



# Nonprofit Analytics

## GENERAL

Organization Name	Get HOPE Global			U.S. Tax ID#	46-0839256	Year Founded	2012
HQ Street Address	P.O. Box 27584			City & State	Denver CO	Zip	80227
Phone	303.667.4665	HQ Nation	United States		Website(s)	www.get-hope-global.org	
Primary Contact & Title	Julie Melton, Executive Director			Contact Email	julie@get-hope-global.org		
Organization Type	Independent Public Charity		Annual Report Link	https://bit.ly/3h4oDZy			
Nonprofit Accountability Listings	<input type="checkbox"/> BBB (give.org)	<input type="checkbox"/> Charity Navigator	Strategic Partners	Cherry Creek Presbyterian Church (CO), Jewels of God Church (Ghana), Opportunity For All (Tanzania), Genesis Community of Transformation (Cambodia), Rescue Pink (TX, India)			
	<input type="checkbox"/> Guidestar	<input type="checkbox"/> Charity Watch					
	<input type="checkbox"/> ECFA	<input type="checkbox"/> Ministry Watch					
Primary Program Area	Education		Peer Group	Alternativ (fka Yobel), Touch of Love International			
Other Program Area(s)	Microfinance		Clients Served	Women			

## GROWTH TRENDS

	FY 2016	FY 2017	FY 2018	FY 2019	% Change	Explanation
Paid Staff (FTE)	0.7	0.7	0.7	0.7	0 %	
Clients Served	110	546	169	605	450 %	At-risk women. #s fluctuate w/ biannual TTT conferences.
Annual Income	\$51,139	\$44,417	\$137,166	\$90,106	76 %	Additional fundraising for 10-year anniversary in FY18
Donors	64	59	90	51	20 %	10-year anniversary in FY18 brought out one-time donors
Key Activity	5	25	7	37	640 %	# Training Groups. Increases correlate w/ TTT conferences.

## FUNDRAISING

Donor Retention Rate	43 %	Gov't Funding %	0 %	Cost to Raise \$1 (NOT %GIC)	\$ 0.05	Self-sustainability %	17%
Largest Gift for FY2019	\$34,800	Reliance on Largest Gift	42%	Last Capital Campaign	N/A - N/A	Endowment Fund	\$0
Donors Listed by Gift Size for FY2019	Gift Size:	< \$1,000	\$1K - 4,999	\$5K - 24,999	\$25K - 49,999	\$50K - 99,999	\$100,000 +
	# of Donors:	33	13	4	1	0	0
	Total Amount:	\$ 11,938	\$ 23,285	\$ 25,000	\$ 34,800	\$ 0	\$ 0

\*FY16-19 Expenses not entirely separated into 3 functional expense categories

## FINANCIAL MANAGEMENT

\*\*FY19 Cash Donations exclude \$11,395, included in Gift Size breakdown above

Cash & Equivalents on Hand	1+ Year(s)	Near-term Expendable Net Assets	\$245,189	Total Current Debt	\$0
Written Financial Controls	<input type="radio"/> Yes <input checked="" type="radio"/> No	Independent Financial Audits	<input type="radio"/> Yes <input checked="" type="radio"/> No	Reserve Coverage %	648%

FISCAL YEAR		FY 2016	FY 2017	FY 2018	FY 2019	2020	2016-2019 FY TRENDS				
01/01 TO 12/31						<input type="radio"/> BUDGET <input type="radio"/> ACTUALS					
INCOME	Earned Revenue	\$7,642	\$7,280	\$10,226	\$6,478		15 %				
	Gifts in Kind	\$0	\$0	\$0	\$0		%				
	Cash Donations	\$43,497	\$37,137	\$126,940	\$83,628 **		92 %				
	<i>Total Income</i>	\$51,139	\$44,417	\$137,166	\$90,106	\$0	76 %				
EXPENSES*	Program Services	\$34,775	83 %	\$23,283	68 %	\$53,444	85 %	\$28,321	75 %	%	19 %
	Administrative	\$5,675	13 %	\$5,405	16 %	\$6,240	10 %	\$5,178	14 %	%	9 %
	Fundraising	\$1,657	4 %	\$5,541	16 %	\$3,346	5 %	\$4,337	11 %	%	162 %
	<i>Total Expenses</i>	\$42,107		\$34,229		\$63,030		\$37,836		\$0	
SURPLUS/DEFICIT		\$9,032		\$10,188		\$74,136		\$52,270		\$0	

