

# CLIMBING

IMPACT REPORT 2018





Dear partners,

In the year 1997, a mountain stood in front of us. It represented the monumental challenge of the crisis of global poverty. At that time, around 30 percent of the world's population lived in extreme poverty. While some would have turned around, we—along with many others—decided to start climbing.

Now over 20 years into that climb, I'm grateful to report that we've made a lot of progress—and that includes this past year. We've also encountered our fair share of obstacles and valleys, but that's something we've learned to expect. Instead of stopping, we face them together as a global network of partners—trusting in God and the mission to end poverty so that all may have life and have it abundantly.

Isaiah 40:4 says, "Every valley shall be lifted up, and every mountain and hill be made low; the uneven ground shall become level, and the rough places a plain." This leveling out is taking place before our very eyes. Just less than 9 percent of the world remains in extreme poverty today! This is not to say that the journey is over or that obstacles don't remain. But it does testify that with God before us, all things are possible. We have faith that we can reach our ultimate summit—seeing the end of extreme poverty by the year 2030.

We can see the top from here. Let's keep climbing together.

A handwritten signature in black ink that reads "Doug Seebeck". The signature is written in a cursive, flowing style.

Doug Seebeck  
Partners Worldwide President & CEO

# 147,839

## BUSINESSES AND FARMS SERVED

1. Isaac Sar, owner of PE&I in Nigeria
2. Jacinta, a farmer in Kenya
3. Members of PAC, our local agricultural partner in Nicaragua



Isaac was in Ipav, Nigeria when he saw them. Hundreds—perhaps thousands—of mangoes, rotting on the side of the road. This is not uncommon in Nigeria. But where most people saw unavoidable food waste, Isaac saw a business opportunity—and he launched PE&I, a food dehydration business.

After securing a few industrial-sized dryers through our network, PE&I took off. Today, they dehydrate mangoes, yams, and other goods, and package them to be sold as food products. This provides an incredible benefit to local farmers who are now able to sell a larger percentage of crops that would otherwise rot before ever getting to market.

Our Partnership Manager in Nigeria, Chinwe Oguamanam, shared a great response from Shiaoondo Adamgbe, a local farmer and PE&I client: “I am not ashamed to tell you that my children were sleeping on a mat. But this year, I sold mangoes and I bought them a mattress. I have also paid their school fees up-to-date.”

By turning rot and waste into profit and hope, these dried mangoes represent our progress in fighting poverty through agriculture. Together with our network of partners, we’re serving more farms and businesses each year—equipping them to create life-changing jobs and long-term impact in their communities.

# 73.3%

## FEMALE BUSINESS CLIENTS



1. Maribeth (right) and her husband on their farm in the Philippines  
2. Members of our local partner in Haiti working at their upholstery business  
3. Pat, a seamstress and business owner in Grand Rapids, MI



Maribeth Cabanes has been blessed with seven children. But her four girls and three boys aren't the only ones she invests her passion and energy into. She also raises pigs for her business, and she's exceptional at it!

Maribeth has been raising pigs in the Philippines for almost 26 years. Throughout her business journey, she has received support from our local partner Katuwang. Katuwang has provided Maribeth with the capital needed to purchase supplies for the pigs. They have also provided her with training in proper management, feeding practices, and more. With her pig business steadily growing, she

hopes to expand next into rice and vegetable farming as well as chicken production.

Maribeth represents one of the many talented women in our network who are thriving in business. As we scale the mountain that is poverty, we're grateful for that number—73.3 percent. Women and girls are more likely to face poverty than men are, so we know that creating economic opportunities for women is key to ending poverty for good. From the Philippines to Kenya, to Haiti and beyond—these women inspire us every day. And we're honored to climb alongside them.

# \$16,758,464

## LOANS DISBURSED



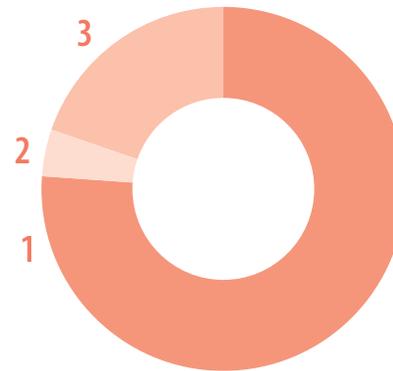
### PARTNER SPOTLIGHT: CREDATEC

Credatec, one of our local partners in El Salvador, currently serves around 150 clients and disbursed a total of 55 loans last year. In 2018, we loaned Credatec \$150,000 to add to their lending portfolio, which now stands at \$400,000. These funds are helping Credatec disburse more loans and serve more clients—equipping them to start and grow successful businesses.

