



# 2020 IMPACT REPORT

     /MentorsInternational.org





Looking back over 2020, no one could have anticipated all the challenges that would arise.

**AT MENTORS INTERNATIONAL WE ARE GOING TO REMEMBER 2020 AS A YEAR OF GREAT GROWTH AND OPPORTUNITY. SERVING MORE FAMILIES THAN EVER BEFORE. OUR TEAMS THROUGHOUT THE WORLD BECAME CLOSER AND EVEN MORE DEDICATED TO OUR MISSION.**

Through weekly, and often daily video chats with our in-country teams we were able to work through and address challenges as they arose. With online video discussions, our teams would share ideas that were working in one country so that other branches could implement them as well. Course corrections were made as needed.

Because of our self-reliant programs, families knew that Mentors International would be there for them. Supporting them when they had nowhere else to turn. In many cases this was the difference between thriving or starving for many families.

**Of course, none of this would be possible without the incredible and heartfelt donations from our loyal and caring family of donors.**

As an organization, we have continually earned the highest rating from both Charity Navigator and Guidestar for our fiscal transparency. We will always be vigilant and mindful of how each sacred donated dollar is utilized for our programs.

Warmest Regards,  
Chris Dunn, CEO and Curtis Beesley, President and all of our teams throughout the world.







Each of our founders, past presidents, and former leaders have laid a strong foundation that has enabled Mentors International to stay true to our mission for more than three decades.

After mergers and expansions, today we continue to uphold that legacy with ever-increasing fervor and effectiveness.

After the merger with Lifting Generations in 2019 we became one of the largest mentoring organizations dedicated to transforming generational poverty into sustainable self-reliance.

During 2020, we re-branded with a new website and a new logo. Today, all our branches operate under the name **Mentors International**.

In many languages around the world, from Spanish to Nepali, the word “**MENTOR**” is still “**MENTOR**”. With our global focus on **MENTORING**, this name and image clearly state our purpose and mission. The “**M**” and “**I**” in our new logo represent our mission to lift others to greater Self-Reliance. While our mission has not changed, we are re-energized and re-focusing our emphasis on **MENTORING**.

[Click to Visit Our New Website](#)





## OUTCOMES

**30** years

empowering families to  
sustainable self-reliance.

**1**   
**countries**

Serving in the Philippines, Ghana,  
Cambodia, Nepal, Peru, Mexico,  
Guatemala, Nicaragua, **Honduras**,  
and the Dominican Republic.

**159%**



Average income  
increase for those  
that received  
our professional  
mentoring services.

**65%**



Average reduction  
in personal  
consumer debt.

**\$137**



Average cost to  
**empower**  
an individual from  
poverty to sustainable  
**self-reliance**.

**180%**



Average increase  
in personal  
savings.

We know that individuals aren't looking for a hand out. They want the dignity to work and provide the best for their families. Everyone deserves the opportunity to better their circumstances. **YOUR** donation helps families grow in greater self-reliance and become able to:

- Send their children to school
- Afford to eat nutritious meals
- Grow their businesses
- Improve their job prospects
- Build better homes
- Save for the future



**29,952**  
Families Served

*numbers based on FY2020*





# WHAT SETS US APART

## With our MENTORING MULTIPLIER



On average each donated dollar results in a **3.5X** economic impact in the lives of mentored families.

**39,687**

Professional mentoring sessions were held

## NO DOLLAR EVER DIES

When our micro-loans are re-paid these funds are then lent to another.



**24,551** Loans Were Dispersed

**90%** of loans are to women

The average micro-loan is only **\$132**

## SERVICE CURRENCY

There is no "out of Pocket" cost for the entrepreneurial and vocational training courses we provide. Students pay for their training by fulfilling a 40-hour obligation of approved service to their community.

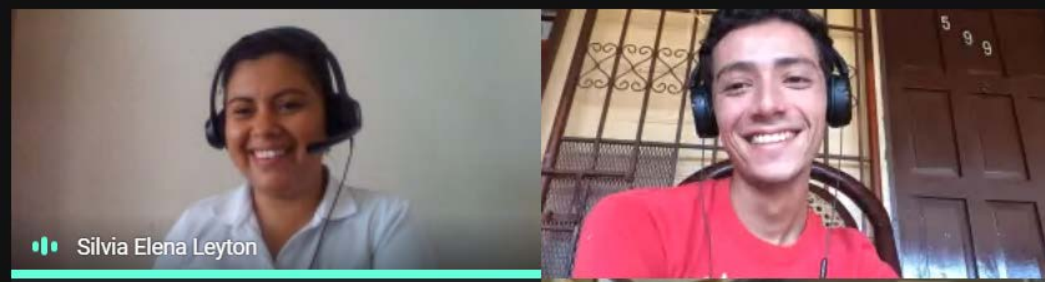


**153,538**

Hours of service were performed

*numbers based on FY2020*





Silvia Elena Leyton



2020 will undoubtedly remain etched in our memories for decades to come as a year like no other. It was a year of tremendous challenges and uncertainty, but it also **became a year of unparalleled progress for Mentors International.**

Demand for our programs and services increased significantly as families and small businesses were ravaged by the economic impact of the COVID-19 pandemic. Our mentors stepped up and tirelessly reached out via phone calls, texts, social media, and video chats when in-person meetings were not possible. Hygiene lessons were included with business training lessons.

