EMPOWERING THE WORLD’S POOR TO GROW IN GREATER SELF-RELIANCE

2017 World Impact Report
Our mission is to EMPOWER the world’s poor to GROW IN SELF-RELIANCE through personal and business MENTORING and access to FINANCIAL SERVICES.
“When I visit our clients, the stories of success continue to amaze me. The smiling faces and the gratitude expressed are an indication of the good being done. However, the real indicators of success are; businesses are growing, new homes are being built and children are graduating from college. We’re excited to share our 2017 impact report. On behalf of our clients, mentors, area directors and staff, thank you for being part of our community.

We’re excited about our goals and plans for growth. We expect to make an even bigger impact in 2018!”

Ron Dunford
President & CEO
HOW IT WORKS

Donations are sent to the countries in which we serve.

Our entrepreneurs continue to grow their businesses on their own or by taking out another loan, improving their incomes by 41%.

Our clients have a 98.3% re-payment rate!

Entrepreneur begins their journey.

Attends Business Training.

Receives their micro-loan.

Invests and grows their business.

Mentoring is received throughout.

Repays their loans.

Creates new jobs for others.

Money is re-loaned out to another.

Entrepreneurs continue to grow their businesses on their own or by taking out another loan.
HONDURAS est. 2009
GUATEMALA est. 1995
PHILIPPINES est. 1990
PERU ext. 2003
HONDURAS est. 2009
GHANA est. 2015
NEPAL est. 2017
MEET JUVILYN GUISIHAN
FROM DAVAO, PHILIPPINES

When asked how she would change the world if she could, Juvilyn responds, “I would have my business grow and teach others through mentoring. I would provide more employment for others. I would try to become a source of courage to others, reminding them that though life may be hard, we can be as strong and hard as the bamboo stalk.”

Juvilyn is a strong, kind, and faithful mother and entrepreneur. She was born and raised in Davao, Philippines. After several years of marriage, Juvilyn and her husband Julius had not been able to have any children. They truly wanted a family, so they decided to adopt two children.

Juvilyn’s husband owns a motorcycle and gives people rides, similar to a taxi. Sometimes, he is able to take assorted fruits to vendors to sell for extra income. During this time, Juvilyn was home with the children. The family’s income was about $54 USD a month.

Juvilyn was introduced to Mentors Philippines through her neighbor. Upon taking classes and qualifying for a loan, Juvilyn decided to purchase a small boat and a fish net. She had learned how to fish when she was a child from her father. Juvilyn now has a new way to earn money for her family through fish vending. She is able to catch and then sell assorted fish from her home.

Julius, Juvilyn’s husband still has his motorcycle business and Juvilyn manages the fish vending business. In the year since Juvilyn become involved with Mentors Philippines, the family income has increased to $312 USD monthly. With this increase in income, Juvilyn feels that she can meet her family’s expenses, while giving her children the opportunities she dreams of.

Pictured is Juvilyn in her boat with some of the fish she has caught to sell.
Mentors International

**Over 4.3M individuals working towards self-reliance since 1990**

**27,793 families impacted**

**98.3% repayment rate**

**90% of loans made to women**

**Incomes increased by 41%**

**15,185 loans disbursed**

**15,723 new jobs created**

**$5,182,709 total amount distributed**

Numbers based on the 2017 fiscal year
BUSINESS TRAINING AND EDUCATION

Many of our clients have had little education and even less opportunities. We teach them to create a vision for their families and their businesses while helping them understand that they can do more than they think they can.

We help them learn how to develop a business plan, while teaching them basic business skills such as inventory control, money management and marketing. Our training is dynamic and customized to specific personal situations. Often our clients create successful business opportunities in ways that we could not have predicted.
MEET KWAME JOSEPH
FROM AKROFUFU, GHANA

For over 10 years Kwame Joseph struggled to provide for his family working as a shoe mender. He wanted to improve and grow his business, but he didn’t know where to turn.

When Mentors Ghana first came to his village offering to teach self-reliance classes he reluctantly joined. Kwame thought he needed money, not classes. His thoughts soon changed when the class began. He was taught the 6P’s of successful business principles: Passion, Patience, Persistence, Positive attitude, Planning, and Practice. He especially appreciated learning how to keep proper records and also separate business and personal accounts.

