

# Impact Report

 ZOE

2017





# Table of Contents

ZOE's Mission	2
Why Empowerment?	3
Our Solution	4
How It Works	6
10 Years of Impact	7
<b>Our Impact in 2017</b>	
Kenya	9
Rwanda & Zimbabwe	10
Malawi & Liberia	13
India & Guatemala	14
Giftees Become Gifters	16
Letter from a ZOE Graduate	17
Financials	18
Board Members & Staff	19
Letter from ZOE's CEO	20

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ZOE's Mission —

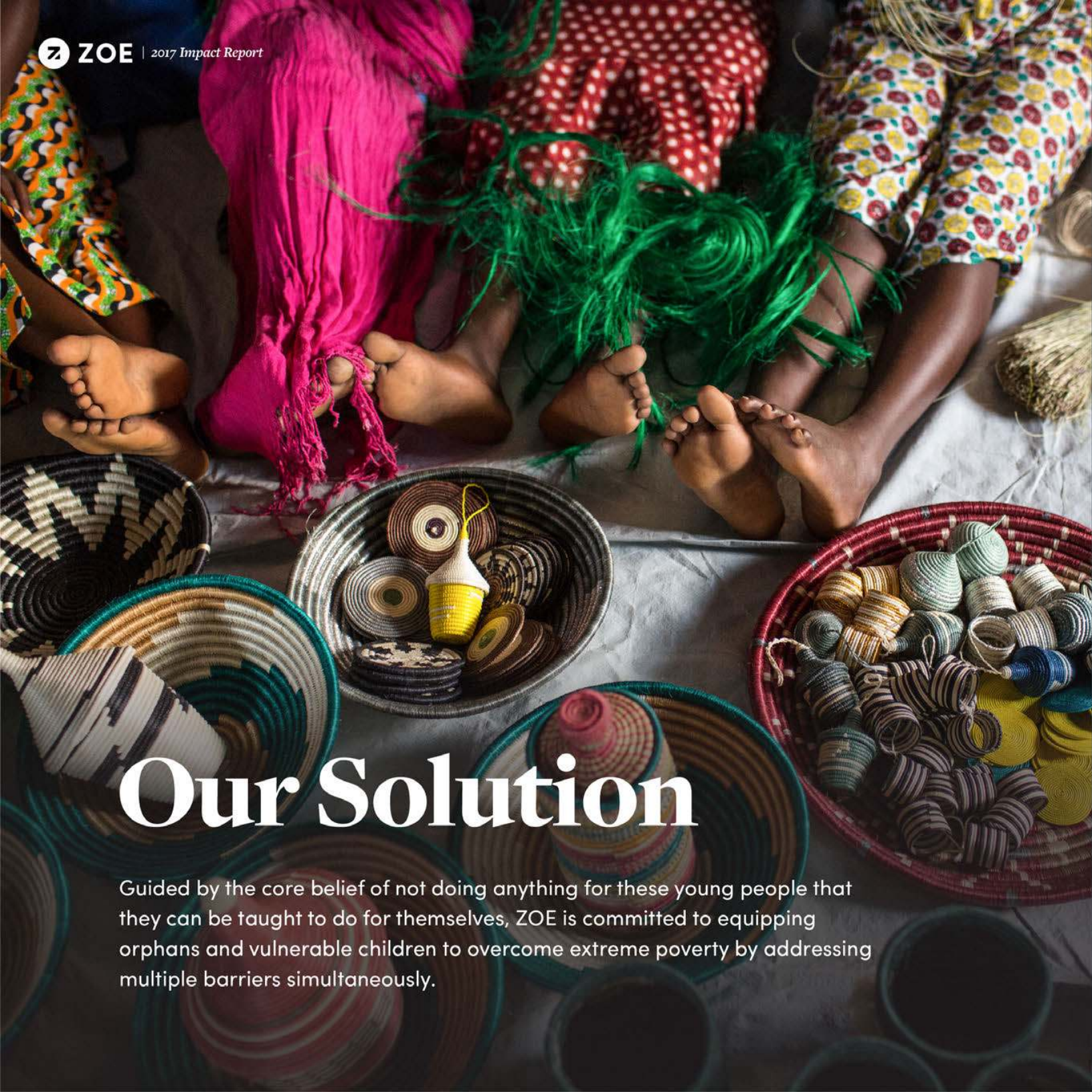
# We empower vulnerable children to move **beyond** charity.