**Because of previous investments in technology all our programs and courses were ready to be provided virtually. Through cell-phone capabilities, we reached more individuals than ever before.**

As an organization, we quickly adapted with the help of cutting-edge technology solutions. We are pleased to report that we have dramatically increased our ability to deliver online our powerful complement of personalized mentoring, business and vocational training, and micro-lending solutions to a growing number of motivated participants.

Our clients and students never felt alone. Our mentors and teachers were available and engaging. Classes always had an instructor present, ready to support and answer any questions. Our training continues to be dynamic and customized to specific personal situations.

During our 2020 fiscal year, 4,161 students received job-focused training. In a year of unprecedented job-loss and economic downturn, the individuals working with Mentors International created jobs or obtained new jobs after graduation. **14,801 NEW JOBS WERE CREATED DURING 2020.**

# Where We Serve





# PHILIPPINES

The worldwide COVID-19 pandemic affected the Philippines as they were trying to recover from earthquakes, volcanoes, and typhoons that occurred during 2020.

Learn more about our service project in January after the Taal Volcano started spewing ash near Manila, Philippines. Nearly 1 million people were evacuated because of the ash and imminent eruption threats.

[Click to Learn More About This Service Project](#)

With strict stay-at-home orders, this lock-down devastated the economy and has led to the worst downturn in 30 years.

The government initially banned traditional jeepneys because they can become Petri dishes for the COVID-19 virus, packing passengers in face-to-face. Some 250,000 drivers of this iconic job for the poor and working-class commuters are now out of business.

Unemployment has skyrocketed and the COVID-19 pandemic has hit small business owners the hardest.

Our mentors did not give up. They reached out via phone calls, video chats, and social media. They provided support and encouragement.

**Our team in the Philippines is playing a vital role in the economic recovery of this region.**







# NEPAL

For the past year, Nepal, like most other areas in the world, has been greatly impacted by lockdowns and activity restrictions. Unfortunately, these restrictions have had a significant negative effect on our mentoring and micro-lending clients, who have experienced major declines in their business activity and income because of the restrictions.

In the beginning days of the pandemic shutdowns, our mentors partnered with the local government to teach hygiene classes as part of our business lessons. Along with principles of self-reliance, these individuals were taught how to properly wash their hands and help prevent the spread of COVID-19. Our team of mentors received an award from the local government for their service.

Despite the continuing high COVID-19 case counts, the resilient people of Nepal have learned to adapt, and the situation in Nepal is beginning to improve. Most businesses have slowly started to re-open and many of the schools are back in session.

**There is a renewed sense of optimism that is being reinforced by our dedicated mentoring staff.** Our mentoring efforts are taking the form of a hybrid model as we emerge from the worst of the economic shutdowns.

Our mentors continue to utilize the online and virtual tools that have helped so much during the pandemic related shutdowns, but these virtual activities are once again being augmented by personal one-on-one mentoring and training sessions, following strict safety protocols and guidelines. This is a welcome change for our mentoring clients who are eager to stabilize and grow their businesses through guidance from our professional staff.

*Pictured to the left is Bindumaya with her savings jar.*





# CAMBODIA

Our Center of Education and Mentoring in Phnom Penh concluded its first year of operation in 2020. Our programs have been favorably welcomed and communities have appreciated the service projects our students have completed. Word is spreading through social media and student referrals about our programs. Demand is increasing, and we are looking forward to serving more of these wonderful people.

In early 2020, a focused effort was made to identify individuals and families to receive mentoring and small business training. Currently, there are 28 individuals receiving mentoring by a professionally trained mentor. As with our vocational students, these mentees were taught virtually. Many of these individuals received additional mentoring virtually by interns from the Utah State University's SEED program.

The COVID-19 pandemic hit hard in Cambodia. Our Center of Education and Mentoring closed its door for physical attendance in late February. Although businesses and major transportation lines were re-opened to boost the economy, learning institutions remain closed. Many of our students were forced to return home to other provinces where access to the Internet is unreliable, and oftentimes inaccessible. Adapting to online learning has been a challenge for many students, some of whom eventually dropped out.

With on-going encouragement, 138 students (55% of all enrollees) received a certificate of course completion during 2020. Of these course graduates, 25 students started a new job, 50 improved their current employment, 8 started their own businesses, and 34 are furthering their education.