He committed himself to start observing these principles within the first week of the classes, and continued until the end of the six weeks. At the end of the classes, each participant was interviewed before they received their loan check. Kwame joyfully declined the loan. He said that the lessons were what had been missing in his business for the past ten years, not the money. Kwame promised to keep observing the business principles he had been taught.

Over the next six months Kwame worked diligently on improving his business. He even built his own shop. After he had improved his business as much as he could on his own, he then applied for a $220 USD loan from Mentors Ghana. He purchased leathers and other shoe making materials. He now makes shoes and native sandals to sell.

Kwame said, “I have seen a massive improvement in my business and my life. I am now a respectable shoemaker and not just an ordinary shoe mender.” He has gained respect for himself and his family. He is making more profits than ever before. He attributes all his success to the lessons he learned from Mentors Ghana.

Pictured is Kawame with his daughter. He can now afford to send her to school.
MENTORING

Mentoring teaches us to lift each other up, creating powerful, positive, long-lasting relationships along the way.

We assign our clients a mentor. Unlike many other micro-finance organizations, Mentors International provides a high degree of ongoing, personalized training and mentoring to our clients. The knowledge and encouragement they receive is vital to their success as they build businesses and grow in greater self-reliance.

Many of our clients have had little education and even less opportunities. With mentoring comes a new found confidence, empowering them to move forward building their own successful futures.
FINANCIAL SERVICES

Mentors International is often able to provide micro-loans to those who would otherwise have no access to credit or any other financial services.

People in developing countries who live in poverty don’t have access to banks. Traditional financial institutions will not work with them because of their lack of collateral, lack of education, and their inability to provide a down payment.

The village loan shark becomes their only option. Hard-earned profits go straight back into the loan shark’s pocket, and people become locked in a cycle of debt payments that leave them with almost no profit to show for their hard work. This harmful lending practice is common in developing countries. These worthy entrepreneurs have no financial resources available to help them expand their businesses and improve their family’s well-being.

NOT JUST LOANS

Mentors International also provides an array of financial services including savings, death benefits, independent loans, insurance products and financial training.
In Loving Memory of Mark L. Petersen
Mentors International President & CEO
January 3, 1959 - May 29, 2017

LEADERSHIP TEAM

U.S. OPERATIONS
Ron Dunford - President & CEO
David Stump - Chief Financial Officer
Nathan McClellan - Vice President of International Operations
Emily Olson - Program Manager
Sarah Barrett - Director of Marketing
Melanie Winterton - Office Manager
BOARD OF DIRECTORS

OFFICERS

CHAIR - RICHARD TANNER
Executive/Owner, Concero Connect, UT
PAST CHAIR - KENT B. PETERSEN
CEO, MorpH2O, UT
VICE CHAIR - DON PATTERSON
CFO, Innovative Coatings Inc., Gilbert, AZ
TREASURER - DANNY GUNNELL
President/CEO Liberty Pioneer Energy Resource, UT
SECRETARY - SCOTT R. PETERSEN
Chairman and Founder, Omadi Corporation, UT

Directors

Shane V. Argyle, Entrepreneur, UT
Gary Free, Founder, Free and Associates, UT
Michael Glauser, Executive Director of the Clark Center for Entrepreneurship in the Jon M. Huntsman School of Business at Utah State University
Natalie Goddard, dōTERRA Presidential Diamond, UT
Ron Gunnell, The BroadStreet Group, UT
Teresa Harding, dōTERRA Presidential Diamond, China and UT
David Jensen, Founder & Executive Chairman, Aviacode Inc., UT
Norman O. King, Principal, Cornerstone Property Services, AZ
Elizabeth Mumford, Bertin Family Foundation, UT
Derrick Porter - Beauty Industry Group, UT
Bonnie Smith, Lear Corporation, MI
Davis Smith, CEO, Cotopaxi, UT
## STATEMENTS OF FINANCIAL POSITION