## LEADERSHIP

CEO Name & Tenure	Julie Melton		7 yrs	CEO Age	60-69 yrs	Total CEO Compensation	\$ 23,400
CEO Annual Evaluation	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO has Board Vote	<input type="radio"/> Yes <input checked="" type="radio"/> No	CEO Successor Identified	<input checked="" type="radio"/> Yes <input type="radio"/> No		
Total Paid Staff by Type	FT: 0 PT: 2	Staff Turnover Rate	0 %		Total Volunteers	8	
Yearly Staff Evaluations	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO Direct Reports	1 staff		Annual Board Meetings	4	
Board Chair & Tenure	Sarah Shepherd Browning		< 1 yr	Board Size	8	Board Gender Diversity	Men:3 Women:5
Donation % from Board	42 %	Board Committees	1	Term Length	2 yrs	Consecutive Term Limits	None
Additional Advisory or Development Board	<input type="radio"/> Yes <input checked="" type="radio"/> No		Number of Board Members Related to the CEO		0		

## STRATEGY

MISSION	To transform the lives of at-risk women through redemptive, faith-based business training and support.						
CLIENTS SERVED	HOPE provides business training & microloan resources to missionaries, global workers, and indigenous community leaders. At-risk women and secondary school students in the developing world are the beneficiaries.					LENGTH of Primary Client Relationships	1 Year(s)
The PROBLEM	1.) Poverty due to a lack of education on basic business principles like customer service, saving, marketing, etc. 2.) Lack of accessible funds with a reasonable interest rate to support both starting & growing a microbusiness. 3.) Vulnerability to human trafficking due to the inability to support oneself and/or family.						
Your SOLUTION	Offer a faith-based, culturally appropriate 1-year business training program designed to educate & provide a support network for impoverished women and at-risk girls. Provide access to microloans to support business development & growth. Locally-based Program Leaders utilize our curricula w/ small groups.						
1-3 year PLAN	1.) Invest more deeply in fewer target countries (Ghana, Tanzania, Cambodia, Uganda, Haiti) through Train the Trainer conferences, Regional Director hires, additional loan groups, & accountability trips. 2.) Improve field data collection regarding the impact of past HOPE training & microloan groups (in 1-2 years). 3.) Secure 2-3 new major ministry partners through curricula sales. 4.) Complete BOD transition (in 1 year). 5.) Complete 2 add'l curricula translations (3 yrs).						
Up-to-date Board-approved STRATEGIC PLAN	<input checked="" type="radio"/> Yes <input type="radio"/> No		CUT (or Modified) PROGRAM in last 3 years for bad results			<input type="radio"/> Yes <input checked="" type="radio"/> No	

## IMPACT

Long-term VISION	By the year 2039, over 7,500 women will have received and applied our practical business training, written and presented a business plan, produced tangible results in the businesses, and heard the Gospel message.						
RESULTS Report outcomes not activities	During 2018 and 2019, 742 women received HOPE business training led by 22 different local, indigenous Program Leaders. Of those women trained, 29% submitted their business plans to Get HOPE Global and qualified for and received a HOPE loan. 99% of these approved loan recipients repaid their loans.						
Measure outcomes against benchmarks	<input checked="" type="radio"/> Yes <input type="radio"/> No	Track Key Performance Indicators	<input checked="" type="radio"/> Yes <input type="radio"/> No	Completed independent impact evaluation	<input type="radio"/> Yes <input checked="" type="radio"/> No		
Completed program logic model(s)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Survey program beneficiaries	<input checked="" type="radio"/> Yes <input type="radio"/> No	Conducted randomized controlled trial (RCT)	<input type="radio"/> Yes <input checked="" type="radio"/> No		

**Impact STORY** Leokabia from Tanzania has been a widow for 15 years and has the sole responsibility of providing for her four children. The three oldest children never had the opportunity to attend school because Leokabia did not earn enough from her tomato business to pay for school fees. She joined the HOPE program, learned how to expand her business, received a HOPE loan, and can now afford to send her youngest boy to school.

**Recent Program IMPROVEMENT** 1.) Professional translations of HOPE Business Program - Starting & Growing Your Business - were completed in Creole and Spanish. 2.) HOPE rewrote elements of its weekly Bible lesson curricula.

## GEOGRAPHY

Where do your programs operate?  Local  Regional  National (USA)  International (List nations or regions served below alphabetically)

Get HOPE Global currently operates in Cambodia, Ghana, Haiti, India, Kenya, Tanzania, and Uganda. Over 30 nations have used the curricula to date.

## S.W.O.T. ANALYSIS

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
- Our model of sustainable help - Excellent curriculum products - Board leadership - Small enough to be hands-on with each ministry partner; customer service	- Small and aging donor base - Lack of a large-sized partner ministry org - Organizational efficiencies; often too hands-on - Unreliable donor base	- Increase our prayer ministry - Gather more data from the field - Dream bigger - Market our new Spanish translation	- Current global instability - COVID-19 impact - Travel concerns and limitations

**SOURCE** Completed By: Julie Melton and Steering Team Date: 12/30/2020