

— 2015 —
**ANNUAL
REPORT**

A POWERFUL YEAR







Our Disaster Services team took help and hope to survivors of a massive earthquake that devastated Nepal

SPECIAL EDITION

2015

ANNUAL REPORT

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A POWERFUL YEAR

Thanks to our faithful supporters millions of people throughout the world were served in 2015.

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THE POWER OF LEADERSHIP

Dear Friend,

Thanks to our generous supporters, faithful volunteers, and committed corporate and ministry partners, in 2015 we were able to bring lifesaving and life-transforming aid to those in need throughout the world. We absolutely couldn't have done it without your help.

The number of people we were able to help last year is stunning: We served nearly 7 million people. That number includes children, single mothers, farmers, working poor families, residents of rural communities and survivors of devastating natural disasters. At the end of 2015, we had served 77 million people since our founding in 1994.

Please know — no matter how you linked arms with us — that your partnership made a difference in the lives of people in the United States and in far-flung places, like the remote villages tucked high in the Himalayas when we responded to a massive earthquake in Nepal.

Thanks for standing with us. We look forward to your partnership in 2016 and beyond.



God bless you,

Hal, Dave and Steve Donaldson
Co-Founders of Convoy of Hope



Photo: Nearly 150,000 children have hope and nutritious meals thanks to our supporters.



2015 A POWERFUL YEAR

The boys don't seem to mind the hard-baked ground, the baseball with its ragged cover, the thorny weeds, or even the stench wafting from the nearby dump — a place where most of them spend a majority of their days scavenging for food and scrap metal.



STEVIN
Nicaragua



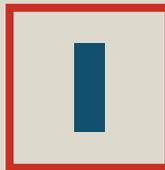




Children spend their days scavenging for scraps to buy food.



Stevin rounds the bases.



If only for an hour each day, the poverty, worry and hunger pangs that define most of their lives give way to a simple game among friends. This is their field of dreams. When it's over, most will go back to working in the dump — except Stevin.

He's the batter who just hit a home run. After he does, he trots around the bases with a wide grin as if he doesn't have a care in the world. In comparison to many of his teammates he doesn't — because unlike them, he's in our Children's Feeding Initiative. On this night, he'll go home to a warm meal and tomorrow he'll be in school learning, instead of foraging for scraps in the dump.

Your partnership with Convoy of Hope makes that possible, and that's where our story of 2015 begins ... with you — our donors, corporate and ministry partners, and volunteers.

Stevin with his mother and little brother.



Every day is game day — A momentary respite from long, hot days in the dump.



SELENIA

Honduras

A few years ago, Selenia's family moved to a remote village in Honduras. She never imagined the move would set in motion a series of devastating events that would see her birth mother abandon the family.

Her stepmother died shortly after giving birth to a baby girl, leaving Selenia — then only 9 years old — in charge of raising five younger siblings.

"We would starve," she says, recalling those bleak days. "I never expected life to be this way."

Hopelessness edged its way into Selenia's heart and mind until the day a teacher at her school told her that Convoy of Hope's Children's Feeding Initiative was coming to their school. Daily nutritious meals and clean and safe drinking water were just the start. The take-home rations put a smile on Selenia's face.

Perhaps the greatest relief for Selenia is that as each of her siblings enters kindergarten, they too are being enrolled in the initiative.



Convoy of
Disaster
www.convoyofhope.org

 **CONVOY OF HOPE**
convoyofhope.org

RES

A Disaster Services team member on-ramps a vehicle for a response.

\$128.6M

DONATED

43,000

VOLUNTEERS

NEARLY

150,000

CHILDREN FED IN 10 NATIONS

\$93M

**WORTH OF PRODUCTS
DISTRIBUTED**

THE POWER OF YOU



ollectively, our partners donated nearly \$129 million and 43,000 volunteers gave time to Convoy of Hope. Our corporate partners donated more than \$102

million of food, water and supplies. The results of that generosity and love fed nearly 150,000 children in 10 nations, provided emergency food and supplies to survivors of disasters, put shoes on the feet and food in the bellies of impoverished children, delivered more than \$93 million worth of goods and products to working poor families throughout the United States and the world, trained and equipped farmers in developing nations, and empowered women to start businesses that help them feed and care for their children.