- for Fiscal Years Ending June 30\(^{th}\) 2016 and 2015

<table>
<thead>
<tr>
<th>CURRENT ASSETS</th>
<th>2017 Unrestricted</th>
<th>2017 Temporarily Restricted</th>
<th>2017 Total</th>
<th>2016 Unrestricted</th>
<th>2016 Temporarily Restricted</th>
<th>2016 Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents</td>
<td>$31,671</td>
<td>$145,891</td>
<td>$77,562</td>
<td>$225,023</td>
<td>$48,954</td>
<td>$273,977</td>
</tr>
<tr>
<td>Affiliate Fees Receivable</td>
<td>$5,634</td>
<td>-</td>
<td>$25,634</td>
<td>$31,092</td>
<td>-</td>
<td>$31,092</td>
</tr>
<tr>
<td>Current Notes Receivable - Foreign Affiliates</td>
<td>$214,620</td>
<td>-</td>
<td>$214,620</td>
<td>$214,620</td>
<td>-</td>
<td>$214,620</td>
</tr>
<tr>
<td>Prepaid Expenses &amp; Other Current Assets</td>
<td>$2,143</td>
<td>-</td>
<td>$23,143</td>
<td>$6,492</td>
<td>-</td>
<td>$6,492</td>
</tr>
<tr>
<td><strong>Total Current Assets</strong></td>
<td><strong>$595,068</strong></td>
<td><strong>$145,891</strong></td>
<td><strong>$740,959</strong></td>
<td><strong>$477,227</strong></td>
<td><strong>$48,954</strong></td>
<td><strong>$526,181</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>PROPERTY AND EQUIPMENT</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Office Furnishings and Equipment</td>
<td>$21,413</td>
<td>-</td>
<td>$21,413</td>
<td>$20,724</td>
<td>-</td>
<td>$20,724</td>
</tr>
<tr>
<td>Leasehold Improvements</td>
<td>$11,426</td>
<td>-</td>
<td>$11,426</td>
<td>$11,426</td>
<td>-</td>
<td>$11,426</td>
</tr>
<tr>
<td>Software</td>
<td>$4,786</td>
<td>-</td>
<td>$4,786</td>
<td>$4,786</td>
<td>-</td>
<td>$4,786</td>
</tr>
<tr>
<td>Accumulated Depreciation &amp; Amortization</td>
<td>($36,263)</td>
<td>-</td>
<td>($36,263)</td>
<td>($34,522)</td>
<td>-</td>
<td>($34,522)</td>
</tr>
<tr>
<td><strong>Total Property and Equipment</strong></td>
<td><strong>$1,362</strong></td>
<td>-</td>
<td><strong>$2,414</strong></td>
<td><strong>$2,414</strong></td>
<td>-</td>
<td><strong>$2,414</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>OTHER ASSETS</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Investments, Cost</td>
<td>-</td>
<td>-</td>
<td>-</td>
<td>$30,299</td>
<td>-</td>
<td>$30,299</td>
</tr>
<tr>
<td>Notes Receivable - Foreign Partner Affiliates</td>
<td>$100,272</td>
<td>-</td>
<td>$100,272</td>
<td>$331,014</td>
<td>-</td>
<td>$331,014</td>
</tr>
<tr>
<td>Other Assets</td>
<td>$3,385</td>
<td>-</td>
<td>$3,385</td>
<td>$3,385</td>
<td>-</td>
<td>$3,385</td>
</tr>
<tr>
<td><strong>Total Other Assets</strong></td>
<td><strong>$103,657</strong></td>
<td>-</td>
<td><strong>$103,657</strong></td>
<td><strong>$364,698</strong></td>
<td>-</td>
<td><strong>$364,698</strong></td>
</tr>
</tbody>
</table>

| TOTAL ASSETS                                         | **$700,087**      | **$145,891**               | **$845,978**| **$844,339**      | **$48,954**                 | **$893,293**|

<table>
<thead>
<tr>
<th>CURRENT LIABILITIES</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable and Accrued Expenses</td>
<td>$25,631</td>
<td>-</td>
<td>$25,631</td>
<td>$33,212</td>
<td>-</td>
<td>$33,212</td>
</tr>
<tr>
<td>Accrued Interest, Current Portion</td>
<td>$5,251</td>
<td>-</td>
<td>$5,251</td>
<td>$12,235</td>
<td>-</td>
<td>$12,235</td>
</tr>
<tr>
<td>Notes Payable, Current Portion</td>
<td>$264,545</td>
<td>-</td>
<td>$264,545</td>
<td>$128,982</td>
<td>-</td>
<td>$128,982</td>
</tr>
<tr>
<td><strong>Total Current Liabilities</strong></td>
<td><strong>$295,427</strong></td>
<td>-</td>
<td><strong>$295,427</strong></td>
<td><strong>$174,429</strong></td>
<td>-</td>
<td><strong>$174,429</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LONG-TERM LIABILITIES</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accrued Interest</td>
<td>$101,553</td>
<td>-</td>
<td>$101,553</td>
<td>$121,703</td>
<td>-</td>
<td>$121,703</td>
</tr>
<tr>
<td>Notes Payable</td>
<td>$190,000</td>
<td>-</td>
<td>$190,000</td>
<td>$535,405</td>
<td>-</td>
<td>$535,405</td>
</tr>
<tr>
<td><strong>Total Long-Term Liabilities</strong></td>
<td><strong>$291,553</strong></td>
<td>-</td>
<td><strong>$291,553</strong></td>
<td><strong>$657,108</strong></td>
<td>-</td>
<td><strong>$657,108</strong></td>
</tr>
</tbody>
</table>

