

A. CONTACT INFO

Ministry Name	Christ's Hope International
CEO Name & Title	David Kase, US Director
Primary Contact & Title	
Address, City, State, Zip	PO Box 2238, Traverse City, MI 49684
Phone	231-409-4460 (Direct), 877-544-0914 office
Fax	
Email	davidk@christshopeusa.org
Website	www.christshope.org

B. KEY INFO

Year Founded	2003
Total Employees (FT & PT)	5 (US office)
Total Volunteers	5
Total Board Members	7
Total Donors (last 24 months)	
Organizational Memberships	<input type="checkbox"/> Evangelical Council for Financial Accountability (ecfa.org) <input type="checkbox"/> Christian Community Development Association (ccda.org) <input checked="" type="checkbox"/> Other: Christian Alliance for Orphans (CAFO) <input checked="" type="checkbox"/> Other: Standards of Excellence (SOE)
Is your IRS 990 form available for public inspection?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Do you have an annual audited financial statement that meets ECFA's Standard No. 3 and is available to the public?	<input checked="" type="checkbox"/> Yes- Annual Review <input type="checkbox"/> No <input type="checkbox"/> We will meet this standard by (date): _____

C. FINANCIAL INFO (per ECFA reporting categories – www.ecfa.org)

	Last Fiscal Year Actual	Current Fiscal Year Budget	Estimated Budget Following Year
INCOME			
Donated Income	678533	891980	1,100,000
All Other Income	2635		50,000
Total Income	681168	891980	1,150,000
EXPENSE			
Program Services	451855	663871	820,000
General & Administrative	143436	153405	175,000
Fundraising	105582*	35971	50,000
Total Expense	700,903	853246	1,045,000

D. OUR "ELEVATOR SPEECH" (external)

Brand Promise (slogan or tagline)	Caring for the AIDS affected child.
What do you do? (50 words or less)	A family preservation model that advocates for AIDS affected orphaned and vulnerable children to live with extended and foster families in their own communities rather than institutions, abandonment, or neglect. Through Ministry CarePoints we provide and support the child's holistic needs and development multiple times each week.
Key Endorsements (people or organizations)	We have thirteen key church partnerships around the US; a research partnership with Taylor University; local governments and schools accolades of the impact of our program.
Our "BHAG" (Big Holy Audacious Goal) is:	Triple the number of children we reach by 2018

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E. THE FIVE DRUCKER QUESTIONS (internal)

From: *The Peter F. Drucker Foundation Self-Assessment Tool: The Five Most Important Questions Every Nonprofit Organization Must Ask* (leadertoleader.org)

1. What is our mission?	To bring the life changing message of Jesus Christ to those affected with and affected by HIV and AIDS through caregiving and discipleship...
2. Who is our customer?	<ul style="list-style-type: none"> Our PRIMARY customer is: <i>AIDS affected orphaned and vulnerable children in Sub Saharan Africa –an estimate 14-20 million children.</i> Our SUPPORTING customers are: <i>Church partners in the US and in Africa; child sponsors, donors,</i>
3. What does the (PRIMARY) customer value?	Family. Breaking the cycle of AIDS and poverty.
4. What have been our results?	Excellent. Christ’s Hope moved away from institutional care when it became apparent the majority of the children in our homes had families that would take them in if we lifted the financial burden of raising them. They are no longer stigmatized as orphans or living in a children’s home, but part of their own flesh in blood (majority) or loving foster family.
5. What is our plan?	We have strategically developed our Ministry CarePoints in areas with high incidents of AIDS infection and orphaned and vulnerable children population. Each CarePoint has a maximum of 50 children that is partnered with a church here in the US. Church families sponsor the children (\$38/mo), send teams, pray, advocate for their children. Within a 2 mile radius of the 23 existing Ministry CarePoints we estimate there are 150,000 very vulnerable children in need of help. We want to triple the current amount of children we serve by 2018.

F. S.W.O.T. ANALYSIS

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
<ul style="list-style-type: none"> Effective & proven model Established “footprint” in the seven countries we serve. Strong indigenous staff 	<ul style="list-style-type: none"> Refined Training and development curriculum for staff. Facilities (often rentals-which can be unstable) Developing new church partnerships. 	<ul style="list-style-type: none"> US: Develop Regional Advisory Boards in strategic locations. Add local development person in strategic locations 	<ul style="list-style-type: none"> Maintaining excellence in growth. Capacity funding for developing people.

G. THREE STRATEGIC WAYS FOR TBG MEMBERS TO BECOME INVOLVED

No.	Opportunity/Task/Volunteer Role	Target Date
1	2 or 3 people to assist in establishing a local Regional Advisory Board in the Chicago area or neighboring suburbs.	Oct 2016
2	Consulting or support in technology integration challenges (integration of Salesforce program with child sponsorship program and payment platform)	Oct 2016
3	Join us on a Vision Trip in October 2016 or early 2017 in order to understand the ministry model and context in Africa and help understand our current funding model and its challenges.	Late 2016 or early 2017
	Major Prayer Request: Wisdom and discernment in expanding with excellence.	

H. We’d like TBG members to discuss this “URGENT QUESTION” at the event. Describe where you need guidance on solving a problem...overcoming an obstacle...or re-inventing a program, etc.

Our URGENT QUESTION is:

How best to establish a Regional Advisory Board in Chicagoland.

Thanks for limiting your report to 2 pages!