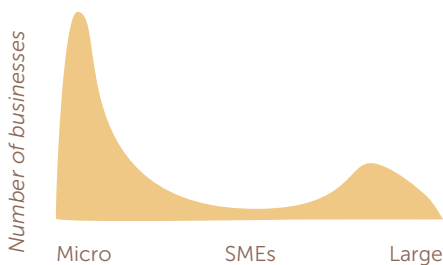
## A model to employ communities

### SEVERAL MICROFINANCE INSTITUTIONS

in the HOPE network offer financial services for small-and-medium enterprises (SMEs), with loans typically starting around \$5,000. These larger lending services bolster qualified business owners who've outgrown smaller microfinance loans but are still overlooked by commercial banks. **SME business owners are significant job creators and catalysts.** With SME lending, HOPE invests in local businesses and underemployed communities.



## Serving the underserved



**75.5%**

of Ukrainian workers are employed by an SME.<sup>2</sup>

*"Commit to the Lord whatever you do, and he will establish your plans."*

Proverbs 16:3

### THE MISSING MIDDLE

Many small businesses in middle-income countries have outgrown typical microfinance loan sizes but still do not qualify for commercial lending.<sup>1</sup> Stuck in the "missing middle," these companies have great potential to provide jobs and contribute to the local economy, yet credit barriers stand in their way.

### STABLE LOCAL JOBS

Around the world, a shortage of stable jobs forces millions to move abroad for work, leaving home to provide for their families. SMEs are critical to developing economies. Equipping clients with larger loans to help them reach their potential, SME lending creates jobs and helps improve local communities.

1. The Entrepreneurial Finance Lab Research Initiative at Harvard University

2. The Friedrich Naumann Foundation for Freedom

3. The United Nations





**Daniel and Anca Galea**  
RESTAURANT OWNERS  
ROMANIA

## Bringing jobs to Romania

**AFTER SYRIA, ROMANIA HAS THE** highest emigration growth rate in the world. Over 4 million citizens have left the country since 2007 to seek work—and only about 4 percent will ever return.<sup>3</sup> Daniel Galea and his wife, Anca, want to change those statistics.

After spending 10 years working in upscale butcheries in Ireland, Daniel was discouraged with his company's singular focus on profit, and the couple missed their church and community in Oradea, Romania. Their hearts set on a dream, they moved back home.

Daniel and Anca had a vision to launch the city's first fast-casual restaurant, focusing on affordable, fresh, local food. Daniel

approached ROMCOM, HOPE's partner in Romania, and took out an SME loan, which helped the Galeas pay suppliers, vendors, architects, and interior designers. After 18 months of hard work, Daniel and Anca opened Piata 9 in August 2018.

### THE JOY OF GOOD WORK

Today, Daniel and Anca run the bustling restaurant along with 25 staff members, about half of whom attend their church. Several employees are young adults raised in a foster home. More than business owners, Daniel and Anca see themselves as mother and father figures for these young people.

“I believe in Oradea and the people who live here.”

**Daniel Galea, ROMANIA**

Although bribery and other corrupt practices are commonplace for Romanian businesses, the Galeas have done everything by the book, and God has blessed their efforts. Daniel is thankful for the help of ROMCOM, which unlike other organizations, took an interest in him personally. “ROMCOM staff were very friendly and paid attention to our needs,” he shared. “They showed interest in my vision and plans.” Thanks to that vision, Daniel and Anca are sharing hope with many in Oradea.



A photograph of a group of women, likely members of a savings group in South Asia, smiling and enjoying fellowship together. They are wearing colorful, patterned saris. The image is slightly blurred, focusing on the central text.

*"Dear friends, let us  
love one another,  
for love comes from God."*

1 John 4:7





# SERVING CHILDREN

## CHILDREN ARE AMONG THE WORLD'S

most vulnerable. And around 385 million children today are in extreme poverty, living on less than \$1.90 a day.<sup>1</sup> Chronic malnutrition is prevalent in many countries where the HOPE network serves due to low incomes, food shortages, and lack of clean water.

*We believe one of the best ways to care for children living in poverty is to empower their parents.* Parents in the HOPE network receive training, build savings accounts, and start businesses to provide for their children's needs rather than rely on outside charities or services.

*"Start children off on the way they should go, and even when they are old they will not turn from it."*

Proverbs 22:6

## We empower parents to provide for their families and communities.



### MEETING BASIC NEEDS

As families expand small businesses or accumulate savings, they can make their home more comfortable and are better prepared for emergency expenses. Financial stability means parents can provide more consistently for their family's basic needs.



