



It's been 20 years since Convoy of Hope was founded and, thanks to our faithful and generous friends, we've been on the front lines of stopping human suffering in more than 100 countries.



CONVOY OF HOPE



WATCH
convoyofhope.org/2013

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EVERYONE CAN DO SOMETHING

It's been 20 years since Convoy of Hope was founded and, thanks to our faithful and generous friends, we've been on the front lines of stopping human suffering in more than 100 countries. We do so by bringing emergency food, water, aid and supplies to victims of disasters. We also help working-poor families throughout the world by distributing groceries and offering free health services, shoes, haircuts, family portraits and much more at our signature community events. And today, there are more than 145,000 children in 11 nations who are fed regularly through our Children's Feeding Initiative.

Words cannot adequately express how extremely grateful we are to the countless families, churches, businesses and organizations who did something to bring help and hope throughout the world.

As you read this annual report, we hope you will be encouraged by what you've helped accomplish in 2013 and since 1994 through Convoy of Hope.

Everyone who partnered with us did something and the world is a better place for it.

God bless you,

The Donaldsons
Co-Founders

CO-FOUNDERS

(Left to Right): Steve Donaldson,
Hal Donaldson, Dave Donaldson

2013

A YEAR TO CELEBRATE

2013 was another amazing year! Survivors of disasters gained help and hope. We gave children food, and families a hand up. We couldn't have done any of it without you!



During the past 20 years you have enabled Convoy of Hope to serve:

65,065,712
people around the world.

CONTRIBUTIONS
UP 29%



Look for this 20th Anniversary impact section throughout the report.

2013



7,990,744

People served in 2013



307,689
volunteer hours

43,187

Volunteers mobilized



\$79.4

Million worth of goods and supplies distributed
(wholesale value)



48 million
nutritious meals
distributed

145,857

Children enrolled in Children's Feeding Initiative



47

Community Outreach events
(39 domestic, 8 international)



15

Disaster responses
(8 domestic, 7 international)

COH EARNS ELEVENTH CONSECUTIVE 4-STAR RATING

Convoy of Hope has earned its eleventh consecutive 4-star rating from Charity Navigator. Receiving four out of a possible four stars indicates that an organization adheres to good governance and other best practices that minimize the chance of unethical activities and consistently

executes its mission in a fiscally responsible way. **Less than one percent of the charities** Charity

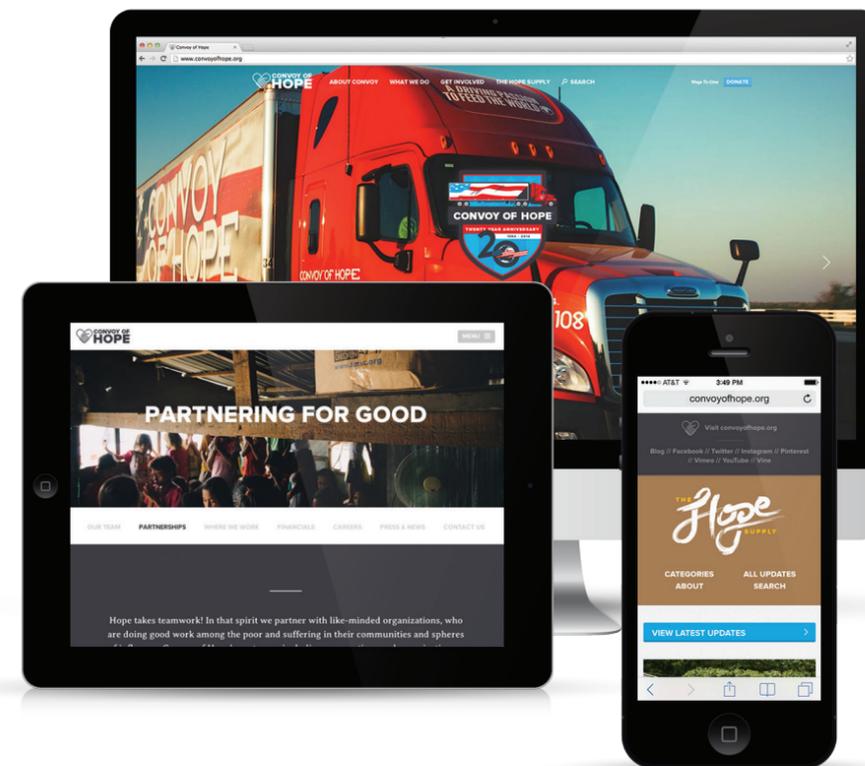


Navigator rates has received at least 11 consecutive 4-star evaluations. This indicates that Convoy of Hope outperforms most other charities in America.

HOPE SOCIETY LAUNCHED

Hope Society is a select group of committed donors who recognize the wisdom of looking ahead, and want to ensure that Convoy of Hope's mission will be sustained and that its future is secure.

Donors do this by including Convoy of Hope in their estate plans as the beneficiary of a bequest or other planned gift. These planned gifts become an additional source of financial support for Convoy of Hope—in the future.



NEW CONVOYOFHOPE.ORG

Convoy of Hope recently launched its new website, providing a more interactive and informative online experience that provides users with more in-depth information about the organization in a user-friendly format.

“We want to provide a place where friends and supporters can keep up with our work, find ways to get involved and access great stories of hope anywhere they go, regardless of device,” says Jeff Hedrick, digital experience specialist.

- /convoyofhope
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- /convoyofhope
- /convoyofhope

#HOPE
Help us own #hope.



