

CONVOY OF HOPE

ANNUAL REPORT

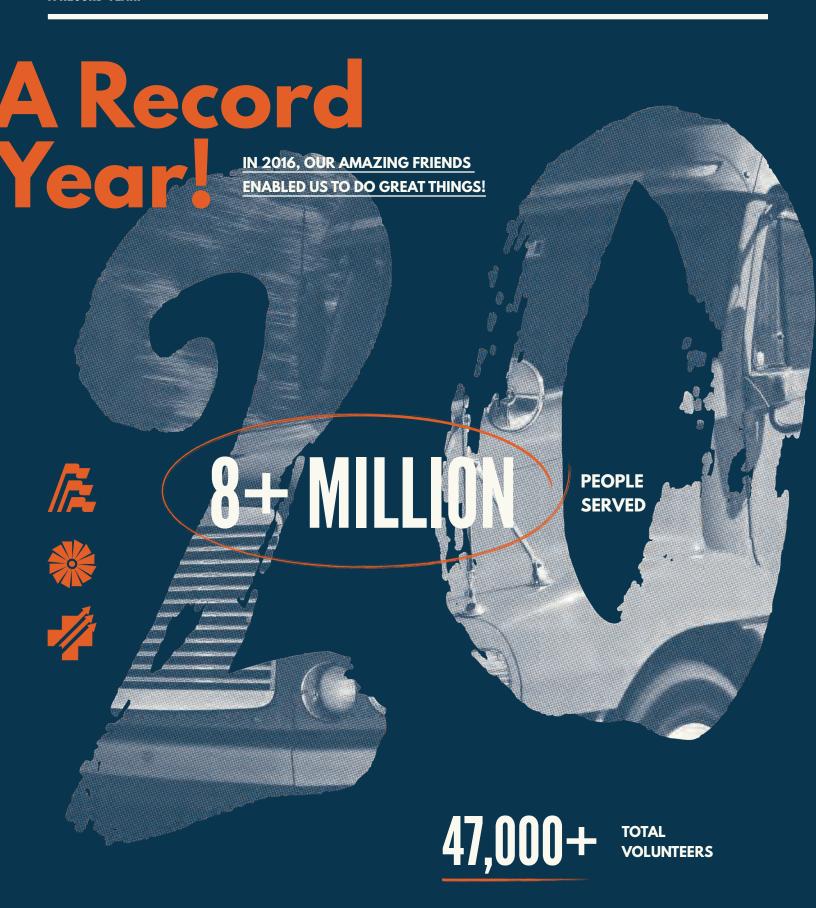
2016 A Record Year

Thanks to our faithful supporters, millions of people throughout the world were served in 2016.

6 KINDNESS CHANGES EVERYTHING

KINDNESS OF PARTNERS

- KINDNESS OF VOLUNTEERS
- KINDNESS FEEDS CHILDREN
- 14 KINDNESS BEYOND THE MEAL
- KINDNESS ADVOCATES
- 22 KINDNESS IN LATIN AMERICA
- 26 KINDNESS IN THE CARIBBEAN
- 28 KINDNESS IN AFRICA
- KINDNESS IN ASIA
- KINDNESS EXPANDS
- KINDNESS FROM DEVASTATION
- 40 KINDNESS IN AMERICA
- KINDNESS PERSEVERES



4

160,000+

CHILDREN FED





Kindness Changes Everything

IN 2016, WE SAW FIRSTHAND THAT KINDNESS CHANGES EVERYTHING!

Thanks to you — our loyal friends and generous corporate and ministry partners — we served a record number of people in 2016. We also saw more donated product come in and be distributed through our supply chain than ever before. There were other significant milestones too — including more than 80 million people served since we were founded in 1994.

All of these accomplishments can be traced back to your trust, kindness and partnership.

As a child, my family relied on the kindness of friends and strangers. I can recall days when our shoes had gaping holes in the soles and our cupboards were bare. But what I remember even more were the days when someone would come by with a bag of groceries or a new pair of shoes — just in the nick of time.

I also remember taking part in a program that enabled children, from families like mine, to attend a San Francisco 49ers game. Fast forward to last December — some 40 years later — when we partnered with the 49ers and their players at Levi's Stadium to bring much-needed provisions and hope to impoverished families.

As you can see in this report, Convoy of Hope has been — and will continue to be — on the frontlines charging into disparity, hunger, poverty and suffering by bringing the light of kindness, help and hope.