We are breaking the cycle of extreme poverty around the world by empowering orphans and vulnerable children to become entrepreneurs who are socially, financially and spiritually strong.

## Why Empowerment?

Millions of children are isolated and exploited due to extreme poverty. The well-intended response is often to give more, fueling a cycle where young people become dependent rather than independent. Addressing multiple barriers simultaneously is the only way to overcome the problem.





# A Holistic Approach

THE EMPOWERMENT MODEL IMPACTS AT LEAST EIGHT MAJOR AREAS OF LIFE



**Education**  
 Child-led families have the tools and motivation to re-enroll in or begin a formal education, with some even attending college and beyond to maximize their futures.



**Secure Housing**  
 Secure housing, often rented at first, is acquired through purchasing land and building materials with excess business income. Groups join together in providing labor for home construction.



**Health/Hygiene**  
 Hygiene is taught to avoid disease, and access to healthcare is acquired for when young people do fall ill.



**Child Rights**  
 Human rights training enables children to stand up for themselves and those around them. Their group gives them the social structure needed to successfully enforce their rights ending heinous abuses.



**Food Security**  
 Children learn to grow or buy their own food, yielding enough to eat nutritious meals daily, share with other children and sell surplus in the community.



**Income Generation**  
 With a steady stream of income in place, children own multiple businesses employing their siblings, orphans, widows and other community members.



**Community Connections**  
 The sense of belonging to their peer group transcends into larger society as they move from being beggars and sometimes thieves to entrepreneurs and leaders, respected and valued by their community.



**Spiritual Strength**  
 While ZOE is a religiously non-restrictive program, children experience the gospel in action in ways that are always inviting but never coercive. We love to talk about this part of our program; please ask us if you have questions.

# Our Solution

Guided by the core belief of not doing anything for these young people that they can be taught to do for themselves, ZOE is committed to equipping orphans and vulnerable children to overcome extreme poverty by addressing multiple barriers simultaneously.

**Year 1**  
 Empowerment training begins by encouraging children to dream about their future while their most urgent needs are addressed through grants and training. In collaboration with a supportive peer group, business plans are developed, goals are set and a framework to achieve them is put in place.

**Year 2**  
 Businesses can utilize larger micro-loans to forward growth. Regular access to food enables orphans to become healthier, as they learn their rights and go to school. Crops, livestock, businesses and self-esteem increase while their group becomes a family providing social and spiritual support.

**Year 3**  
 Children have successfully turned their lives around through their hard work. Empowerment has uncovered in them confidence and a new voice as respected community members. Businesses diversify and expand, lifting the entire community with the work these young people do.