OUR INCREDIBLE VOLUNTEERS

Bringing life-saving food, supplies and hope to those in need takes teamwork. Last year, 43,187 volunteers joined us in disaster zones, at our World Distribution Center in Springfield, Mo., and in the field. Their purpose was powerful: Bring help and hope to those in need.

COMPASSION TEAMS

In 2013, our 28 Compassion Teams (365 volunteers) brought change throughout the world. Today, cooks prepare nutritious food in newly built kitchens, orphans live and learn in rehabilitated facilities, families grow food in newly tilled gardens and children study in stronger and more beautiful schools.

Our members share not only impacting memories, but also a desire to continue to show compassion to people in their own communities.



During the past 20 years:

440,818

volunteers have worked more than 3.5 million hours to help Convoy of Hope do good work throughout the world.



“Many of these families are overwhelmed right now. We have a huge opportunity to help families who are hurting, and our goal is to help as many as possible.”

—**BOB BREWER**, volunteer working on cleanup after the September 2013 Colorado floods.

“The Compassion Team experience gave me a cold slap of reality and a fresh wave of hope. God is at work [helping people], and it is exciting to see it firsthand and be part of it!”

—**CHARISSA KERLEY**, 2013 Compassion Team member

A FRESH WAVE OF HOPE

A fresh wave of hope swept over Brad and Charissa Kerley after their Compassion Team trips to Haiti and then the Dominican Republic. They now live a new normal where their trip influences how they spend their time and resources. They launched a small business to raise funds, and work hard to continue serving the people they met on their Compassion Teams journey.



OUR INCREDIBLE PARTNERS

Convoy of Hope's partners are integral in our work to feed children and empower women, respond to disasters, hold community events, and teach impoverished farmers how to grow better crops.

Each year, corporations and organizations team with us by donating food and supplies worth tens of millions of dollars, which we in turn distribute through our channels and also through partner organizations bent on making a difference in their communities.



\$88.1 million in gifts-in-kind

\$79.4 million distributed to children and families

T-SHIRT SALES BRING RELIEF TO TORNADO SURVIVORS

Mardel Christian & Education partnered with Convoy of Hope in disaster response to the May 20, 2013 tornado in Moore, Okla., raising more than \$26,000 for tornado relief efforts through t-shirt sales.

"Partnerships like the one we have with Mardel are significant in times of disaster when we're working hard to bring relief to survivors quickly," says Hal Donaldson, President & co-founder of Convoy of Hope. "On behalf of all those we were able to help in Moore, I thank them for their support and compassion for people in times of need."

CORPORATE PARTNERS

THE LAST **20** YEARS

During the past 20 years you have enabled Convoy of Hope to distribute:

\$423,125,375

worth of products (wholesale value)



OUR INCREDIBLE TEAM

An incredible mix of people with a wealth of expertise and talent make up the Convoy of Hope team. But even more important than their experience, skill sets and knowledge is their passion for helping those in need.



Kevin Jonas Sr.
Principal, Jonas Group
@papajonas on Twitter

HONORARY CHAIRMAN OF CONVOY OF HOPE
Kevin Jonas Sr., honorary chairman, and his family have been supporters since the devastating earthquake in Haiti. Jonas is the co-founder and partner of the Jonas Group and a manager of top artists.

“My goal is to use my experience to build bridges for Convoy of Hope, raise additional support and increase awareness for the work they do around the world.”

BOARD OF DIRECTORS

- Mike McClafflin**, Chairman
- Brad Rosenberg**, Vice Chairman
- Anne Beiler**
- Barry Corey, Ph.D.**
- David Cribbs**
- Court Durkalski**, Secretary
- Kathy Fairrington**
- Dominick Garcia**
- Randy Hurst**
- Michael L. Kern, III, CFA**
- Ossie Mills**
- Brad Trask**, Treasurer
- Disham Wickramaratne**
- Tom Carter**
- Aaron Cole**
- Nick Garza**
- Cheryl Jamison**
- Klayton Ko**
- Kirk Yamaguchi**

CO-FOUNDERS



Hal Donaldson
President & co-founder
@haldonaldson on Twitter



Steve Donaldson
Senior Director - Rural America & co-founder



Dave Donaldson
Co-Founder
@davedonaldson on Twitter

SENIOR VICE PRESIDENT



Kary Kingsland

INTERNATIONAL DIRECTORS



Joshua Alemayehu
Ethiopia



Bryan Burr
Kenya



Iris Fugon
Honduras



Pablo Gomez
Nicaragua



Raul Manuel
The Philippines



Winny Menendez
El Salvador



Elianchea Shang'A
Tanzania



Lookens Pickering
Haiti, Assistant Executive Director of Mission of Hope



VICE PRESIDENTS



Terri Hasdorff



Erick Meier



Kirk Noonan



Michael Redmon



Randy Rich



Rick Waggoner

SENIOR MANAGEMENT TEAM



Dan Clark, Jr.



Mark Metzger



Tim Kotras



Jeff Nene



Jeff Neal



Jeff Roman



Tammy Raby



Ron Showers



Kevin Rose



Tami Trivitt



Jeff Swaim



Steve Donaldson

OUR INCREDIBLE SUPPORTERS



WATCH JOE ON CNN
convoyofhope.org/jonas



“My brothers and I have worked with Convoy of Hope for awhile now ... and they’ve done some amazing stuff around the world ... In the next two days we’re going to be helping clear debris.”

—**JOE JONAS**, recording artist, volunteering with Convoy of Hope after a tornado in Moore, Okla., in May 2013.