We believe that with your partnership, when the world is the darkest, we can all shine the brightest. Thank you for the trust, financial support, prayers, partnership and being determined to transform our world with kindness.

Hal Donaldson

President

CONVOY OF HOPE

@haldonaldson on Twitter





CONVOY OF HOPE BOARD OF DIRECTORS

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Kirk Yamaguchi

Kevin Jonas
HONORARY CHAIRMAN





















































































DEAN STACK IS ONE OF THE

47,000 UNSUNG HEROES

— VOLUNTEERS — HELPING

CONVOY OF HOPE BRING HOPE

TO THOSE WHO ARE HUNGRY,
IMPOVERISHED AND IN NEED.

AS A LEAD VOLUNTEER FOR

HANDS OF HOPE, HE WORKS

AT OUR WORLD DISTRIBUTION

CENTER EVERY TUESDAY NIGHT

TO SUPPORT OUR WORK

AROUND THE WORLD.

ness Iunteers



VOLUNTEER HOURS SERVED

DEAN STACKHands of Hope Lead Volunteer



What do you do for Convoy of Hope?

I'm a lead volunteer here with Hands of Hope. I help coordinate volunteers and operate a forklift.

How long have you been volunteering?

I started volunteering when I heard Convoy was helping with the Joplin tornado in 2011. By 2012, I had become a lead volunteer.

Why do you volunteer?

I just like helping, and this is an easy way to help. When I hear about what Convoy does all around the world and how I can help with the projects they do, it keeps me going and keeps me wanting to come back.

What's the most rewarding part?

I love hearing about the end result; knowing I played a part, and that my work is benefiting someone, somewhere.

What would you say to someone thinking of volunteering?

You've got to do it. Once you do it, you're going to love it.



Leed ONE A CONVOY OF HOPE INITIATIVE

FEEDONE HAD A RECORD YEAR IN 2016 —
HELPING FEED MORE THAN 160,000 CHILDREN IN
11 COUNTRIES — ADDING 10,000 MORE CHILDREN
TO THE PROGRAM.

Because of our generous donors, kids around the world are provided with food, education, healthier living environments, clean water and hope.

Countless lives have been changed because someone like you decided to give \$10 a month to feed a hungry child. When you donate to feedONE, you give kids the opportunity to thrive.