## FINANCIAL SUMMARY 2017-18

Since our inception in East Africa, we've expanded to 34 countries—three more were added this past year alone! Your financial support keeps our global network advancing, one step at a time, toward a world without poverty. We couldn't do this vital work without you and are incredibly grateful for the impact you helped make possible in 2018.

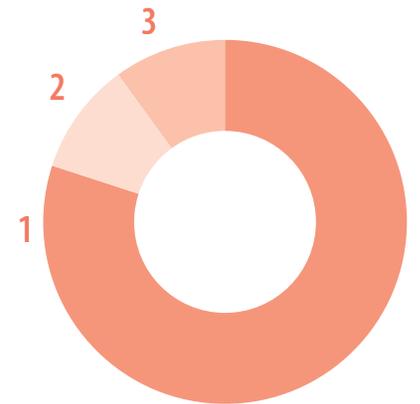
### REVENUE



1. Individuals & Businesses (77.3%) \$5,029,228
2. Churches (3.4%) \$220,670
3. Investments & Other Revenue (19.3%) \$1,259,289

**TOTAL REVENUE** \$6,509,187

### EXPENSES



1. Partnerships & Programs (83.6%) \$5,254,965
2. Management (8.1%) \$512,468
3. Engagement & Fundraising (8.3%) \$521,498

**TOTAL EXPENSES** \$6,288,931

**Transparency and Accountability** The ECFA (Evangelical Council for Financial Accountability) and Charity Navigators are third-party organizations that evaluate non-profits and endorse Partners Worldwide for its financial stewardship. In 2018, we received Charity Navigator's 4-star rating for the sixth year in a row, ranking us in the top seven percent of evaluated non-profits.





# 217,269

## JOBS CREATED AND SUSTAINED



Across our global network, every business and farm encounters obstacles. Every partner faces peaks and valleys, progress and setbacks. But what keeps us moving upward is the interconnected nature of our network, the monumental support provided to one another, and our shared calling by God to end poverty through business so that all may have an abundant life.

Last year, we created and sustained more jobs than ever before. Through meaningful work, individuals were able to lift themselves and their families out of poverty. They are now able to express their God-given creativity and gifts and move beyond survival mode to dream and plan for the future. Parents are able to feed, clothe, and educate their children—breaking the cycle of poverty for good!



# 15,121 GRADUATES OF TRAINING



1. A Microenterprise Training for women in Sri Lanka 2. Brunel, a PW Curriculum Coach in Haiti, with a business training graduate 3. Thoumiyan, a Curriculum Coach in Sri Lanka



In 2018, we saw increased use of the Partners Worldwide biblically-based SME (Small and Medium Enterprise) Curriculum. But we also heard a growing demand from our partners for a curriculum to serve small-scale entrepreneurs. So, we responded by developing a new Microenterprise Curriculum—and it's already showing real, tangible impact!

The Microenterprise Curriculum is preparing first-time entrepreneurs to start small businesses. It is motivating people to save for the first time. It is inspiring them to use business to serve God and others. It is changing the way business owners treat their employees and customers. And it is happening at a very encouraging rate in places like Sri Lanka, where our local partner NCEASL operates.

Last year, NCEASL trained 17 business trainers. One of them is Thoumiyan

Soundaram, who is now taking what he's learned and training entrepreneurs in his native region of Sri Lanka. This "Train-the-Trainer" model has a multiplier effect. The more business trainers, the more business training graduates. And the more graduates, the more people who can grow successful businesses that employ others.

We collaborated with NCEASL to translate the Microenterprise Curriculum into Tamil and Sinhala, two local languages in Sri Lanka. Soon, it will be translated into even more languages, multiplying its reach and impact around the world!

15,121 is an outstanding number of business training graduates. But with the implementation of our new Microenterprise Curriculum, we only expect that number to increase in the months and years to come.



# FACING STORMS

While every entrepreneur experiences challenges, Honduras is a particularly difficult place to do business. There is always a storm to face or a new storm brewing—from natural disasters to political unrest, economic instability to gang violence, and more. Storms foster fear and anxiety, but they can also catalyze courageous leaders like Oscar Ortiz.