**Text COLBERT to 50555
to donate \$10 to CONVOY OF HOPE**

COMEDIAN STEPHEN COLBERT RALLIES VIEWERS FOR PHILIPPINES RESPONSE

Using his popular show “The Colbert Report” as a platform, comedian Stephen Colbert challenged his audience to raise more than \$100,000 to support Convoy of Hope’s Typhoon Haiyan disaster response in the Philippines. His audience responded, raising more than \$300,000.

“ If someone were to ask me to write a glowing quote about an international humanitarian aid organization, I’d pick Convoy of Hope. Especially if they were the ones to ask me.”

—**STEPHEN COLBERT**, comedian



“My generation has the opportunity to change the world. With Convoy of Hope, I’ve raised my voice and I’m using it to give hope to people around the world.”

—**ZENDAYA**, recording artist and actress



DREW BREES SOARS WITH AMERICAN AIRLINES

Convoy of Hope, Drew Brees and the Brees Dream Foundation partnered together in 2013. American Airlines produced a public service announcement for domestic flights in the United States to highlight this partnership. Drew and his foundation continue to work with Convoy of Hope to raise awareness and resources for survivors of Superstorm Sandy.

“Convoy of Hope [is] an amazing organization that’s committed to helping people that are suffering in the United States and around the world.”

—DREW BREES, professional football quarterback and philanthropist

CROWDFUNDERS HELP RELIEF WORK

Online, non-profit charity organization HopeMob raised more than \$46,000 to support our tornado disaster relief work in Moore, Okla.

HOPEMOB  HopeMob, whose slogan is, “Crowdfunding with Compassion,” utilizes the Internet and social media to share stories of need to draw online financial support for organizations like Convoy of Hope.



COMPASSION FOR DISASTER SURVIVORS

As images of a devastated Moore, Okla., were broadcast on television networks after a large tornado struck on May 20, 2013, a group of 5th-grade girls from Olean, N.Y., took notice.

“They were so moved by the coverage of the tornado and the impact on families, they felt compelled to help,” says Laura Hamed, teacher and Girls On The Run (GOTR) coach at Olean Intermediate Middle School.

Hamed says part of the GOTR curriculum is for the girls to design a community impact project, and they chose to raise funds for Convoy of Hope’s work in Moore. The group of 22 girls held a car wash and were able to donate \$200 to Oklahoma tornado survivors.

“It is so nice to know that the money is appreciated!” added Hamed.



INVESTING IN THE FUTURE

Kimberly Baldwin, a donor and Founder’s Circle member, recently visited Ethiopia with Convoy of Hope. While there she learned that the mother of Bahailu, a boy she sponsors through another organization, had successfully started her own business through Convoy of Hope’s Women’s Empowerment Initiative. After meeting with Bahailu and his mother, Kimberly said, “As we drove off, they waved and smiled and we all had moments to treasure. We are forever changed.”

20 YEARS AND COUNTING

As part of our 20th Anniversary celebration, we began focusing on the theme “Kindness Changes Everything.” Hal Donaldson, President & co-founder, challenged Missouri lawmakers at the Governor’s Prayer Breakfast to make 2014 a year of compassion and kindness. To that end, our “Kindness Changes Everything” campaign was launched for no other reason than to spread kindness by doing good works throughout the nation and the world.

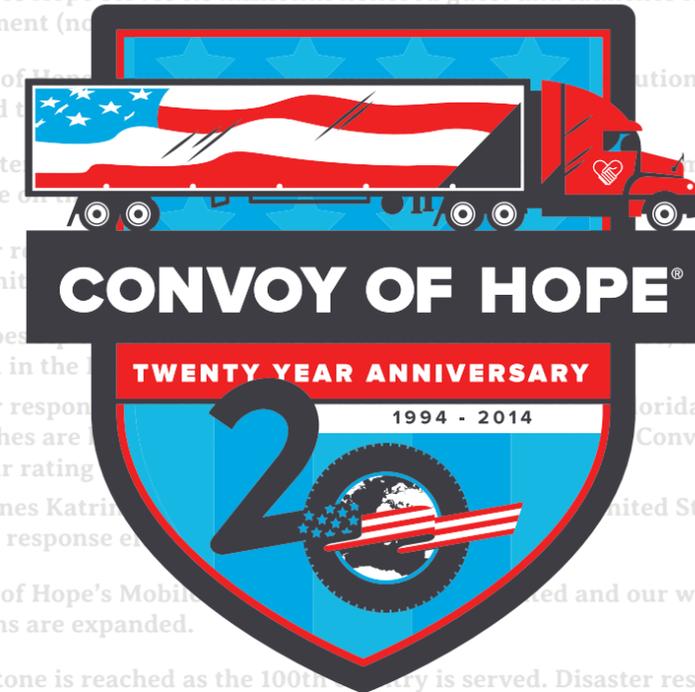
“A year of kindness and compassion can change everything.”