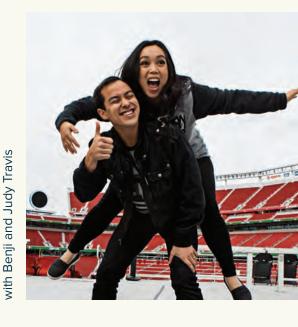
80% revenue growth from 2015



TOTAL REVENUE

Kindness Feeds

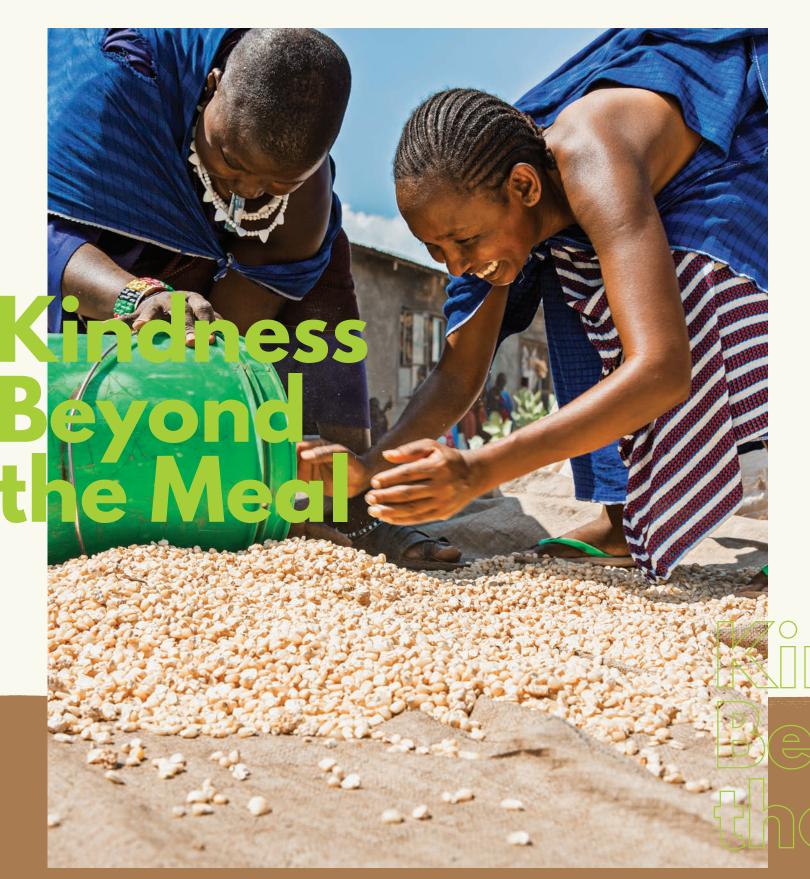
DANCEMBER

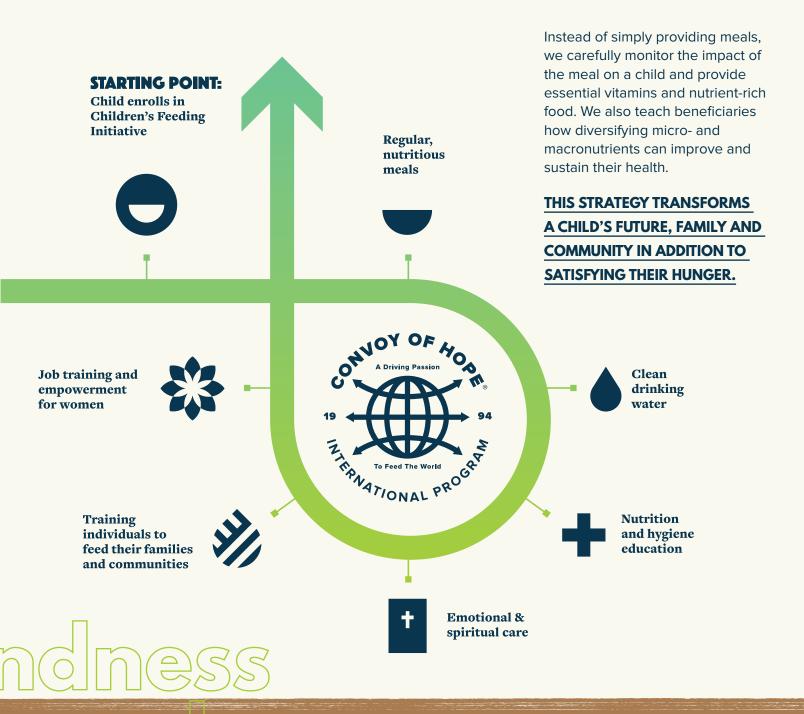


DANCEMBER RAISES MORE THAN HALF A MILLION DOLLARS

In December, our friends and YouTube celebrities, Benji and Judy Travis, danced their way to more than half a million dollars during their annual fundraiser — Dancember — that aims to feed hungry children throughout the world. Along the way, they attracted millions of viewers, crashed part of the Internet and trended on social media.

In total, Dancember raised more than \$511,000 to feed 51,000 kids for an entire month through our feedONE Initiative.





"We began these programs while learning best practices of international development. Now, we're not only implementing best practices — we're striving to set the standard."

— Jason Streubel, Ph.D.
Senior Director — Program Effectiveness and Training

HUNGER AND NUTRITION

UNDERNUTRITION IS MOST DEVASTATING TO CHILDREN
BECAUSE IT IMPAIRS BOTH MENTAL AND PHYSICAL
GROWTH. HUNGRY CHILDREN HAVE SLOWER COGNITIVE
DEVELOPMENT THAN THEIR PEERS, WHICH OFTEN
PERPETUATES THE CYCLE OF POVERTY. SOME OF THE
SEVERE EFFECTS OF UNDERNUTRITION INCLUDE: STUNTING,
REDUCED ADULT INCOME, DECREASED OFFSPRING BIRTH
WEIGHT AND AN INCREASED RISK OF DEATH.