### PRIORITIZING EDUCATION

When families struggle to put food on the table, household budget adjustments often cut out long-term investments like education. But as household income and savings increase, children go to school more consistently.



### DISCIPLINING CHILDREN

As HOPE-network clients receive discipleship and training, they understand God's love more deeply. In closer communion with God, parents are better equipped to disciple their children, leading them to the truth of God's Word.



### COMMUNITIES TRANSFORM

With greater financial stability, parents have more margin to meet needs around them—paying for food or medical costs for struggling neighbors, starting small schools or kids' programs, supporting their churches, and even adopting children.



### GENERATIONS CHANGE

As parents model wise financial habits for their children and invest in them physically, emotionally, and spiritually, they prepare their children for greater independence and maturity as adults. These choices weaken the generational grip of poverty.



“My children see me as a successful and hard worker. Sometimes they tell me that they think we are the richest people here in our community.”

Cecile Nyiransabimana  
SAVINGS GROUP MEMBER  
RWANDA

## Impacting a generation in Rwanda

### THE “GOOD SHEPHERDS” SAVINGS

group in Byumba, Rwanda, began in 2016 and launched a shared painting business using local ingredients. The savings group members, as well as their village, have been transformed. Together, they’re growing deeper in relationship with one another, generating steady work, and saving their income to meet the needs of their families.

In 2018, the Good Shepherds savings group inspired HOPE’s first children’s book, *Keza Paints a Bright Future*.



Order your copy at  
[amazon.com!](https://www.amazon.com)

*Keza and her family live in a small village nestled in the rolling hills of Rwanda’s countryside. One day, she hopes to join the other children at school. But right now, there’s no money for Keza’s education. Mama and Papa are even worried the family may not have enough to eat. The future isn’t looking very bright for Keza.*

*But there’s still hope! Papa has joined a new group at church where families will work together to meet one another’s needs.*

The Good Shepherds savings group mixing paint in Rwanda





# LISTENING IN BURUNDI

## AT HOPE INTERNATIONAL, WE BELIEVE

it's crucial to listen to our key stakeholders—clients, field partners, staff, and supporters—to understand their needs and respond well. In Burundi, both HOPE's savings group

program and microfinance institution, Turame Community Finance, have implemented new initiatives in 2018 to respond to client feedback and meet needs in new ways.

*"Tune your ears to wisdom,  
and concentrate on  
understanding."*

Proverbs 2:2 (NLT)

## Serving low-literacy clients

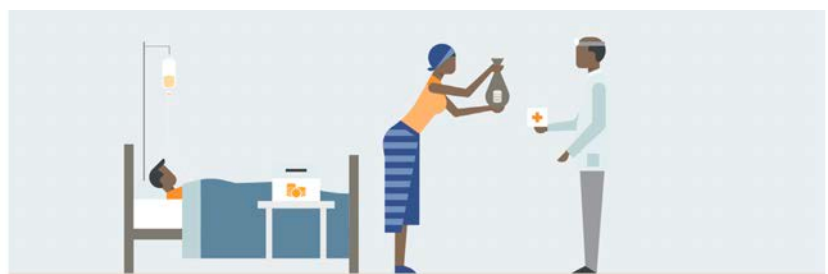
### IN A COUNTRY WHERE NEARLY HALF

of those living in rural areas qualify as illiterate,<sup>1</sup> training is a challenge. Turame Community Finance, which serves both urban and rural communities, relies heavily on financial literacy and business training to equip and invest in their clients.

To specifically meet the needs of low-literacy clients, Turame piloted a new training tool in 2018: a flipbook. Adapted from curriculum developed by World Vision's VisionFund, the flipbook (example on right) uses illustrations of a man and woman as they navigate decisions about borrowing wisely. Since launching in October 2018, 15 groups have completed the training pilot.



SAVE MONEY FOR EMERGENCIES SO YOU DO NOT HAVE TO BORROW MORE



1. Global Partnership for Financial Inclusion (GPFI)

2. Food and Agriculture Organization of the United Nations (FAO)



## Training farmers in Burundi

### IN BURUNDI, ABOUT 90 PERCENT

of the population lives off of the food they grow themselves<sup>2</sup>—and since farming techniques are often passed down orally, many farmers haven't had access to the latest best practices for maximizing their harvests. After hearing many savings groups request

agricultural training, HOPE Burundi began piloting the *Farming God's Way* program. Since launching in June 2018, 64 savings groups have participated in these trainings, learning about soil preservation and new fertilization, planting, and harvesting techniques.