YouTube sensation, Mike Tompkins, visits Tanzania.



THE POWER OF FRIENDS



Benji and Judy Travis raise \$225,000 to feed kids.



Players from the San Francisco 49ers visit Haiti.



Kevin Jonas supports Convoy of Hope.

Our supporters are absolutely crucial to our work. Many of you gave faithfully and found creative ways to fundraise for the children and families we help.



ouTube stars Benji and Judy Travis danced their way to more than \$225,000 to feed children throughout the world. Members of the San Francisco 49ers visited our program

sites in Haiti. Musician Mike Tompkins visited Tanzania, shot a music video and implored his fans to support our work. Kevin Jonas went on *The Celebrity Apprentice* and designated us as his charity of choice.

Countless others advocated for us, gave financially to the work we do, or volunteered with our teams. No matter how you helped, you made an incredible impact on the lives of those we serve. Thank you!



THE POWER OF COLLABORATION

You helped get lifesaving food and supplies to some of the most far-flung places in the world.

WE FED NEARLY

150,000

CHILDREN IN THE PHILIPPINES, TANZANIA, ETHIOPIA, GUATEMALA, SOUTH AFRICA, KENYA, HAITI, EL SALVADOR, HONDURAS AND NICARAGUA.

◆ Children's Feeding Focus Country

◆ Disaster Response

◆ Refugee Response

Dominica

Tropical Storm Erika hit the small island of Dominica, triggering flooding and mudslides that destroyed roads, bridges and homes. Our Disaster Response team distributed water filtration systems, rice, canned tuna, canned sardines, ramen noodles and milk to families in need.



Calais and Dunkirk, France | Lebanon, Macedonia, Beirut

Refugees fleeing war-torn countries, ruthless dictators and terrorist groups such as ISIS have sought help and received it from Convoy of Hope Europe in camps in Europe and the Middle East. To date, COHEU has distributed food, water, shelter, supplies and clothing.

Nepal

A 7.8-magnitude earthquake killed thousands of people and devastated Nepal's capital city of Kathmandu. We launched an emergency-based feeding program in the area and have been able to provide food and shelter assistance to more than 42,000 individual beneficiaries across the country.

The Philippines

We responded to Typhoon Goni in the province of Llocos Norte and Tropical Storm Koppu in Northern Luzon. We distributed more than 110,000 meals, as well as tarps, hygiene kits and other much-needed supplies.

Malawi

Severe floods affected villages in Fatima, Nsanje District, Ngabu, Nchalo and Chikwawa in Southern Malawi. More than 2,600 families received maize meal, Likuni Phala powder mix, cooking oil and soya pieces.

Vanuatu

Tropical Cyclone Pam caused major destruction and killed dozens in the Pacific island nation. Our Disaster Response team distributed tens of thousands of pounds of rice and thousands of hygiene kits to people affected by the storm.

Tens of thousands of honored guests were served in 2015 throughout the United States.



82,000

**GUESTS OF HONOR SERVED
AT COMMUNITY EVENTS**

**CONVOY TRACTOR-
TRAILERS DROVE**

383,776

**MILES TO DELIVER FOOD,
SUPPLIES AND HOPE TO
339 U.S. CITIES IN 2015**

(THAT'S LIKE CIRCLING THE EARTH 15 TIMES!)

Through Community Events, and through our Rural Compassion and Disaster Services teams, your generosity provided so much to so many in the United States.

- ◆ **More than 60 tons of groceries were distributed at 28 Community Events.**
- ◆ **Convoy of Hope's Rural Compassion distributed nearly 100,000 pairs of shoes in more than 300 impoverished rural communities.**
- ◆ **Disaster Services responded to 16 domestic disasters, including wildfires, flooding, tornadoes and droughts.**

THE POWER OF SERVING

He inspected his hair carefully in the hand mirror. He smiled and nodded his head in agreement. He liked it.