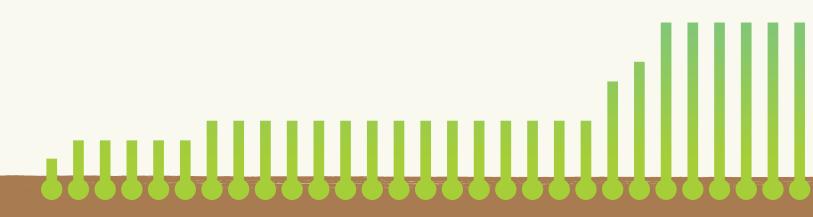
Though nutrition is a complicated issue, it's one of the best vehicles through which we can transform a child's health, education and future. To better understand what it takes to foster healthy, well-nourished children, we continue to adapt our model to fit best practices according to leading research and experts.

Ten years ago it was about filling a belly. Now, it's about nourishing and caring for a whole person.

After starting the feeding program

CHILDREN ENROLLED IN CHILDREN'S FEEDING INITIATIVE

2007	2008	2009	2010	2011
13,000	13,000	13,000	34,390	115,587



INTERNATIONAL PROGRAM BEYOND THE MEAL



Women's
Empowerment (WE)
begins in Ethiopia

Micro+ ntervention begins in Haiti, we met Ana. A few months later, we got to visit with her again. She looked healthier, stronger and happier. She recalled the exact moment Convoy of Hope started the program.

"That was the day my life changed forever," she said.

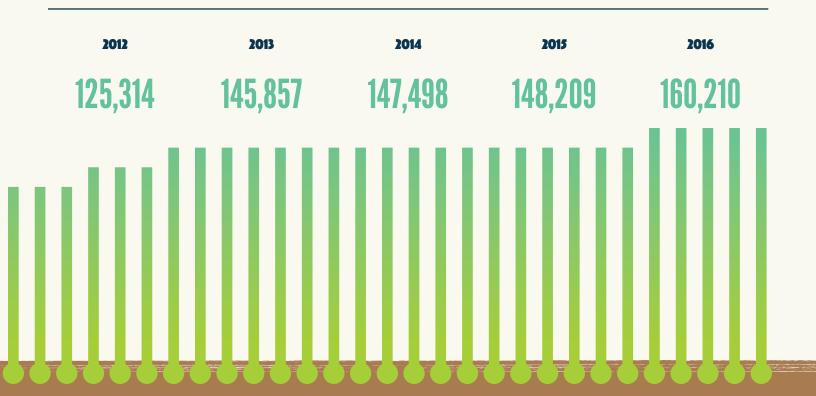
When we started feeding children, we focused on "the one." Though our strategy has changed, we will never lose this focus because we know the extraordinary starts with one meal, child, family and garden.

And one day soon, we hope the roots of hunger wither.

Dr. Harold Collins once said, "The growth pattern of switchgrass focuses as much on what is seen — grass growing on the earth — as is what is unseen — roots growing deep into the earth."

The same can be said of Convoy of Hope's approach in the monitoring and evaluation of our International Program effectiveness. In the past decade we've implemented best practices, built a team of experts throughout the world, created benchmarks and gathered data to make accurate decisions. In doing so we have ensured the highest standards of quality are achieved so every dollar spent and every meal served nourishes our beneficiaries to their fullest potential.

Jason Streubel, Ph.D. Senior Director — Program Effectiveness and Training



Agriculture Initiative
(Ag) begins
in Haiti

Program
effectiveness
monitoring and

Women's
Empowerment
& Agriculture
Initiatives grow to
six countries

119,280
children receive
micronutrients
and 15,277
receive deworming
medications

Participants to-date grow to: WE | 7,383 Ag | 14,106







OUR EXPERTS IN THE FIELD
ENSURE THAT WE ARE NOT
JUST FILLING BELLIES, BUT
PROVIDING NUTRITIOUS FOOD
AND SUSTAINABLE SOLUTIONS
FOR THE FAMILIES WE SERVE.

Raquel Gavidia

El Salvador, Health and Nutrition Facilitator Doctor of Medicine with specialty in Internal Medicine

Aida Guardado

El Salvador, Women's Empowerment Coordinator Degree in Nutrition and Dietetics and 12+ years of experience

Roberto Hernandez

El Salvador, Agriculture Coordinator Agronomist Engineer with specialty in Animal Husbandry

Winefred Menendez

El Salvador, National Director Master's in Local Development

Genet Abay

Ethiopia, Program Coordinator Degree in Applied Sociology

Doris Padilla

Honduras, Health and Nutrition Coordinator Degree in Community Health

Iris Fugon

Honduras, National Director Degree in Education

Ruth Arroliga

Nicaragua, Women's Empowerment Coordinator Master's in Rural Development and 20+ years of experience

