

**A. CONTACT INFO**

<b>Ministry Name</b>	Child Hope International
<b>CEO Name &amp; Title</b>	Spencer Reeves, Executive Director
<b>Primary Contact &amp; Title</b>	Amanda Magnuson, US Director of Operations
<b>Address, City, State, Zip</b>	1225 Coast Village Rd, Ste C, Santa Barbara, CA 93108
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<b>Fax</b>	
<b>Email</b>	<a href="mailto:amanda@childhope.org">amanda@childhope.org</a>
<b>Website</b>	<a href="http://www.childhope.org">www.childhope.org</a>
<b>Facebook</b>	<a href="https://www.facebook.com/childhope">https://www.facebook.com/childhope</a>
<b>Instagram</b>	<a href="https://www.instagram.com/childhopeintl/">https://www.instagram.com/childhopeintl/</a>
<b>LinkedIn</b>	<a href="https://www.linkedin.com/company/18035065">https://www.linkedin.com/company/18035065</a>
<b>Twitter</b>	<a href="https://twitter.com/childhopeintl">https://twitter.com/childhopeintl</a>

**B. KEY INFO**

<b>Year Founded</b>	2004
<b>Total Employees (FT &amp; PT)</b>	22 (2 in US, 20 in Haiti)
<b>Total Volunteers</b>	8
<b>Total Board Members</b>	6
<b>Total Donors (last 24 months)</b>	475
<b>Organizational Memberships</b>	<input checked="" type="checkbox"/> Evangelical Council for Financial Accountability (ecfa.org) <input checked="" type="checkbox"/> Christian Leadership Alliance <input checked="" type="checkbox"/> Other: Christian Alliance for Orphans (CAFO)
<b>Is your IRS 990 form available for public inspection?</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Do you have an annual audited financial statement that meets ECFA's Standard No. 3 and is available to the public?</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> We will meet this standard by (date): _____

**C. FINANCIAL INFO** (per ECFA reporting categories – [www.ecfa.org](http://www.ecfa.org))

	<b>Last Fiscal Year Actual (2019)</b>	<b>Current Fiscal Year Budget (2020)</b>	<b>Estimated Budget Coming Year (2021)</b>
<b>INCOME</b>			
Donated Income	\$360,199	\$435,128	\$478,800
All Other Income	\$225	\$1,200	\$1,200
<b>Total Income</b>	\$360,424	\$436,328	\$480,000
<b>EXPENSE</b>			
Program Services	\$275,683	\$325,335	\$360,000
General & Administrative	\$59,200	\$67,351	\$70,000
Fundraising	\$37,500	\$42,700	\$50,000
<b>Total Expense</b>	\$372,383	\$435,335	\$480,000

**D. OUR “ELEVATOR SPEECH” (external)**

<b>Brand Promise</b> (slogan or tagline)	We do orphan care differently
<b>What do you do?</b>	We care for orphans and widows in their distress by transitioning children from orphanages into loving families. We do this through Christ-centered social work, training and support to orphanages and families.
<b>Key Endorsements</b> (names of people or organizations)	Christian Alliance for Orphans (CAFO) IBESR (Haitian social services) ECFA

<b>Our “BHAG” (Big Holy Audacious Goal) is:</b>	No more “orphans” in Haiti. We want all 32,000 children living in Haitian orphanages to become sons and daughters, thriving in a loving family.
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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)

<b>1. What is our mission?</b>	We care for orphans and widows in their distress by transitioning children from orphanages into loving families. We do this through Christ-centered social work, training and support.
<b>2. Who is our customer?</b>	<ul style="list-style-type: none"> <li>Our PRIMARY customers are: children and families in Haiti that have been separated, causing the child to become a “poverty orphan”</li> <li>Our SUPPORTING customers are: orphanages in Haiti that are interested in transitioning to family-based care</li> </ul>
<b>3. What does the (PRIMARY) customer value?</b>	Christ’s love expressed in family relationships, education, and financial resources.
<b>4. What have been our results?</b>	We have been able to establish family contact and relationship building with over 90% of the children at our orphanage. Beyond that, 5 children have been successfully reunified with their families!
<b>5. What is our plan?</b>	Our plan is to reunify the remaining 20 children in our orphanage, then, working through the Haitian government, provide reunification services to orphanages they are closing.

**F. S.W.O.T. ANALYSIS**

<b>STRENGTHS</b>	<b>WEAKNESSES</b>	<b>OPPORTUNITIES</b>	<b>THREATS</b>
<ul style="list-style-type: none"> <li>Christ focused</li> <li>Credibility &amp; Experience</li> <li>Leadership and Staff</li> <li>Mission &amp; Vision</li> <li>Partnerships and endorsements</li> </ul>	<ul style="list-style-type: none"> <li>Finances</li> <li>Marketing and Donor Development</li> </ul>	<ul style="list-style-type: none"> <li>IBESR (Haitian social services) is prioritizing family reunification</li> <li>32,000 children from 750 orphanages with reunification potential</li> <li>Additional partnerships including local churches</li> </ul>	<ul style="list-style-type: none"> <li>Satan</li> <li>Civil unrest</li> <li>Finances</li> <li>Natural disasters</li> <li>Government failure</li> <li>Entrenched orphan industry</li> </ul>

**G. THREE STRATEGIC (and specific) WAYS FOR TBG MEMBERS TO BECOME INVOLVED**

<b>No.</b>	<b>Opportunity/Task/Volunteer Role</b>	<b>Target Date</b>
1	Ambassadors. TBG members can become Ambassadors and advocate for family-based care with their church, Bible study, and friends.	
2	Development. CHI is interested in building a legacy program as well as an endowment fund, and could use expertise with how to establish these.	
3	Board development. CHI needs to recruit more board members, especially social workers, attorneys, businesspeople. Additionally, we need board members with high capacity to recruit major donors.	
	Major Prayer Request: Peace in Haiti (end of COVID, no govt protests, no gang activity); financial traction	

*Thanks for limiting your report to 2 pages!*