Eleven-year-old Leighton had a fresh haircut, new shoes on his feet, a backpack full of school supplies and a few bags of free groceries to take home — things a growing kid needs.

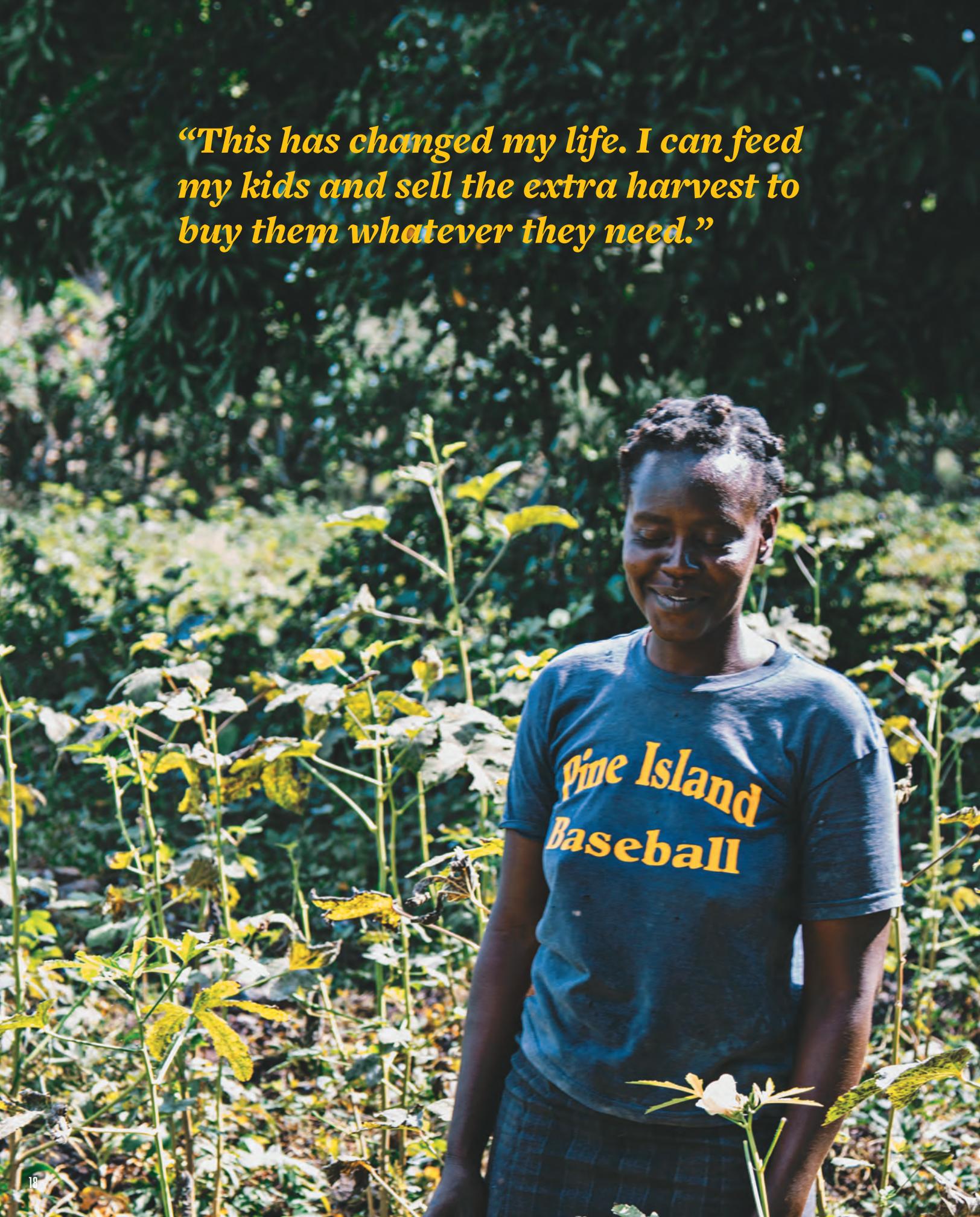
His two brothers, mother, and father, Larry, came to the Chicago Community Event for school supplies. Larry and his wife are raising three boys in the working poor Marquette Park neighborhood, and were relieved to have some of their financial burden lifted.