Calixta Cruz

Nicaragua, Agriculture Coordinator Degree in Rural Development

Miguel Gaitán Alvarez

Nicaragua, Agriculture Facilitator Master's in Rural Development and 20+ years of experience

ndness Vocates

Pablo Gomez Lazo

Nicaragua, National Director Master's in Business Management and 26 years of experience

Rakel Jaentschke

Nicaragua, Health and Nutrition Coordinator Degrees in Nutrition, Chemistry and Pharmacy

Patricia Osorio

Nicaragua, Early Stimulation Facilitator Master's in Public Health

Diana Moses Ekayo

Tanzania, Agricultural Officer Advanced diploma in Community Development

Sarah Akugizibwe

Tanzania, Program Officer Degree in Project Planning and Entrepreneurship

Mike Clark

Germany, Senior Policy Director & Senior Advisor Ph.D. (ABD) in Humanitarian Diplomacy and has lived and worked in 50+ war zones

Grace Heymsfield

USA, Technical Advisor, Nutrition & Child Health Degree in Dietetics

Rob Kelch

USA, International Program Research and Health Advisor, DNP, FNP - BC Master's and Doctorate degrees as a family nurse practitioner

Brittni Woods

USA, Program Effectiveness Coordinator Degree in Biological Chemistry and Intercultural Studies



Tell us about your background.

Girls were seen as an income, but I never accepted the negativity around me. I knew learning was the only way out of poverty so I worked and studied hard to become a teacher.

Why is Women's Empowerment so important?

Through the program, women don't just receive money — they are trained to become good entrepreneurs. They become self-sufficient and are able to feed their children.

You launched the Empowered Girls program. What was your motivation behind that?

As a teacher, I noticed many girls would stop attending classes because they were getting pregnant. From that, I had the idea to start Empowered Girls to teach all young women they have value.

What is your favorite part of your job?

The programs really work. The young girls dream of becoming doctors, engineers and scientists — women who can change the world. That's the best part.

Seldom resist the impulse to do somethin kind.

BECAUSE OF YOU, 2016 WAS A RECORD-BREAKING YEAR FOR CONVOY OF HOPE.

Your gifts of influence, time and generous financial resources allowed us to reach millions of children and families.

CONVOY.ORG/DONATE

Please make checks payable to:

CONVOY OF HOPE° P.O. Box 219368 Kansas City, MO 64121-9368









16,140

CHILDREN ENROLLED

3,344,766

MEALS SERVED



319 women empowered



ess in



870,783

MEALS SERVED 955

FARMERS TRAINED

ess in



4,028 children enrolled





LIFE-CHANGING NOURISHMENT FOR ARLEN

Centro Reforzamiento Cristiano Villa Bendicion in Nicaragua is home to 36 children enrolled in our Children's Feeding Initiative. They receive nutritious meals, as well as hygiene and nutrition education. Arlen* is just one of the children whose lives have been changed.

hen we first met Arlen, he was malnourished and underweight.
But he was enrolled in our feeding program and since then, his health has improved immensely.

"Before, my son used to suffer from the flu and other types of illnesses," says his mother. "But the food has helped him so much."

He now has more energy to play with friends and enjoy the thing he loves most — sports. Arlen is one of thousands of children whose lives have been greatly impacted because of your kindness.

*name has been changed

13,231

CHILDREN ENROLLED

120

WOMEN EMPOWERED



349 farmers trained



TRANSFORMATION AND INNOVATION

2016 was a year of transformation for the country of Haiti. We saw new buildings raised, old buildings renovated and more kids fed than ever before — all because of your kindness.

e met Madame Jeanette shortly after the 2010 earthquake. Her orphanage was in disrepair and a lack of sufficient resources made it difficult to take care of the children. Thanks to our Field Teams and other faithful friends, we opened a new building that includes new classrooms, beautiful dormitories and a large restroom. We also helped them gain access to clean water, electricity and a fuel-efficient stove.

Another recipient of transformation was Pastor Samuel. Over the course of the year, several teams worked diligently to help him build a two-story vocational school with a library, classrooms, computer lab, office and restrooms. This vocational school will increase their classroom space and provide training for students in areas such as welding, carpentry, sewing and more.