**90 percent** of the Burundian population  
*lives off of the food they grow themselves.*



# A NETWORK OF FRIENDS

## "I need to give": a Dream Investor's story

**SUSAN JONES WAS SKILLED, CAPABLE,** and motivated—yet after graduating from college, it took three years to find work.

"I was born blind," she explains. And in the 1970s, "Not many people [were] willing to give a blind person a job."

When she found a job, Susan recalls how it transformed more than just her professional life: "I know how empowering it was for me ... to actually get a job, be able to pay my own bills, be able to do my giving. ... I could actually control my own funds, decide where they're going to go—you know, knowing that it's all the Lord's money."

Years later, the memory of those 36 months of being eager and able to work, but unable to find a job, remains with Susan, and it's part of what's inspired her to become a Dream Investor—giving not just once, but monthly to HOPE for the past four years.

"I may not be able to give much," she says, "but I need to give something every single month, so that the work of HOPE is able to continue to go forward. ... It's just really been a total joy."



**"I may not be able to give much, but I need to give ... so that the work of HOPE is able to continue to go forward."**

**Susan Jones (left), DREAM INVESTOR**

Pictured with HOPE senior regional representative Debbie Birkey in the Dominican Republic

## Partners in Kingdom work



### 4,197 SUPPORTERS

From southern California to Boston and Hong Kong, we're grateful for these generous supporters who are investing in the Kingdom with us.



### 810 DREAM INVESTORS

Dream Investors commit to giving monthly to HOPE's work, ensuring steady revenue to invest in those we serve. Learn more at [dreaminvestor.org](http://dreaminvestor.org).



### 70 U.S. CHURCH PARTNERS

Our U.S. church partners are joining us to share the love of God in word and deed, building His Kingdom. Learn more at [hopeinternational.org/church](http://hopeinternational.org/church).





## EXECUTIVE TEAM

PETER GREER	President & CEO
JESSE CASLER	Chief Operating Officer
CHRIS HORST	Chief Advancement Officer
CHRISTINE BAINGANA	CEO, Urwego Bank
ANDRE BARKOV	Managing Director, HOPE Ukraine
JEFF BROWN	Director of Design Strategy
MICAH CRIST	Senior Director of Microfinance
BECKY HOLTON	Senior Director of Program Innovation
GIDEON MANIRAGABA	Managing Director, Turame Community Finance
ERISA MUTABAZI	Regional Director of Africa Savings Group Programs
ERIKA QUAILE	Director of Development
JOSH RUYLE	Director, HOPE Global Investments
PHIL SMITH	Senior Director of Savings Group Programs
BECCA SPRADLIN	Director of Microfinance Development and Compliance
KEVIN TORDOFF	Vice President of Marketing
DAN WILLIAMS	Director of Spiritual Integration

*"In Christ we, though  
many, form one body."*

**Romans 12:5**

## 5,561 staff & volunteers

We serve with an incredible network of people, from over 4,000 volunteers to HOPE and partner staff worldwide.

## 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 LINC	HOPE Board Treasurer; First Senior Vice President, MidFirst Bank
ANDRE MANN	HOPE Board Secretary; Partner-Impact Investing, Heirloom Investment Management
KATELYN BEATY	Acquisitions Editor, Baker Publishing Group
DOUG BOLLES	Chief Investment Officer, Southside Wealth Management
DABBS CAVIN	Former CFO, Mountaire Corporation
CHRIS CRANE	Co-founder & Executive Chairman, Edify
PETER GREER	President & CEO, HOPE International
CHILOBE KALAMBO	President & Managing Member, Kalambo Consulting
KATY ROGERS	Human Resources Director, mpowered
DURWOOD SNEAD	Consultant; Retired Director, globalX, North Point Community Church
LANCE WOOD	Tax Partner & Leader, PricewaterhouseCoopers, LLP

# DEDICATED STEWARDSHIP

## Partners in generosity

### EACH YEAR, WE'RE REMINDED OF JUST

how remarkable and generous HOPE supporters are.