Oscar is the leader of MCM, a local partner of ours that has served the community of Nueva Suyapa for over 20 years. Located on the outskirts of Tegucigalpa, Nueva Suyapa has long suffered from high

1. Leaders of MCM, Joni (left) and Oscar (right), with a client 2. Flooding in Sri Lanka 3. Drought that has taken place throughout many regions in Africa



rates of poverty, crime, and gang violence. Amidst this, MCM aims to bring hope by running a variety of community development programs and providing talented entrepreneurs with business training, mentoring, and access to capital.

“I can approach the gangs as a person who cares,” Oscar says. He recognizes that everyone wants the same thing—a better Honduras—and realizes that most gang members would rather be working a real job than extorting business owners in a way that perpetuates the cycle of poverty. Oscar is well-educated, speaks



multiple languages, and could have chosen a safer, more reliable job than leading MCM's ministry in Nueva Suyapa. However, he chooses to faithfully trust God, serve others, and see the image of God in all people—even the gang members who often terrorize his community.

Honduras faces plenty of storms, but Oscar weathers them with servant-leadership, grace, and hope. He is one of many leaders in our global network who are paving a new path forward towards a brighter future for all.

# REACHING THE SUMMIT



Our 2018 Partners Worldwide International Summit was the largest and most diverse gathering our network has ever had. For two days, members of our far-flung global network joined together in Grand Rapids, MI.

But reaching the Summit was far easier for some than for others. In order to attend, hundreds of our international partners applied for visas—and many were turned down. But they applied again. Some even applied three times, demonstrating the persistence and grit of our network! In all, 425 people from 34 countries were able to attend and enjoy networking, fellowship, and co-learning. We rallied around our shared vision of ending poverty for good and encouraged one another to continue pursuing this bold vision in earnest.

The leaders in our network often feel like they're facing an uphill battle alone. But by connecting with others who are also doing this work in their own contexts, they receive the support, encouragement, resources, and guidance they need to press onward and upward.

1. A group of attendees
2. Jen Pettie, a volunteer Business Affiliate and Board Member, speaking in a panel about mentoring
3. A panel session on business training
4. Doug Seebeck delivering a keynote address

## VISION STATEMENT

We aspire to end poverty so that all may have life and have it abundantly.

## MISSION STATEMENT

We mobilize long-term, hands-on global relationships to form a powerful Christian network that uses business as the way to create flourishing economic environments in all parts of the world.



Businesspeople Faithfully Pursuing  
a World Without Poverty

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FOR OVER 20 YEARS, THE DREAM OF JUBILEE HAS INSPIRED US. WE'VE DREAMED OF THE DAY WHEN POVERTY BECOMES A THING OF THE PAST. WE'VE CLUNG TO THE PROPHET ISAIAH'S VISION THAT ALL THINGS WILL BECOME NEW. AND WHILE WE'VE DREAMED, WE'VE HONED OUR STRATEGY AND BUILT A GLOBAL NETWORK—A NETWORK OF THOUSANDS THAT BELIEVE THAT BUSINESS IS A HOLY CALLING, AND THAT BUSINESS IS THE MOST EFFECTIVE WAY TO

# END POVERTY FOR GOOD

IMAGINE A WORLD WHERE ALL ECONOMIES ARE FLOURISHING. WHERE PATHWAYS ARE PAVED FOR EVERY BUSINESS AND ENTREPRENEUR. WHERE GOD'S WILL IS FULLY REALIZED HERE ON EARTH. WHAT A DAY THAT WILL BE! NOW IS THE TIME TO COME TOGETHER. IT'S TIME TO JOIN A GLOBAL, GRASSROOTS MOVEMENT DEDICATED TO ENDING EXTREME POVERTY FOR GOOD. A GLOBAL MOVEMENT OF BUSINESSPEOPLE, CHURCHES, COMMUNITY LEADERS, STUDENTS, AND ALL WHO ARE WILLING TO LEND THEIR ENERGY, RESOURCES, TIME, AND PASSION. WORLD ORGANIZATIONS AGREE THAT POVERTY CAN END BY THE YEAR 2030. SO TOGETHER, LET'S MARCH AS PARTNERS WITH OUR GOAL BEFORE US. LET'S CREATE A WORLD WHERE ALL HAVE THE OPPORTUNITY TO FLOURISH. TOGETHER, LET'S END POVERTY FOR GOOD.