—HAL DONALDSON, President & co-founder of Convoy of Hope



WATCH
convoyofhope.org/kind

- 1994** Convoy of Hope's first office opens in Sacramento, Calif., with initial outreach work focusing on mobilizing volunteers and organizing Days of Care to help the less fortunate.
- 1995** Convoy of Hope's first large-scale community outreach is held and is followed by 11 more major outreaches that year.
- 1996** After moving the home office to Springfield, Mo., Convoy of Hope conducts multiple outreaches in New York City and more than two dozen across the country.
- 1997** The first Convoy of Hope truck is acquired. It begins transporting relief and hope to many people. The Logistics Department is launched and five community outreaches are held on a single day in August.
- 1998** Convoy of Hope's first disaster response work happens domestically and internationally.
- 1999** Convoy of Hope serves its millionth honored guest and launches its International Department (now International Relief Department).
- 2000** Convoy of Hope opens its new Nutrition Center in Springfield, Mo., and the first Convoy of Hope truck is acquired.
- 2001** The September 11 attacks prompt a large disaster response effort in the United States as well as in the Middle East.
- 2002** Disaster relief efforts are conducted in Afghanistan. The first Convoy of Hope truck is acquired.
- 2003** Tornadoes strike the Midwest, prompting a project supporting a hospital in the Midwest.
- 2004** Disaster response efforts are conducted in Florida hurricanes, community outreaches are held, and Convoy of Hope receives a four-star rating from the United States.
- 2005** Hurricanes Katrina and Rita strike the United States, triggering a large disaster response effort.
- 2006** Convoy of Hope's Mobile Food Bank is launched and our water and nutrition programs are expanded.
- 2007** A milestone is reached as the 100th country is served. Disaster response efforts are conducted close to home after a major ice storm strikes Southwest Missouri.
- 2008** Two milestones are reached as the number of people served surpasses 20 million and more than \$100 million worth of aid (since 1994) is distributed.
- 2009** 20,000 children are enrolled in our Children's Feeding Initiative and we surpass more than 30 million people served.
- 2010** A massive earthquake devastates Haiti, prompting a full-scale international disaster response.
- 2011** 100,000-plus children are enrolled in our Children's Feeding Initiative and a massive disaster response begins after a tornado hits Joplin, Mo. Response efforts are also conducted in Japan after an earthquake/tsunami strikes.
- 2012** Hurricane Sandy strikes the East Coast, initiating a major disaster response in New York and New Jersey. We surpass 50 million people served.
- 2013** More than 126,000 children are in our Children's Feeding Initiative. We surpass 63 million people served and conduct major disaster response efforts in Moore, Okla., after a massive tornado, and in the Philippines after Typhoon Haiyan.



FOLLOW THE STORY
#COHtwenty
convoyofhope.org/COHtwenty



WHERE #HOPE IS THE HEART OF THE STORY.

We believe that hope is the common denominator of our story and that everyone could use a steady supply of hope-filled stories.

 On **Facebook**, 11,163 people joined our community where an average of 9,969 people advocated on behalf of Convoy of Hope each month. Together we gained a reach of 9.7 million with 20.1 million impressions for a growth of 120 percent compared to 2012.

 On **Twitter**, @convoyofhope followers increased to 22,600 (a 50 percent increase). Our tweets were retweeted 8,039 times and made 89,374,553 million potential impressions.

 On **Instagram**, @convoyofhope followers increased by 300 percent to 4,000. Our Instagram photos gained 46,502 likes.

The Hope Supply is your opportunity to journey with us by the power of stories to faraway places and perhaps even your community.

CONVOYOFHOPE.ORG/BLOG



CHILDREN'S FEEDING

We're feeding more than 145,000 children in 11 nations. Nutritious food opens doors for education, clean water, healthcare, a sense of hope and much more. In 2013, we fed children in the Philippines, El Salvador, Nicaragua, Honduras, the Dominican Republic, Haiti, Kenya, Ethiopia, Guatemala, South Africa and Tanzania.



RURAL COMPASSION

Rural Compassion resources, empowers and partners with rural churches and organizations through training, mentoring and coaching so they can strengthen communities by improving the lives of local citizens.



COMMUNITY OUTREACH

In 2013, dozens of communities throughout the world experienced a Convoy of Hope Community Event. There, guests of honor received free groceries, health and dental screenings, haircuts, family portraits, hot meals, job placement assistance and much more.



DISASTER SERVICES

In 1998, we responded to our first disaster—flooding in Del Rio, Texas, after Tropical Storm Charley. Since then, we have responded to hurricanes, typhoons, ice storms, earthquakes, tornadoes, wildfires and floods in the United States and around the world. Our goal is to give people help and hope in times of great need. Already, we've responded to 236 disasters and have had the opportunity to bring food, water, ice, emergency supplies and long-term solutions to families reeling from tragedy.



AGRICULTURE

Throughout the world, Convoy of Hope equipped impoverished farmers and their families with the skills, tools and seeds to produce life-sustaining crops through the agricultural work we conduct. In doing so, we harvested tens of thousands of meals for our Children's Feeding Initiative and generated income for farmers and their families.



WOMEN'S EMPOWERMENT

In several countries last year, we brought help and hope to women through job training with the goal of empowering them to grow their capacity and realize their value in their communities. We empower women to make strategic, independent life choices through community-based training in peer-oriented cooperative savings groups and non-traditional microenterprise development.



CHILDREN'S FEEDING

HOPE BEGINS WITH A MEAL.

2013

Haiti		61,834	South Africa		7,960
The Philippines		29,409	Kenya		2,683
Nicaragua		5,216	Tanzania		1,668
El Salvador		9,405	Ethiopia		400
Honduras		3,018	The Dominican Republic		4,000
Guatemala		20,264			

FIVE LEVELS OF INTERVENTION

1. Nutrition
2. Clean & Safe Water
3. Agricultural Initiatives
4. Healthy Living Environments
5. Education



FOOD BRINGS HOPE

Eight-year-old Jocelyn's life changed in 2013 when she began receiving food from Convoy of Hope at her school. Jocelyn is one of 3,018 children Convoy of Hope feeds in Honduras.

"The food is really good," says Jocelyn. "I don't have to wait for a meal here, and I don't have to go hungry anymore."