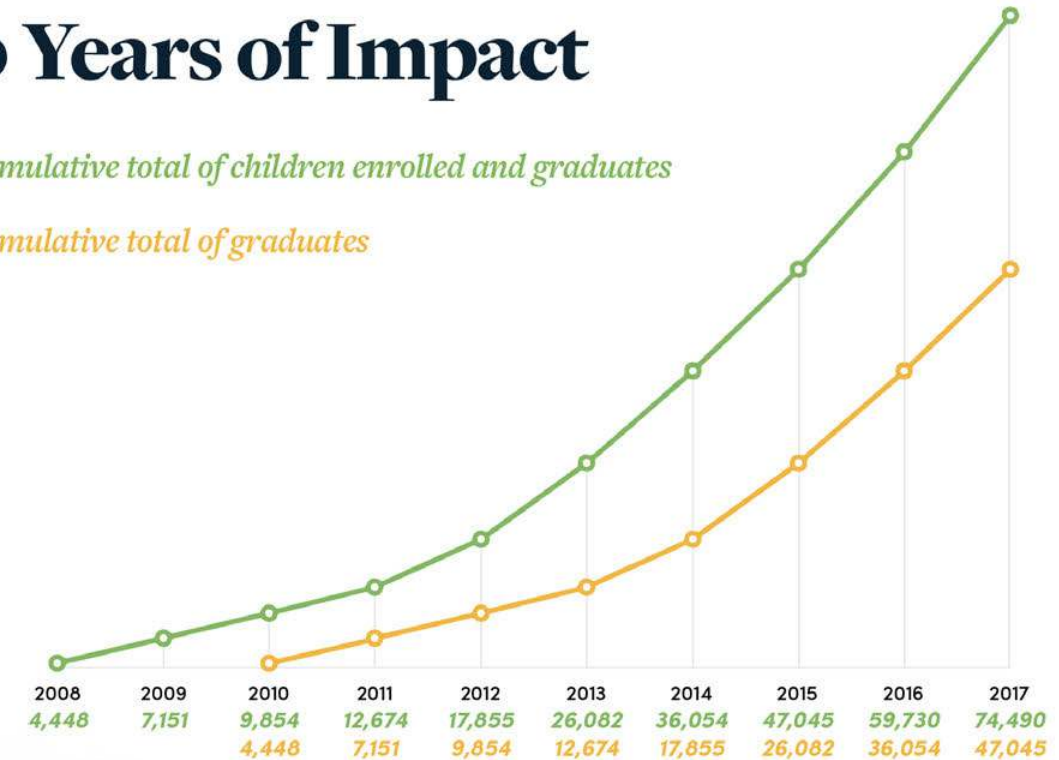
# How It Works

By providing a foundation of relationships, resources and trainings, ZOE equips orphans and vulnerable children with the physical and psychological tools to find their voice and utilize their gifts and talents to make sustainable change in their own lives and within their communities.

**\$7.16** *cost per child per month in 2017*      **38,436** *children served in 2017*

## 10 Years of Impact

- Cumulative total of children enrolled and graduates
- Cumulative total of graduates



### Partner

We partner with supporters and collaborate with ZOE's in-country staff and community leaders to form empowerment groups of 60-100 orphans and vulnerable children living in situations of life-threatening poverty.



### Empower

Groups are led by young people, while local staff and mentors provide guidance on skills to better equip them for overall life success, including education, business training, health and hygiene, spiritual wholeness and human rights.