“I can’t just go out and spend 30 bucks when the boys need haircuts,” says Larry. “So this was a big help. Thank you.”

Leighton was just one of the more than 82,000 Guests of Honor served at Community Events across the U.S. in 2015.

“This has changed my life. I can feed my kids and sell the extra harvest to buy them whatever they need.”



THE POWER OF EQUIPPING



Rosena, 27, relaxes in the shade near the community garden in Turpin, Haiti, and fans herself with her hand. The slight breeze provides a respite from the heat that has produced beads of sweat along her

hairline. A dusting of black soil covers her sandals and feet, up past her ankles. Her tired but beautiful eyes tell more of a story than she vocalizes. Her hands, rough from work, look like they belong to a woman much older.

Rosena's life was changed when she enrolled in our Agriculture Initiative. Now, she's a farmer. She no longer has to wonder where her family's food will come from: She grows plentiful crops that enable her to provide for her family.

She looks out across the flourishing garden with quiet contentment.

"This has changed my life," Rosena says thoughtfully, as she stoops to untangle a stubborn weed from the freshly tilled soil. "I can feed my kids and sell the extra harvest to buy them whatever they need."

Rosena is just one of the nearly 1,500 participants who were taught how to grow more abundant, disease-free crops through our Agriculture Initiative in 2015.

OVER THE PAST THREE YEARS,
CONVOY OF HOPE HAS SERVED
MORE THAN

**171
MILLION**

MEALS

(THAT'S THE EQUIVALENT OF PROVIDING
A MEAL TO MORE THAN HALF OF THE
THE U.S. POPULATION.)



In 10 countries around the world, your generosity changed the lives of tens of thousands of children and their families.

- More than a million meals from farmers in our Agriculture Initiative were procured for the nearly 150,000 kids in our Children's Feeding Initiative.
- Nearly 46 million meals were distributed internationally in 2015.
- 2,569 women participated in Women's Empowerment projects that will help them feed and care for their own families.



CONV

CONVOY OF HOPE

THANK YOU

for letting us serve you! We are, local churches care and God cares because you matter!

our prayer for you, so turn to Him in prayer. Call 1-800-4-A-PRAYER

A PRAYER

1-800-4-A-PRAYER

www.convoyofhope.org

\$93M worth of food, water and products were distributed.

THE POWER OF PARTNERS



We are thankful to partner with like-minded organizations who provide food, water, supplies and much more. These partnerships are crucial to our work around the world.

Below are some of those great partners:

- AG Financial
- Ashley Furniture
- Baker Creek Heirloom Seed Co.
- Bass Pro Shops
- Beech-Nut
- Carhartt
- Chicken of the Sea
- Cott
- Dakota Growers Pasta Co.
- DMP
- Georgia-Pacific
- Gilster Mary Lee
- Hobby Lobby
- Home Depot
- Hormel Foods
- Incredible Pizza
- Integrity Home Care
- JQH
- Kellogg's
- MSCA
- NBCF
- Nestle Waters North America
- NuSkin
- Organic Valley
- Plum Organics
- Qdoba
- Reckitt Benckiser
- Thrivent Financial
- TOMS
- Tree Top
- Walgreens





Longtime friend and volunteer, Bob Brewer, deploys to disasters across the country with Convoy of Hope.

THE POWER OF VOLUNTEERS

Volunteers gave nearly 1.5 million hours of service to Convoy of Hope last year. That's the equivalent of 171 years of service in 2015 alone!

A

mong the many projects accomplished, teams built a second story onto an orphanage that houses 75 children; erected a new building for a school in Croix des Bouquets; and built/renovated three kitchens for program centers in Nicaragua.