We believe the change that occurred in Haiti in 2016 will have a lasting impact for years — and even generations — to come.

19,179,753

MEALS SERVED

1,850

FARMERS TRAINED



2,677

CHILDREN ENROLLED

701,858

MEALS SERVED



5 farmers trained







1,806,212

MEALS SERVED 8,673

CHILDREN ENROLLED





BARAKA, OUR YOUNGEST AGRONOMIST

My mom died last year. When she did, I lost the most valuable thing in the world. I loved her so much. She did odd jobs like carrying water, doing other families' laundry, and breaking stones with a hammer to sell for construction. She would do anything to make sure we had food. But then, she became a farmer in Convoy of Hope's Agriculture Initiative. It felt so good having her take care of us.

or some time after she died, I was sad and depressed, but one day I told my siblings we had to do something so people wouldn't have anything bad to say about how our mother raised us. That's when I started moving forward and started living to honor my mom. To do that, I got a chicken. It laid an egg and soon enough, I had chicks. The brood kept growing. An agronomist from Convoy of Hope who had trained my mom visited me and offered to help me build a chicken coop. She also taught me how to garden. Soon, I was selling vegetables in the market, and had 25 chickens and several goats.

I'm 14 years old, I'm a top student in my class and I am Convoy of Hope's youngest agronomist. I'm so thankful my mom's business still feeds our family. I'm thankful for all the people who make Convoy of Hope possible and pray they can help more people like me.

440,100

MEALS SERVED

1,750 children enrolled





BREAKING THE GENERATIONAL CYCLE OF POVERTY

Zahara* was a victim of generational poverty. She watched her mother and grandmother struggle to provide for their families and then found herself in the same situation.

ith four children, Zahara consistently struggled to put food on the table. That is, until she joined Convoy of Hope's Women's Empowerment Initiative where she started her own business selling injera.

With tears in her eyes, Zahara now knows a happiness she never thought possible.

"My daughters won't have to grow up in the misery in which I did," she says proudly.

Thanks to the training and startup capital provided by Convoy of Hope — and friends like you— Zahara now rents a home, her children are doing well in school and her thriving business is putting an end to the generational cycle of poverty.

* Name was changed.

450

WOMEN EMPOWERED



MEALS

258,000

MEALS SERVED

1,500 children enrolled





A NEW LIFE FOR SHERI

Sheri, 7, and her family live at the base of a toxic garbage range in the Philippines. Their home is nothing but flimsy scraps of plywood, tattered sheets of plastic and bamboo strips held together by rusty nails and ropes. This is no place for children — especially ones whose parents can't afford to send them to school.

hen we first met Sheri, she was undernourished and sad because she didn't have food and wasn't in school. She spent her days caring for her little brother and wondering if she would ever get to go to school.

Because of generous friends, we were able to enroll Sheri in our Children's Feeding Initiative. Today, her health, life and future are secure with daily meals, clean drinking water and wonderful days in school.

This newfound way of living has energized her and has put a wide smile on her face.

Convoy of Hope's friends have made a new life possible for Sheri.

20,427

CHILDREN ENROLLED



4,217,685

MEALS SERVED 89 women empowered

Kindness Expands

IN 2016, SHORT-TERM DISASTER RESPONSES
TURNED INTO LONG-TERM PROGRAMS IN
NEPAL AND LEBANON. THE RESULTS FOR
COMMUNITIES HIGH IN THE HIMALAYAS AND
ON THE OUTSKIRTS OF REFUGEE CAMPS IN THE
MIDDLE EAST HAVE BEEN LIFE-CHANGING.



310

CHILDREN ENROLLED

n 2015, Convoy of Hope responded to a devastating earthquake in Nepal. In 2016, we added **310 children** at two schools to our Children's Feeding Initiative. In addition to the feeding program, we've also facilitated agriculture trainings to nearly **200 participants** to address the underlying food security issues. Community members, teachers and parents are reporting significant changes in the village from these programs including better attendance because the children are sick less often.