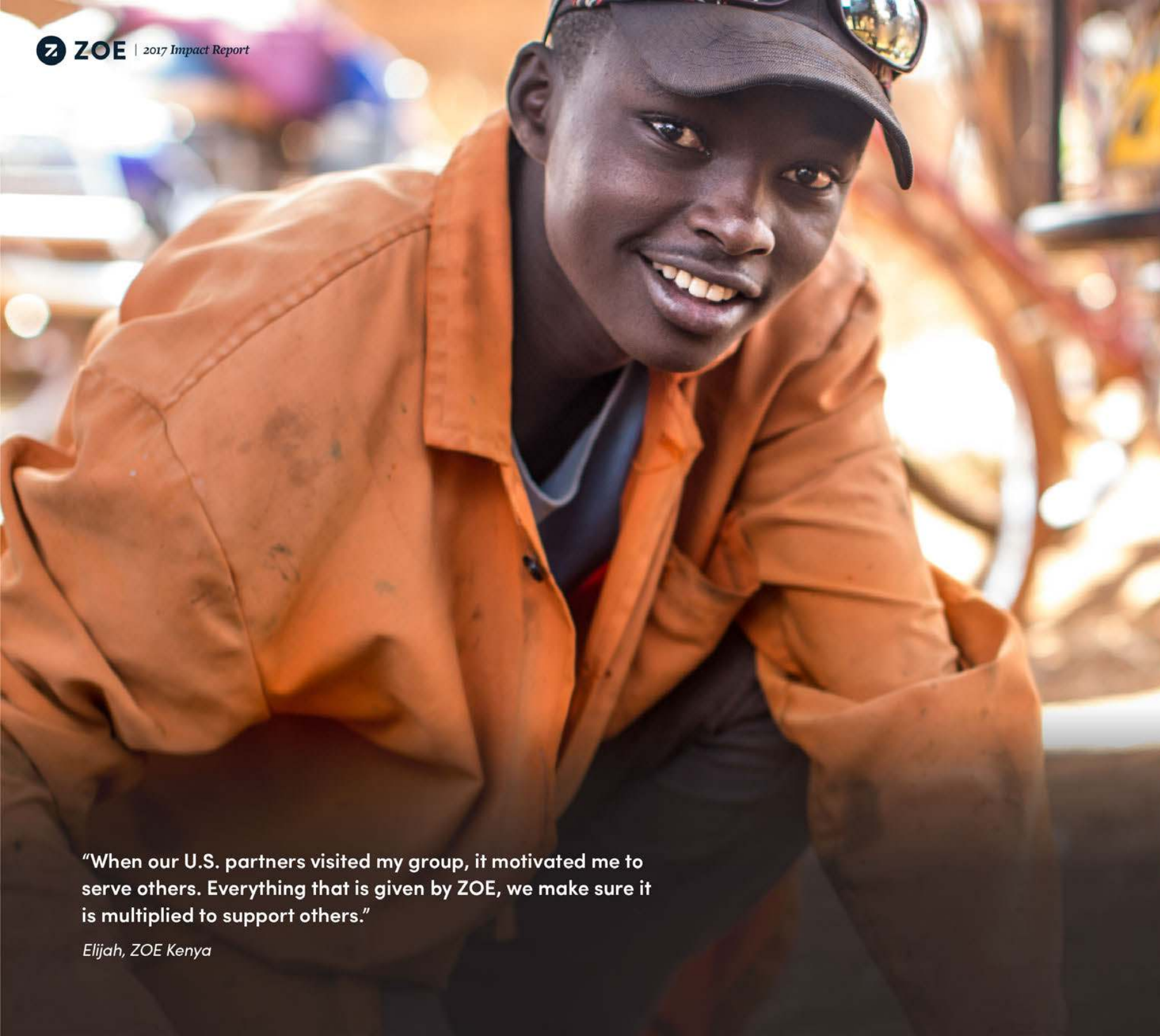
### Multiply

Over the course of the three-year program, children find their voice, confidently start multiple businesses and turn their lives around without handouts—building up each other and the economy of their community in the process.



Esther, ZOE Rwanda

# Our Impact in 2017



“When our U.S. partners visited my group, it motivated me to serve others. Everything that is given by ZOE, we make sure it is multiplied to support others.”