| TOTAL LIABILITIES                                    | **$586,980**      | -                          | **$586,980**| **$831,537**      | -                           | **$831,537**|

<table>
<thead>
<tr>
<th>NET ASSETS</th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Unrestricted</td>
<td>$113,107</td>
<td>-</td>
<td>$113,107</td>
<td>$12,802</td>
<td>-</td>
<td>$12,802</td>
</tr>
<tr>
<td>Temporarily Restricted</td>
<td>-</td>
<td><strong>$145,891</strong></td>
<td><strong>145,891</strong></td>
<td><strong>$48,954</strong></td>
<td><strong>$48,954</strong></td>
<td><strong>$61,756</strong></td>
</tr>
<tr>
<td><strong>Total Net Assets</strong></td>
<td><strong>$13,107</strong></td>
<td><strong>$145,891</strong></td>
<td><strong>$258,998</strong></td>
<td><strong>$12,802</strong></td>
<td><strong>$48,954</strong></td>
<td><strong>$61,756</strong></td>
</tr>
</tbody>
</table>

<p>| TOTAL LIABILITIES AND NET ASSETS                     | <strong>$700,087</strong>      | <strong>$145,891</strong>               | <strong>$845,978</strong>| <strong>$844,339</strong>      | <strong>$48,954</strong>                 | <strong>$893,293</strong>|</p>
<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Unrestricted</td>
<td>Temporarily Restricted</td>
</tr>
<tr>
<td>REVENUES AND SUPPORT FROM</td>
<td></td>
<td></td>
</tr>
<tr>
<td>OPERATIONS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public Support</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$998,550</td>
<td>$522,580</td>
</tr>
<tr>
<td>In-kind Donations</td>
<td>$6,664</td>
<td>-</td>
</tr>
<tr>
<td>Special Events</td>
<td>$224,923</td>
<td>-</td>
</tr>
<tr>
<td>Less: Direct Costs of Special</td>
<td>($70,060)</td>
<td>-</td>
</tr>
<tr>
<td>Events</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Public Support</td>
<td>$1,160,077</td>
<td>$522,580</td>
</tr>
<tr>
<td>REVENUE</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Affiliate Fees, Interest, &amp;</td>
<td>$88,645</td>
<td>-</td>
</tr>
<tr>
<td>Other Revenue</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Revenue</td>
<td>$88,645</td>
<td>-</td>
</tr>
<tr>
<td>Released from Restriction</td>
<td>$425,643</td>
<td>( $425,643 )</td>
</tr>
<tr>
<td>Total Revenues and Support</td>
<td>$1,674,365</td>
<td>$96,937</td>
</tr>
<tr>
<td>from Operations</td>
<td></td>
<td></td>
</tr>
<tr>
<td>OPERATING EXPENSES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Services</td>
<td>$1,413,922</td>
<td>-</td>
</tr>
<tr>
<td>SUPPORTING SERVICES</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Fundraising Costs</td>
<td>$12,874</td>
<td>-</td>
</tr>
<tr>
<td>General and Administrative</td>
<td>$117,097</td>
<td>-</td>
</tr>
<tr>
<td>Total Supporting Services</td>
<td>$129,971</td>
<td>-</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>$1,543,893</td>
<td>-</td>
</tr>
<tr>
<td>OTHER INCOME (EXPENSE)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unrealized loss on securities</td>
<td>($30,299)</td>
<td>-</td>
</tr>
<tr>
<td>Realized gain on securities</td>
<td>$132</td>
<td>-</td>
</tr>
<tr>
<td>Gain (loss) on Sale or Disposal</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>of Property and Equipment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Total Other Income (Expense)</td>
<td>($30,167)</td>
<td>-</td>
</tr>
<tr>
<td>Change in Net Assets</td>
<td>$100,305</td>
<td>$96,937</td>
</tr>
<tr>
<td>Net Assets at Beginning of Year</td>
<td>$12,802</td>
<td>$48,954</td>
</tr>
<tr>
<td>Net Assets at End of Year</td>
<td>$113,107</td>
<td>$145,891</td>
</tr>
</tbody>
</table>
We were excited to have the talented Peter Breinholt as our entertainment for this evening. He shared with us his experiences visiting Mentors Honduras. He wrote and performed a new Mentors International “theme song” that evening.