770

CHILDREN ENROLLED

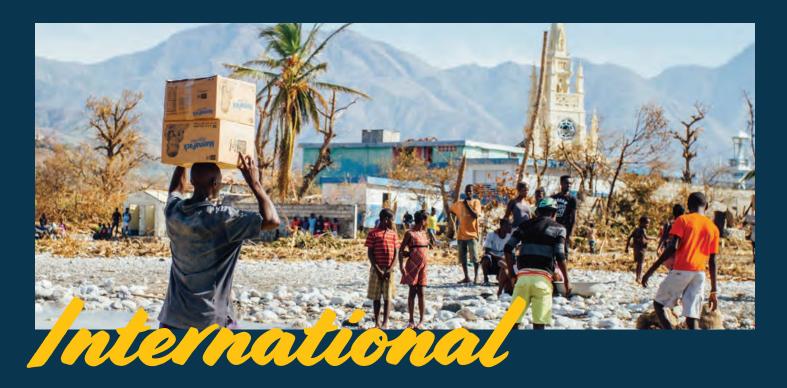
ince 2014, we have worked with local partners to provide vital resources to refugees fleeing Syria including food, heaters, newborn health kits, hygiene kits, coats and more. In 2016, we were able to implement an emergency-based feeding program in Lebanon serving 770 Lebanese and Syrian refugee children at two schools and refugee camps. We will continue to work with our partners in the area to serve even more children and families in these war-torn communities.

Kindness From YOU ENABLED US TO RESPOND TO 26 DISASTERS IN 2016. Devastation

"Last year, we were grateful to transition some of our international responses into the very capable hands of our colleagues in International Program. It is of great comfort to see them as passionate for refugees in Lebanon and earthquake survivors in Nepal as we are."

— Chris Dudley

International Response Director



970,506

PEOPLE SERVED

7,378,038

MEALS DISTRIBUTED



\$9,122,370 worth of emergency supplies delivered

"More than half of our domestic responses in 2016 involved flooding. Our teams spent thousands of hours assisting those affected by flooding around the U.S. by providing much-needed relief supplies and helping residents clean up in the aftermath of the devastating floods."

Stacy Lamb

U.S. Response Director

Kindness From Devastati



242,204

PEOPLE SERVED

22,009

VOLUNTEER HOURS GIVEN



\$3,067,219 worth of emergency supplies delivered

Kindness in America

YOU HELPED US HOLD 47
COMMUNITY EVENTS IN 2016.



memity on to



108,000+

GUESTS OF HONOR SERVED

28,000+ volunteers

SAN FRANCISCO 49ERS JOIN CONVOY FOR THE HOLIDAYS

n December 5, 2016, more than 1,200 people came to the San Francisco 49ers home field — Levi's Stadium — to receive a variety of services and goods free-of-charge including: health and dental screenings, haircuts, family portraits, a hot meal, shoes, cold weather gear, groceries, toys and time with several 49ers players.

"To see these smiles, it brings you back to reality and lets you know what's important," says Torrey Smith, a Niners wide receiver. "This really helps motivate underprivileged kids so they can overcome the odds." 65,000+

SHOES DISTRIBUTED

183,000+

PLUM ORGANICS DISTRIBUTED

16,000+

WOMEN
SERVED
THROUGH NBCF

Kindness in America

HOPE FOR EVERYONE

ur Rural Compassion team served tens of thousands of students in rural communities across America in 2016.

"We have a lot of students that are less fortunate," says the principal of a rural school in Missouri. "A new pair of shoes is a really big deal."

During the holiday season, volunteers helped us distribute a brand new pair of shoes to each student.

"The neatest thing about the event was that every student received a new pair of shoes," the principal adds. "Nobody was singled out."



76,159

PAIRS OF SHOES DISTRIBUTED

1,194

COMMUNITIES SERVED



YOU HELPED US RESOURCE,
EMPOWER AND PARTNER WITH
RURAL CHURCHES TO HELP
STRENGTHEN COMMUNITIES.



ndness Fseveres





6% revenue growth from 2015

Financials

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





REVENUE SOURCES (in millions)	2012	2013	2014	2015	2016*
Private Cash Contributions	16.0	24.3	23.2	23.1	30.3
Public Contributions	0.1	_	0.2	0.5	0.4
Gifts-in-Kind	71.0	88.1	89.2	105.5	107.6
Other Income	0.9	1.8	0.9	1.8	1.1
TOTAL REVENUE	88.0	114.2	113.5	130.9	139.4



MAIL

330 S. Patterson Ave. Springfield, MO 65802-2213 (417) 823-8998 (417) 823-8244 (FAX)

DONATIONS

P.O. Box 219368 Kansas City, MO 64121-9368

convoyofhope.org/donate