Elijah, ZOE Kenya

## Kenya

COUNTRY MANAGER &  
ZOE CHIEF PROGRAM OFFICER:  
**Reegan Kaberia**



**10,964**

children  
empowered  
in 2017

**103**

empowerment  
groups

**\$738,047**

invested in program  
services & grants

# Rwanda

COUNTRY MANAGER &  
EMPOWERMENT PROGRAM FOUNDER:  
**Epiphany Mujawimana**



**10,122**

*children  
empowered  
in 2017*

**104**

*empowerment  
groups*

**\$711,097**

*invested in program  
services & grants*

# Zimbabwe

COUNTRY MANAGER:  
**Barbara Matsanga**



**6,323**

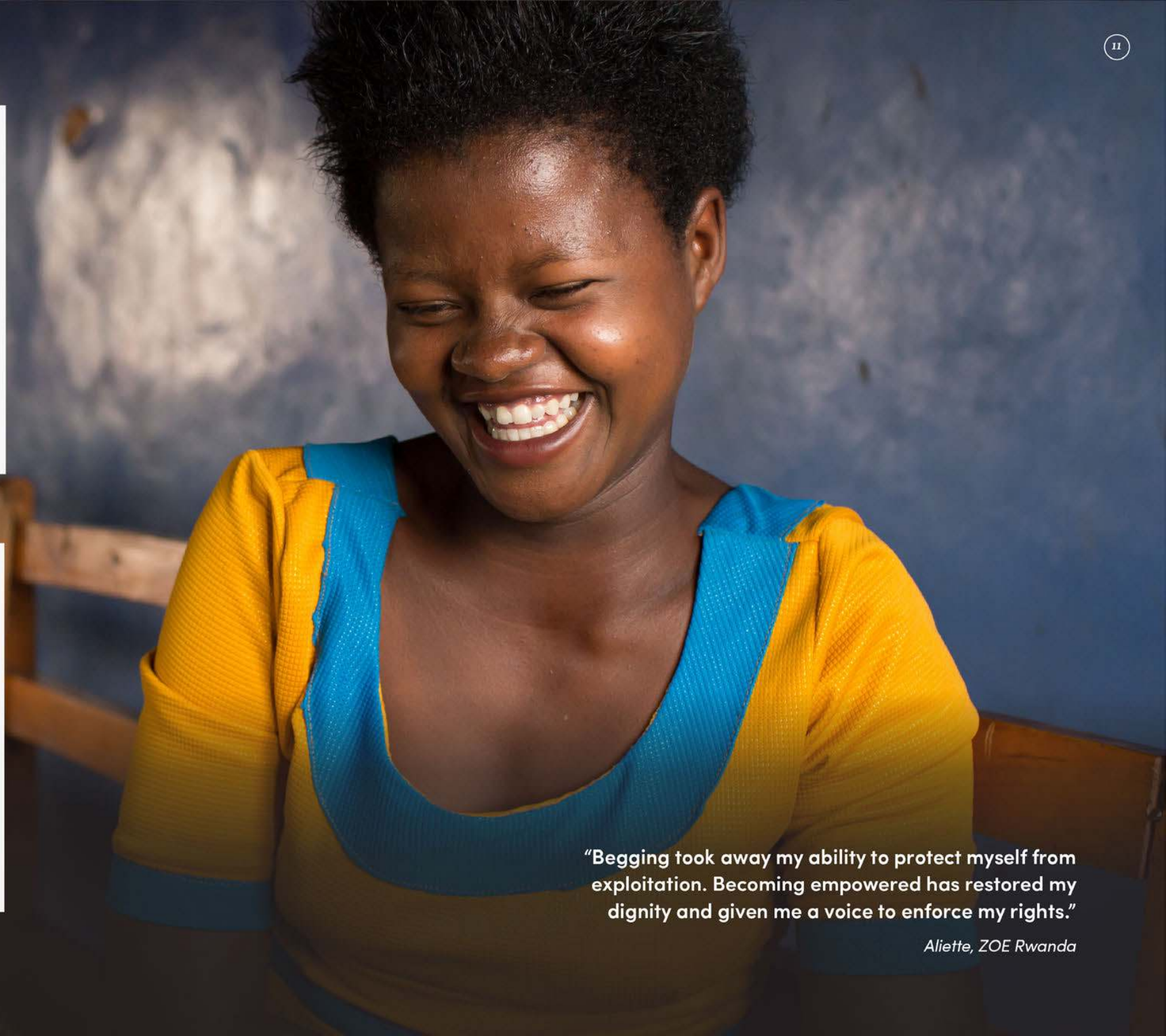
*children  
empowered  
in 2017*

**77**

*empowerment  
groups*

**\$527,238**

*invested in program  
services & grants*



**"Begging took away my ability to protect myself from exploitation. Becoming empowered has restored my dignity and given me a voice to enforce my rights."**

*Aliette, ZOE Rwanda*



"I did not believe much about God while I was living a life of abuse by the people who made me work for food. I am now the owner of a farm and tailoring shop. My faith is growing as I attend Bible devotions with my group. I can now put my trust in God to make me a better person each day."

Mark, ZOE Liberia

# Malawi

COUNTRY MANAGER:  
Mercy Chikhosi



**4,463**

children empowered in 2017

**48**

empowerment groups

**\$291,908**

invested in program services & grants

# Liberia

COUNTRY MANAGER:  
Isaac Dowah



**2,541**

children empowered in 2017

**34**

empowerment groups

**\$209,586**

invested in program services & grants



# India

COUNTRY MANAGER:  
Jabez Williams



**2,570**

children  
empowered  
in 2017

**37**

empowerment  
groups

**\$221,583**

invested in program  
services & grants

# Guatemala

COUNTRY MANAGER:  
Carla Gonzalez



**1,453**

children  
empowered  
in 2017

**22**

empowerment  
groups

**\$221,061**

invested in program  
services & grants



“My group helps each other come up in life together. I am building a big house because my dream is to help empower more orphans in my community. That is the theme of ZOE.”

Rachel, Graduate, ZOE India



"I was inspired by our U.S. partners to become a ZOE donor myself. I have never known strangers to help people they have never met. The ZOE donors were my answered prayer. I wanted to be an answered prayer to another child and show them God's love."