From dedicating themselves to prayer for the families we serve to giving of their time and resources, HOPE supporters donated a record \$18.1 million dollars in

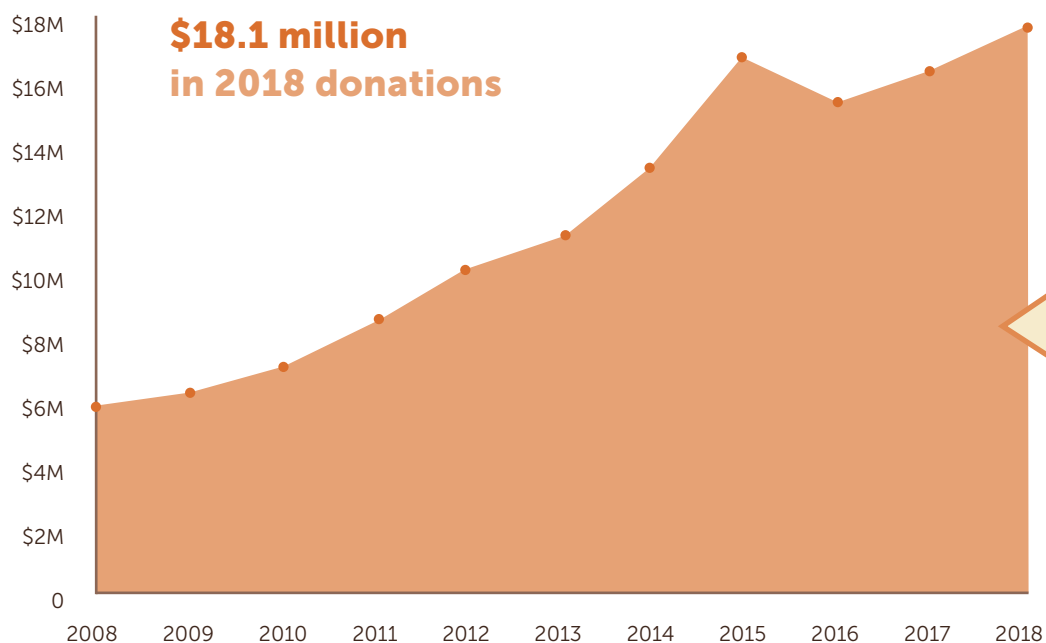
2018 to invest in the dreams of families around the world.

We're honored to be in partnership with this community of advocates, mentors, prayer warriors, and friends.

*"Each of you should use whatever gift you have received to serve others, as faithful stewards of God's grace."*

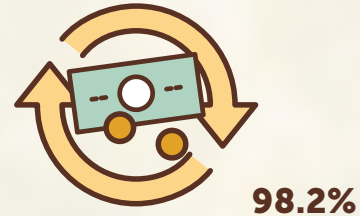
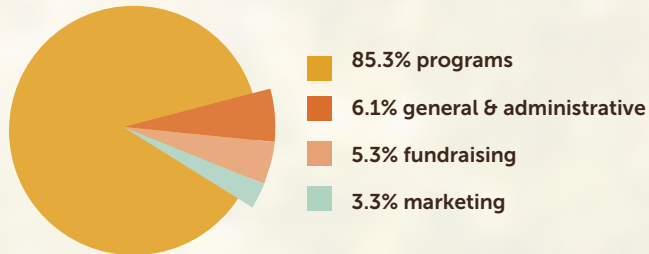
**1 Peter 4:10**

## Growth & annual fundraising revenue





## Leveraging efficiency



### YOUR INVESTMENTS AT WORK

In 2018, HOPE International used 85.3 cents of every dollar to directly serve clients through Christ-centered financial services and the hope of the Gospel.

### STRONG REPAYMENT RATES

In the last five years, HOPE-network clients have repaid approximately 98 percent of loans disbursed, allowing us to recycle repayments to invest in even more families.



### INVESTMENT PER CLIENT

Leveraging improvements in technology, partnerships, new systems, staff, and infrastructure, it now costs less for HOPE to serve one client for one year.

### COMMITTED TO EXCELLENCE

HOPE received Charity Navigator's highest rating for the 12th straight year, a distinction achieved by less than 1 percent of U.S. nonprofits.