Jocelyn lives with her mother and three brothers in a dilapidated rural neighborhood. She says her mother works odd jobs to put food on the table, and her father lives far away where jobs are more prevalent.



Our Children's Feeding enrollment numbers in the last 20 years:

Prior to 2009	18,000
2010	23,904
2011	34,390
2012	115,587
2013	145,851

CFI GROWTH

We started feeding children in 2007 focusing our work in Haiti, El Salvador and Nicaragua. We began with 15,000 children but have seen the initiative expand yearly. In 2010, we integrated complementary programs such as clean and safe water, agriculture and women's empowerment so that more children could be fed. The result has been extraordinary.



feedONE.com

In 2013, feedONE, an initiative of Convoy of Hope that aims to eradicate hunger among children, was launched.

“Mother Teresa once said, ‘If you can’t feed a hundred, then just feed one,’” says Chris Sonksen, executive director of feedONE. “Taking her words to heart, we launched feedONE to empower the next generation of leaders in businesses, on university campuses and in churches.”

Already thousands of people have joined feedONE. Visit feedone.com

feed ONE



Chris Sonksen
Executive Director

 @chrissonksen on Twitter



RURAL COMPASSION

HOPE FOR RURAL AMERICA.

2013



6,655

School kits distributed to rural public schools

6,881

Pairs of shoes received by rural public schools

164 Hero Days where local firefighters, police, EMT and military members were honored for their acts of service

462 Cherish Projects that assisted rural families with household supplies, food, new clothing and encouragement

“Thank you, Rural Compassion, for the wonderful gift of a portable power washer and Sustain Project training ... Beyond that, I brought home a truckload of gifts for my family and my church, and I was blessed in several other ways as well.”

—JOHN, Iowa



COMMUNITY OUTREACH

HOPE STARTS HERE.

2013



118,066

Guests of honor served in 2013

Haircuts **12,766** Family Portraits **10,383** Pairs of Shoes **50,040**

“We’re not even sure on a day-to-day basis where we’re going to sleep at night. It’s hard, but at least we have a new start today because of the kindness of others. I’m so thankful.”

—**CHRISTAL**, at a Convoy of Hope outreach in Springfield, Mo.



A GOOD DAY IN TACOMA

As the sun rises on a beautiful morning in Tacoma, Wash., hundreds of people stand at the front of a line that will eventually include more than 6,500 guests of honor. In line is Julie, 42, and her children.

“I’m a single mom, I love my kids, and I work my tail off for them, but I still can’t make it on my own,” Julie says bluntly. “I heard there were going to be school supplies here, and I didn’t have the money to buy them for my babies.”

On this day, if only for a few hours, Julie and her kids get to have fun while receiving help. They receive school supplies, new shoes, a warm meal, a first-ever family portrait and groceries.

“I came here for school supplies, and we’ve gotten so much more,” says Julie. “Thank God for this day. We needed it, even more than I knew.”

JOB HELP

In 2013, Convoy of Hope launched “Made to Work.” The innovative program is a free event that provides job seekers a face-to-face connection with hiring companies, community resources and peers. We invite job seekers and employers to events customized to the needs and opportunities in their communities.



During the past 20 years you have enabled Convoy of Hope to do the following:

986
Signature Community Events held

344,148
Volunteers empowered to serve at those events

25,461
Churches and local organizations engaged



HOPE IN EVERY STORM.

2013

15 Disaster responses made
(8 domestic, 7 international)



Responses

Illinois, Indiana, Missouri, Oklahoma, Iowa, Colorado, Mexico, Jordan, Lebanon and the Philippines.

Typhoon Haiyan

More than 1.25 million meals distributed in the Philippines.

Debris removal jobs **218**

Volunteers deployed **2,120**

Volunteer hours **19,510**

Disaster loads delivered **74**

Miles driven **36,042**

“Faith in action is found in organizations like Convoy of Hope ... This organization has become such a beacon of hope during the darkest of nights — from Joplin, Missouri, and Moore, Oklahoma, to the islands of the Philippines and sub-Sahara Africa.”

—JAY NIXON, Missouri Governor



DISASTER RESPONSE TEAM BRINGS HOPE AFTER COLORADO FLOODS

Just blocks from where children ride their bikes on sidewalks while their mothers visit at mailboxes, National Guardsmen stop motorists at a checkpoint in a Longmont neighborhood that serves as the entrance to a disaster zone.

Just beyond the checkpoint piles of waterlogged sheetrock, couches, water heaters, refrigerators, mattresses and other furniture flank the streets.

“No one in this neighborhood has flood insurance,” says Suzanne, a homeowner whose basement flooded.

Suzanne could be speaking for thousands of homeowners whose homes were inundated with water on September 12th when historic flooding struck Colorado.

Desperate for help, Suzanne is at a loss for words when a team of Convoy of Hope volunteers slip into their Tyvex suits and gloves, put on masks and descend into her basement.

Several hours later the team completes its work. “Thank you, Convoy of Hope!” says Suzanne.



During the past 20 years you have enabled Convoy of Hope to do the following:

236
Disaster responses

37,548
Disaster response volunteers

25,461
Churches and local organization partners



HOPE IN EVERY HARVEST.

2013



1,263,489

Meals locally grown and purchased in Haiti

2,800 Haitian farmers trained in best management practices

400 Haitian farmers that reported a 250 percent increase in yield

“We recently polled 400 farmers, who reported a 250 percent increase in yield and an 80 percent increase in income and quality of life as a result of our education and seed program.”