Stella, ZOE Kenya

## Giftees Become Gifters

Moved by the generosity of strangers and U.S. partners who invested in their empowerment process, ZOE program graduates are going from recipients to donors to reach more children in need. In fall 2017, Stella (left) and Raphael (right) were two of over 500 empowerment group members in Kenya who collectively donated \$7,100 to fund more empowerment groups around the world.

### Three Ways to Invest

#### Empowerment Group Partner

By personally committing to invest in a full empowerment group of orphans or a half empowerment group, Empowerment Group Partners are an answer to prayer. While some set up their own payment plan in the form of a pledge, others choose to fundraise the required \$8,000 or \$4,000 each year for three years. The country of impact is determined by the partner, and regular reports are provided.

#### Collective Partner

ZOE makes it easy for monthly donors to join other investors in giving toward the collective partnership of a ZOE empowerment group. Collective Partners simply choose the number of children they wish to impact at \$8 per month, per child. Donations are pooled together to fund entire groups in the ZOE country with the greatest need, and reports are provided on group progress.

#### Campaign Partner

Campaign Partners get creative in how they raise funds, through birthday campaigns, social media, circle of friends, or corporate campaigns. ZOE can assist in setting up a fundraising web page and help with additional ideas.

## Letter from a ZOE Graduate & Donor

Hello, I am writing this to all of ZOE to thank you for the great love, mercy and generous and kind support that you have brought upon orphans who come from our humble family.

I, Raphael Mutethia, express my special thanks to you for the great support I have received from your program. You nurtured me spiritually, economically and socially. I can solemnly confess that, if not for the support that I got from you, my life wouldn't be where it is now. I truly tell you that I managed your funds well and was able to start a small business of buying and selling poultry.

Through my business, I was able to open a bank account where I have saved my profits. I also thank God because throughout my three year program, my business grew and this gave me the ability to cater to all my younger siblings.

I managed to earn enough money to go back to high school. I decided to go back to school so that I will have hope to achieve my dream for which I have strong passion and determination. I took my final exam and I managed to get a B in the year 2015. In 2016, I focused hard on my poultry business, starting with five chickens. I managed my profits and then bought twenty chickens and eight goats which I reared at home. In my life I dislike losing hope easily so I worked with determination to be accepted at a university and pursue my career course.

In 2017, I got my acceptance letter from Mount Kenya University to take journalism and mass communications courses. I thanked God because I was approaching my dream now. In September of the same year I managed to pay my school fees and enroll at Mount Kenya University School of Media.

In summary, I can say, it is God and ZOE Kenya which has made me to discover my dreams and achieve them as the days are coming. It is your support and spiritual words that made me to realize that, with God everything is possible. God can transform pressures into pleasures. May God bless ZOE abundantly.

Thank you very much.

From yours sincerely,

**Raphael Mutethia**  
Kianjai Umoja Empowerment Group Chairperson





# 2017 Financials

**Total Revenue: \$4,608,254\***

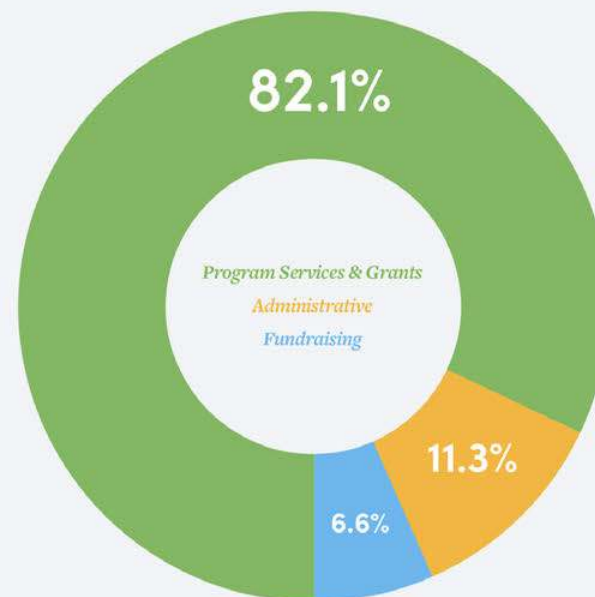
*\*includes pledges that have not yet been received as cash*

**Empowerment Program: \$3,309,432**

Investment made in 2017 to operate the ZOE empowerment program in seven countries empowering over 38,000 children. Includes all country grants for direct inputs and general program expenses.