Thank you to everyone that came and supported us that evening. Mark your calendars for October 24, 2018 for our next Gala Celebration.
THANK YOU TO OUR
GENEROUS SPONSORS
THAT MADE THIS EVENING POSSIBLE

- AMANDA ORTEGA
- NEWBORN
- PHOTOGRAPHY
- AMC MOVIE
- THEATERS
- ANGIE MCCREAKEN
- PHOTOGRAPHY
- ANNIVERSARY INN
- BALLET WEST
- BANDITS GRILL
- BEANS AND BREWS
- BLENDER BOTTLE
- BOONDOCKS
- CABELAS
- CHRISTMAS IN
- COLOR
- COSTCO
- COTOPAXI
- DEER VALLEY RESORT
- DESERT STAR
- PLAYHOUSE
- DISNEYLAND
- DODO RESTAURANT
- DOTERRA
- DUE NORTH
- PHOTOGRAPHY
- ELASE SPA
- EMILY PORTRAITS
- FIBER FIX
- GOAL ZERO
- GOLDEN POLKA DOT
- GR KITCHEN
- HALE CENTER
- THEATER
- HILLSIDE FLORAL
- HOGLE ZOO
- HOLLOW TREE
- HONEY
- ICE CASTLES IN
- MIDWAY
- LILY & LIAM
- LIME RICKI
- SWIMWEAR
- LISMAN STUDIOS
- LOVELAND LIVING
- PLANET AQUARIUM
- MIKE'S CUSTOM
- JEWELRY
- MINKY COUTURE
- MISTER CAR WASH
- NATIONAL INSTITUTE
  OF MEDICAL
  AESTHETICS
- NATURAL HISTORY
- MUSEUM OF UTAH
- NOLES NURSERY
- ODYSSEY DANCE
- THEATER
- PAIGE MCKENZI
- PHOTOGRAPHY
- PERFECTLY POSH
- PILATES REVOLUTION
- PORCUPINE PUB AND
  GRILL
- REEL IMAGERY
- PHOTOGRAPHY
- RUTH CHRIS
- STEAKHOUSE
- SALT DANCE
- COMPANY
- SCHEELS
- STAMPIN’ UP
- STEIN ERIKSEN
- LODGE
- ST. GEORGE
- MARRIOTT
- SUNRIDER
- SWEET TOOTH FAIRY
- THE TOWN CO
- TUACAHN
- AMPHITHEATER
- UNIVERSITY OF UTAH
  ATHLETICS
- UTAH JAZZ
- UTAH SYMPHONY
  AND OPERA
- UTAH STATE
- UNIVERSITY
  ATHLETICS
- WESTERN RIVER
  EXPEDITIONS

Kyäni

George S. and Dolores Doré Eccles
FOUNDATION

Please support them as they supported us
JOIN OUR COMMUNITY

Visit our website to learn how we are successfully empowering people on their pathways towards greater self-reliant.

• Donate to the cause
• Become a part of the solution
• Invite your company to partner with Mentors International
• Match or multiply donations with employers, other companies, friends, families, or associated groups
• Read and share inspiring stories on social media
• Sign up online to receive our e-newsletters

YOUR DONATION

We generate more impact with a dollar. Your donation gives over and over again with our perpetual model. Clients repay their loans to Mentors International, which in turn helps fund new loans, making your contribution perpetual.

At Mentors International, we are committed to providing assistance to worthy families and individuals throughout the year. We have more families seeking assistance building their entrepreneurial businesses with micro-loans and mentoring than ever before. But our resources are limited. We are dependent on the generosity of donors to continue to provide the much-needed services these entrepreneurs seek.

Mentors International received the highest rating with a “Platinum Level - Seal of Transparency” from GuideStar. GuideStar is an organization that specializes in reporting on non-profit activities. Learn more about our designation at MENTORSINTERNATIONAL.ORG.