—JASON STREUBEL, Ph.D., director of agriculture for Convoy of Hope



AGRICULTURAL INITIATIVE BRINGS HARVESTS TO THE HUNGRY

“As far as the eye can see there are farmers who are asking for and need our help,” says Ellison, a local pastor who is responsible for helping bring Convoy of Hope’s Agriculture Initiative to remote parts of Haiti, including his community.

Less than two miles from where Ellison’s school and church are located, Anio, a young mother of four, tends to plants in her field—it’s a field brimming with okra, beans and corn. Harvest is only a couple months away. Anio can hardly wait.

“I haven’t been farming long, maybe two-and-a-half year,” confesses Anio. “I started when Convoy of Hope brought the project to our area.”

Anio says the field brimming with crops has transformed her family’s outlook on life. “In a few months I’ll see my crops harvested and I’ll be able to buy food for my children, take care of their health needs and keep them in school [where Convoy of Hope provides meals each school day for the 700-plus kids who are enrolled there]. I thank God for everyone who has blessed our community through this program.”



Jason Streubel, Ph.D.
Director of Agriculture



WOMEN'S EMPOWERMENT

HOPE FOR EVERY WOMAN.

2013



1,694

Women in four countries participated in our program

- Average of 217 percent increase in income reported by participants after engaging in our sponsored microenterprise activity
- \$5,417 total savings deposited by Women's Empowerment participants into cooperative saving accounts

726 Women participated in health, nutrition and hygiene training

696 Women received both literacy and vocational training

576 Women granted the start-up capital needs to start their business

“There’s no doubt that information is power, and this program is important in that it allows women to make healthy financial decisions that will help to improve their well-being and the sustainability of their families and communities.”

—MADAM MARI CARMEN, U.S. Ambassador to El Salvador



MOTHERS' CLUBS GIVE HOPE

Cristina Moya, a 32-year-old mother of two, supports her family by selling jewelry she learned to make while in our Women's Empowerment Initiative.

“I had no plan for my life before the Mothers' Clubs,” she says. “Now, I'm making jewelry and feeding my children. This is something we all can do and support each other at the same time.”



ETHIOPIAN GOVERNMENT AWARDS CONVOY OF HOPE

The Ethiopian government recognized Convoy of Hope as a model among non-governmental organizations working in the country for its Women's Empowerment Initiative.

According to government officials, the Women's Empowerment Initiative is “life-changing, corruption-free and impactful.”



COMPELLED BY COMPASSION

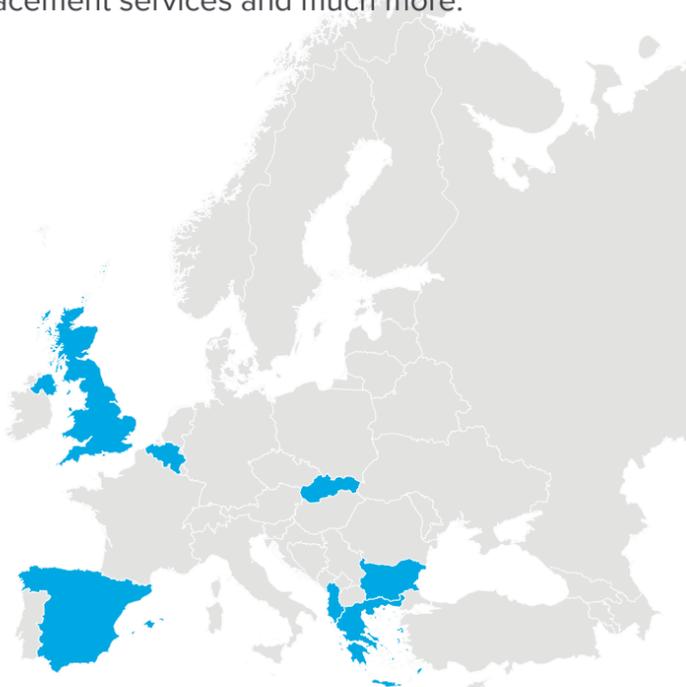
Throughout Europe and other parts of the world, families in need were helped by Convoy of Hope Europe (COHEU). Syrian refugee families were provided food and other necessities, women in Spain were rescued from traffickers, and more than a quarter of a million dollars was sent to the Philippines to help those reeling from Typhoon Haiyan.

COHEU also held Adopt-a-Community events in villages where there was dire need for basic sanitation systems, schools and simple community centers. Five communities in Moldova, Bosnia, Albania and Scotland were adopted.

COHEU also held community events that served thousands of guests with free groceries, health and dental screenings, job placement services and much more.