# 2018

# FINANCIALS

## Consolidated schedule of activities

For the years ended December 31, 2018, & December 31, 2017

### SUPPORT & REVENUE

#### SUPPORT

	2018	2017	\$ CHANGE	% CHANGE
Family foundations <sup>(A)</sup>	\$ 9,594,673	\$ 7,298,298	\$ 2,296,375	31%
Individuals	4,672,138	5,116,164	(444,026)	-9%
Churches	1,087,688	1,070,992	16,696	2%
Homes for Hope	710,000	1,000,000	(290,000)	-29%
Businesses	530,030	583,667	(53,637)	-9%
Special event revenue (net of expenses)	1,400,029	1,543,915	(143,886)	-9%
Gifts in kind	72,175	91,693	(19,518)	-21%
Government	0	0	0	0%
<b>TOTAL SUPPORT</b>	<b>\$ 18,066,733</b>	<b>\$ 16,704,729</b>	<b>\$ 1,362,004</b>	<b>8%</b>

#### REVENUE

Income from microfinance institutions & interest income on investments	9,302,989	9,779,323	(476,334)	-5%
Foreign currency translation gain (loss) <sup>(B)</sup>	(119,160)	570,992	(690,152)	-121%
Other income (loss)	418,613	701,985	(283,372)	-40%
<b>TOTAL SUPPORT &amp; REVENUE (U.S.)</b>	<b>\$ 27,669,175</b>	<b>\$ 27,757,029</b>	<b>\$ (87,854)</b>	<b>0%</b>

### EXPENSES & PROGRAM INVESTMENTS

Program services & investments	23,431,733	22,981,204	450,529	2%
Management & general	1,641,647	1,424,125	217,522	15%
Fundraising	2,293,230	2,078,977	214,253	10%
<b>TOTAL EXPENSES &amp; PROGRAM INVESTMENTS</b>	<b>\$ 27,366,610</b>	<b>\$ 26,484,306</b>	<b>\$ 882,304</b>	<b>3%</b>
<b>NET</b>	<b>\$ 302,565</b>	<b>\$ 1,272,723</b>	<b>\$ (970,158)</b>	<b>-76%</b>

<sup>(A)</sup> Increase driven by the number of donations from family foundations increasing by 10 percent and the average size of family foundation gifts increased by 25 percent in 2018.

<sup>(B)</sup> Deficit reflects the impact of foreign currency devaluation in HOPE programs.

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

For the year ended December 31, 2018, HOPE International consolidated Higher Impact Properties; HOPE Global Investment Fund; HOPE Hong Kong; DSU Kigali; 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, Zambia, and Zimbabwe.



## Consolidated schedule of financial position

For the years ended December 31, 2018, & December 31, 2017

### ASSETS

	2018	2017
U.S. cash & cash equivalents	\$258,916	\$654,337
Field cash & cash equivalents: unrestricted	2,180,731	4,854,188
Field cash & cash equivalents: restricted for client savings	3,954,980	4,284,033
Pledges receivable	2,639,734	2,878,789
Prepaid expenses & other assets	1,914,100	1,209,989
Interest receivable	138,364	184,280
MFI loans receivable, net <sup>Ⓒ</sup>	18,548,175	18,105,440

### TOTAL CURRENT ASSETS

**\$29,635,000**

**\$32,171,056**

Board-designated reserve	2,325,019	2,231,761
Property & equipment (net of accumulated depreciation)	2,184,248	2,790,583
Long-term loans receivable, net	350,000	176,667
Investment in MFIs & other assets <sup>Ⓓ</sup>	13,097,587	12,349,187

### TOTAL ASSETS

**\$47,591,854**

**\$49,719,254**

## LIABILITIES & NET ASSETS

### LIABILITIES

Client savings deposits & interest payable on deposits <sup>Ⓔ</sup>	18,517,954	20,025,585
Accounts payable & accrued expenses	1,663,970	1,674,755
Loans payable & interest payable on loans	832,066	1,475,064
Other liabilities	1,147,515	1,416,094

### TOTAL LIABILITIES

**\$ 22,161,505**

**\$ 24,591,498**

### TOTAL NET ASSETS

**\$ 25,430,349**

**\$ 25,127,756**

### TOTAL LIABILITIES & NET ASSETS

**\$ 47,591,854**

**\$ 49,719,254**

<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 across the network of MFIs was approximately \$50.5 million.

<sup>Ⓓ</sup> The investment in MFIs and other assets includes financial investments at the program level across the network.

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





ON THE COVER:

**Bernadette Mukeshimana**

**RICE AND BANANA FARMER**

Bernadette (front row, second from right) is part of a group of farmers leveraging loans and training from Urwego Bank, HOPE's microfinance institution in Rwanda. Together, these rice growers are expanding their farmland, hiring more laborers, and cultivating greater harvests.



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