**Administrative & Fundraising: \$723,875**

Funds invested for audits, program tracking, US staff, fundraising, and impact assessment.



## US Board Members

**Mark McAndrew**

*board chair*

Retired CEO and Chairman of the Board of Torchmark Corp

**Teresa Sherwood**

*vice chair*

Director of Missions, First Mansfield Methodist, Texas

**Ann Eppinger**

*secretary*

President of Eppinger & Associates, LLC

**Stan Bradshaw**

*treasurer*

Chairman of the Board, Pulaski Financial Corporation

**Donna Banks**

Lead Pastor of St. Francis United Methodist Church

**Chris Graebe**

Founding Attorney, Graebe Hanna & Sullivan, PLLC

**Abbie Shipp**

Associate Professor of Management at Texas Christian University

**Mark La Branche**

President of Martin Methodist College

**Erik Ross**

Sales Executive with Accenture

**Emmanuel Jackson**

Lead Pastor of Living Word Lutheran Church

**Linda Folger**

Executive Vice President for HUB International Southeast

**Michael Wilson**

Executive for Netsmart Technologies

**Ivana Cole**

Chief Financial Officer, NC United Methodist Foundation

**Nancy Van Antwerp**

*ex-officio*

Deaconess in the North Carolina Conference of the United Methodist Church

**Jaye White**

*ex-officio*

Outreach Ministry Coordinator for the North Carolina Conference of the United Methodist Church

## US Staff

**Gaston Warner**

*CEO*

**Randy Wiersma**

*COO*

**Elena Ballam**

**Toni Cole**

**Ruth Hillmann**

**Lyndsey Lessner**

**Kristin Magee**

**Laura Nemecek**

**Tina Schmidt**

## letter from ZOE's CEO

What's in a number? To say ZOE has empowered over 74,000 orphans and vulnerable children sounds incredible. But what does it mean? I have heard many large numbers associated with charitable work: 10,000 meals delivered; 2,000 houses built; 1,000 inoculations given. All of which sound impressive.

But ZOE's number has one radical difference – it is only a beginning, not an end.

The young people in ZOE's program start their journey as some of the most vulnerable children on the planet. Yet, they graduate in three short years sustainably self-sufficient across eight critical areas of life: food security, housing, health and hygiene, human rights, education and vocational training, business development, social and psychological wellness, and spiritual wholeness.

And so begins the miracle of multiplication.

These vulnerable children grow and buy their own food – and help feed others. They build their own houses – and offer hospitality to additional orphans. Their businesses enable them to pay for their own needs like healthcare and education – and they employ and train more vulnerable children to do the same. In joy and thanksgiving, they share the love of God with others through their testimonies and actions. These children are not just standing with their hands out, but are lifting their whole community with the work they do, and the young men and women they are becoming.

What's in a number when it comes to charity work? When those numbers track sustainable outcomes, and not just activities, it makes all the difference. And ZOE has the most powerful outcomes, for the smallest external investments, of any program I – and hundreds of supporters who have travelled to see ZOE's program first-hand – have ever witnessed anywhere in the world!

To those of you already supporting ZOE, you are empowering desperately vulnerable children to realize their full potential. Please help us spread the word to others about this incredible work, and what is possible through empowerment.

To those of you reading these words while exploring ZOE's mission, I can promise you that for the specific goal of empowering desperate orphans and vulnerable children to never need charity again, you will not find a more impactful program. Ask us questions. Look at the data. I believe ZOE's measurable and proven results will astound you, as they have astounded those currently supporting these amazing young people. God has entrusted us with the means. Let's change the world!

With gratitude,

*Gaston Warner*

**Gaston Warner, CEO**  
gaston@wearezoe.org



# we are ZOE

**We empower  
vulnerable children  
to move **beyond  
charity.****

*"I know the plans that I have for you," declares the  
Lord. "They are plans for peace and not disaster,  
plans to give you a future filled with hope."*

*- Jeremiah 29:11*



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