GUESTS SERVED

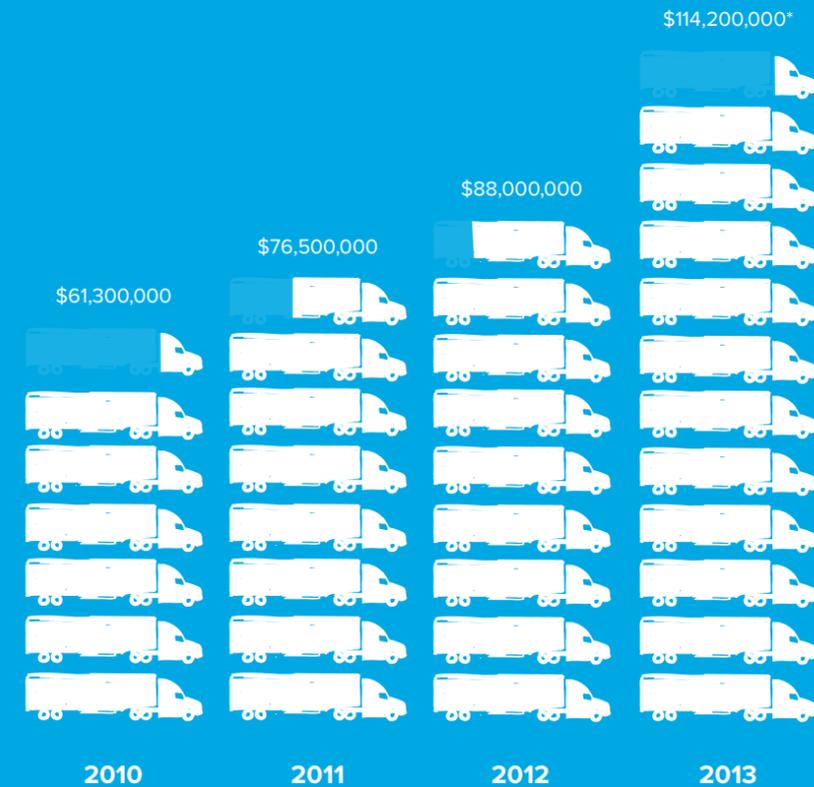
Sabinov, Slovakia	1,300
Charleroi, Belgium	2,000
Bulgaria (5 events)	13,000
Melilla, Spain	1,100
Derry, N. Ireland	25,000
Shkodre, Albania	3,000
Arise Easterhouse, Scotland	1,400
Thessaloniki, Greece	1,200



2013

FINANCIAL SUMMARY

Convoy of Hope finished 2013 with a total revenue of \$114.2 million. Gifts-in-kind increased to \$88.1 million. As a result, we were able to expand our reach by bringing help and hope to millions of people around the world.



GIVING TRENDS

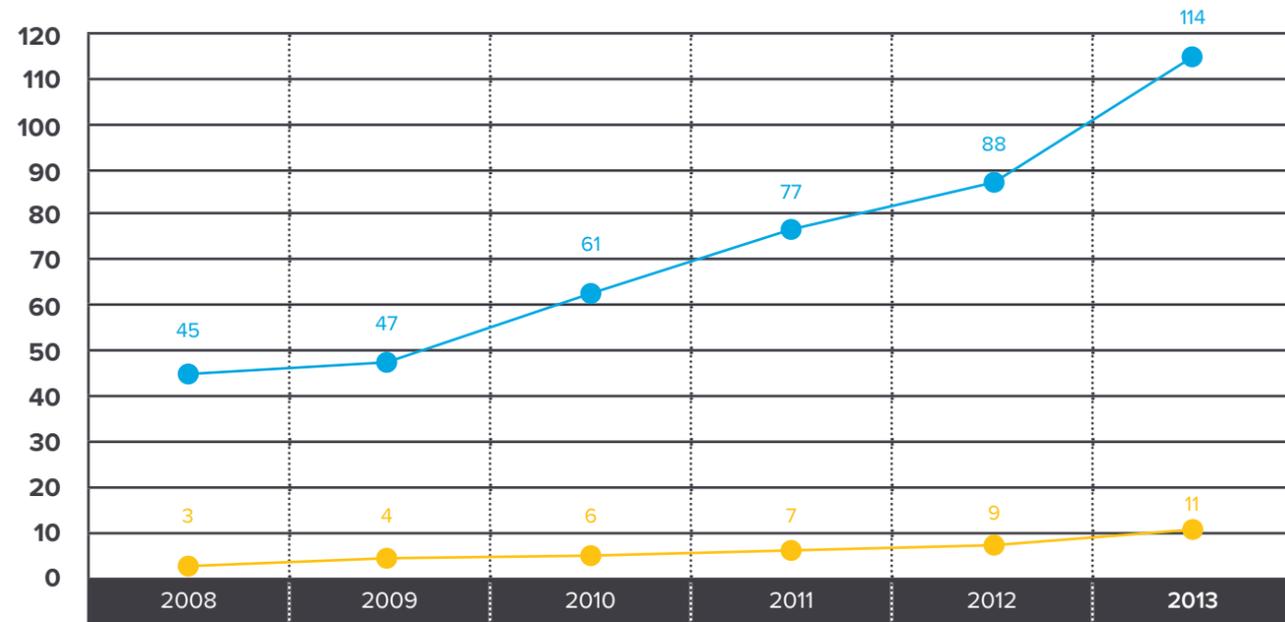
*Numbers are unaudited

REVENUE SOURCES (in millions)	2010	2011	2012	2013
Private Cash Contributions	18.6	20.0	16.0	24.3
Public Contributions	0.4	0.1	0.1	---
Gifts-In-Kind	41.3	55.5	71.0	88.1
Other Income	1.0	0.9	0.9	1.8
TOTAL REVENUE	61.3	76.5	88.0	114.2