1.5 MILLION
VOLUNTEER SERVICE HOURS

FIELD TEAMS:

50
TEAMS

627
VOLUNTEERS

HAITI
39 TEAMS
THE PHILIPPINES
1 TEAM
TANZANIA
2 TEAMS
EL SALVADOR
2 TEAMS
NICARAGUA
2 TEAMS
U.S.
3 TEAMS*

*(MISSISSIPPI DELTA 2 TEAMS
ROCKAWAY BEACH, MISSOURI — 1 TEAM)

17,056
TOTAL VOLUNTEER HOURS

9 ACADEMIC INTERNS
**1,199 VOLUNTEER INTERNS/
OFFICE VOLUNTEERS**



Our Disaster Services team prepares their fleet for a response.

THE POWER OF TEAMWORK

BOARD OF DIRECTORS

Tom Carter, Aaron Cole, Court Durkalski, David Cribbs, Dominick Garcia, Nick Garza, Randy Hurst, Cheryl Jamison, Michael L. Kern, III, Klayton Ko, Kay Logsdon, “Ossie” Mills, Brad Rosenberg, Brad Trask, Dishan Wickramaratne, Kirk Yamaguchi

CO-FOUNDERS

Hal Donaldson, Dave Donaldson, Steve Donaldson

INTERNATIONAL DIRECTORS



Joshua Alemayehu
ETHIOPIA



Bryan Burr
KENYA



Iris Fugon
HONDURAS



Pablo Gomez
NICARAGUA



Raul Manuel
THE PHILIPPINES



Winny Menéndez
EL SALVADOR



Andrea Frey Metzger
LATIN AMERICA FIELD OPERATIONS DIRECTOR



Daudi Msseemaa
AFRICA FIELD OPERATIONS DIRECTOR



Lookens Pickering
HAITI ASSISTANT EXECUTIVE DIRECTOR OF MISSION OF HOPE



Elianchea Shang'a
TANZANIA

AMBASSADORS

Dr. Don Argue, Anne Beiler, Kevin Jonas, Sr., Mike McClafin, Dr. Thomas E. Trask



4-STAR RATING

13TH CONSECUTIVE YEAR



Charity Navigator, America's largest and most-utilized independent evaluator of charities, has awarded Convoy of Hope the prestigious 4-star rating for the 13th consecutive year.

THE POWER OF GENEROSITY

2015 FINANCIALS:
\$128.6M
TOTAL REVENUE

TOTAL REVENUE — CASH AND GIFTS-IN-KIND (in millions)

—●— Total Revenue Trend



REVENUE SOURCES (in millions)

| | 2011 | 2012 | 2013 | 2014 | 2015* |
|----------------------------|-------------|-------------|--------------|--------------|--------------|
| Private Cash Contributions | 20.0 | 16.0 | 24.3 | 23.2 | 23.8 |
| Public Contributions | 0.1 | 0.1 | — | 0.2 | 0.5 |
| Gifts-in-Kind | 55.5 | 71.0 | 88.1 | 89.2 | 102.4 |
| Other Income | 0.9 | 0.9 | 1.8 | 0.9 | 1.9 |
| TOTAL REVENUE | 76.5 | 88.0 | 114.2 | 113.5 | 128.6 |

OPERATING EXPENSES (in millions)

| | 2011 | 2012 | 2013 | 2014 | 2015* |
|---------------------------------|-------------|-------------|--------------|--------------|--------------|
| Program Services | 64.6 | 78.6 | 91.7 | 96.6 | 107.5 |
| Fundraising | 4.7 | 5.7 | 7.5 | 9.2 | 9.0 |
| Support Services | 2.7 | 3.3 | 3.8 | 3.9 | 3.8 |
| TOTAL OPERATING EXPENSES | 72.0 | 87.6 | 103.0 | 109.7 | 120.3 |

Only 11% of Convoy of Hope expenses went to Fundraising/Administration.

THE POWER OF FOCUS

WITH YOUR HELP, 2016 WILL BE EVEN BETTER!