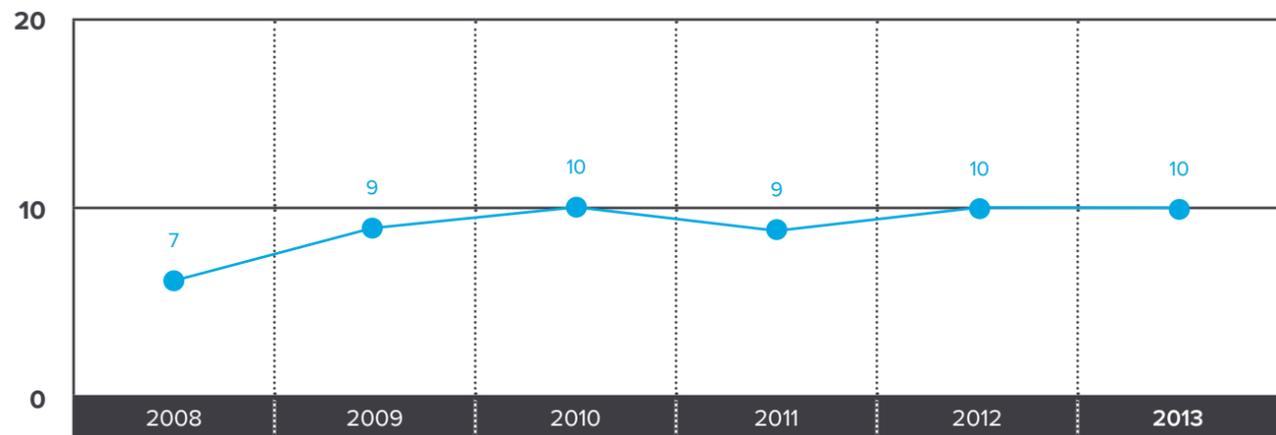
OPERATING EXPENSES (in millions)	2010	2011	2012	2013
Total Program Services	47.9	64.6	78.6	91.7
Fundraising	3.2	4.7	5.7	7.5
Management & General	2.6	2.7	3.3	3.8
TOTAL OPERATING EXPENSES	53.7	72.0	87.6	103.0

REVENUE AND OVERHEAD TRENDS (in millions)

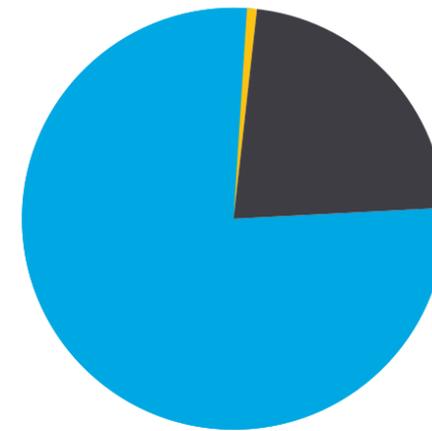
● Total Revenue ● Overhead



OVERHEAD RATE (% of total revenue)

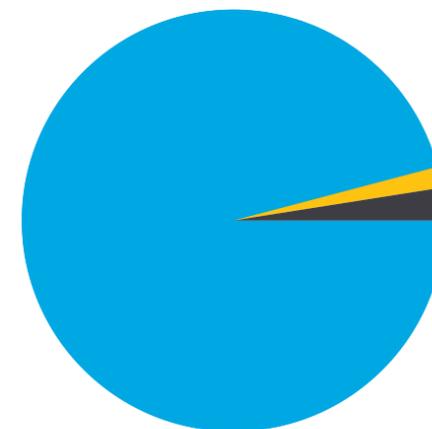


2013 REVENUE (%)



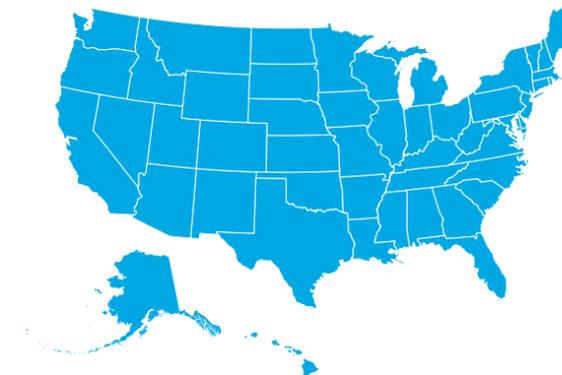
Gifts-In-Kind (77%)
Private Cash Contributions (21%)
Other Income (2%)

2013 EXPENSES (%)



Total Program Services (89%)
Fundraising (7%)
Management & General (4%)

2013 INDIVIDUAL DONORS



Our donors represented every state in the nation and 21 countries. More than 11,000 donors gave online, representing nearly 20 percent of all giving in 2013.

At Convoy of Hope, our pledge is to maintain an effective ministry by being good stewards of the resources entrusted to us. We have a responsibility to maintain integrity and openness in our financial practices. Therefore, we are committed to fulfilling the following standards:

- We are governed by a responsible Board of Directors. Our Board establishes policies, sets budgets, oversees operations and reviews organizational accomplishments.
- Our financial statements are prepared in accordance with generally accepted accounting principles.
- We obtain an annual audit in accordance with generally accepted auditing standards by an independent public accounting firm, BKD, LLP and professional tax services by BKD, LLP.
- Our Board appoints an executive committee to review the annual audit.
- Contributions to Convoy of Hope are tax deductible to the full extent allowed by law.

Convoy of Hope is a recipient of the prestigious Four Star Charity Award from Charity Navigator, and Convoy of Hope has been accepted as a Best of America by the Independent Charities of America.

Convoy of Hope is a member of the Evangelical Council for Financial Accountability (ECFA) and the Accord (Formerly AERDO).

At Convoy of Hope, accountability and transparency are an integral part of everything we do. From every purpose restricted donation, Convoy of Hope's Board of Directors may allocate between 12% and 20% of that donation to cover administrative and fundraising costs. If restricted donations exceed the need of the crisis, the capacity to respond to a crisis and/or when local conditions prevent effective assistance, Convoy of Hope's Board of Directors may reallocate these funds to help Convoy of Hope fulfill its global mission of helping children and families in need.



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