**Throughout 2020 our students in Cambodia provided 4,463 service hours.**



# GHANA

Ghana quickly reacted to the COVID-19 Pandemic with an abundance of early shutdowns and restrictions. It became clear that the government-mandated lockdowns were severely impacting the most impoverished people in the country. They depended on the daily ability to sell their goods and services in the open markets to feed their families.

Our professional mentors were able to work both in person and virtually with each of our clients to identify the best path forward through the pandemic with a combination of targeted micro-loans, personalized mentoring, and small business training.

Mentors International continues to actively expand our operations in the Northern Region, where the impact of the pandemic has been felt most severely. Early on, our mentors combined business training with hygiene lessons. Cloth masks paid for by a generous donor were distributed. [Watch a video about this initiative.](#)

Our mentoring clients have come to rely heavily on our continued small business mentoring and training and the critical access to modest levels of financial capital with micro-loans to continue to operate their businesses.

Thanks to the dedicated efforts of our local staff, most of our small business clients have been able to stabilize their financial situation through the worst of the pandemic and are eager to see things continue to normalize so they can continue to make solid progress toward a brighter and much-improved future.



# PERU

Peru had one of the most aggressive and prolonged responses to the COVID-19 pandemic of any country in Latin America. Lockdowns came early and activity restrictions were severe and persisted for much longer than in comparable economies.

Unfortunately, this reaction to the pandemic resulted in unprecedented negative financial outcomes for most of the individuals and families that we serve.

As our in-person mentoring, business training, and vocational trainings were prohibited, we had to close the doors to our Center of Education and Mentoring. We quickly pivoted and moved all our services online. Demand for our online training and mentoring increased as the year progressed. As businesses closed, and unemployment rose many turned to Mentors International for support. **365 students graduated from our vocational courses during 2020.**

Our mentoring staff worked overtime to mentor, guide, and assist each individual and they struggled to provide basic necessities for their families. Through Mentors International's financial support and mentoring many small businesses were able to remain open. With compassion, we refinanced and rescheduled their micro-loans. **467 micro-loans were disbursed in Peru during 2020.**

Despite these significant problems and uncertainties, our clients have a sense of optimism because of the professional mentoring and financial support that they receive from Mentors International. **Together we are working hard to mitigate the negative impacts of this pandemic and are planning and building for a brighter future.**





# DOMINICAN REPUBLIC



2020 has been a year full of innovation and expansion in the Dominican Republic. In May we started offering virtual vocational training in addition to the business training courses that we were providing.

Our Keystone Leadership course, Sales and Customer Service, and Graphic Design courses were offered. With our virtual model, the instructor for our graphic design course lived and taught for us in Mexico as well as in the Dominican Republic. During our first semester, 62 students graduated from these courses. Of these first graduates, nine started new businesses, and five others were able to obtain jobs. **By the end of 2020, 127 students graduated and together they performed more than 5,000 hours of service to their communities.**

**During 2020 we helped more than 50 families to grow their businesses through mentoring, business training, and micro-loans.** They have been taught principles of self-reliance and financial literacy.

Despite the challenges brought about by the COVID-19 pandemic, many of our clients have continued to receive online business classes through our virtual mentoring program and partnership with interns from Utah State University.

In December we hired a part-time English Instructor to teach our basic English course beginning January. Plans are in the works for opening our Center for Education and Mentoring in September of 2021. This is depending upon if COVID-19 restrictions are lifted.





# Honduras

Throughout 2020 our team in Honduras looked for ways to reach out and serve while overcoming unimaginable challenges. When the COVID-19 Pandemic shut down businesses, banks, and schools the sweet-potato farming co-ops that were being supported through micro-loans from Mentors International donated potatoes to families that were starving.

As our Center for Education and Mentoring in San Pedro Sula was forced to close its doors our students did not give up. **581 individuals completed their vocational training certificates during 2020.** Our students found various ways to perform their service hours to help others using their resources and skills. Many performed service in their neighborhoods and community for those that were infected with COVID-19. **These students performed 40,876 hours of service.**

During the summer months, our team held weekly entrepreneurship webinars for those looking to start businesses after many of the large companies in Honduras laid off their workers. Several hundred were in attendance for each lesson.

Hurricanes Eta and Iota greatly impacted San Pedro Sula. This region is where many of our staff and students live and work. Mentors International and our student volunteers partnered with Inalma, a Sweet Potato Processing Plant, Parsema, a logistic company, and The Church of Jesus Christ of Latter-Day Saints to help clean homes that were flooded after these hurricanes. Around 3,600 families were the beneficiaries of this large service project. *(Pictured to the left are some of our students volunteering with the clean-up)*

Not letting the challenges of a pandemic or a hurricane stop their progress 51 new businesses were started, and many other individuals that we mentored improved their enterprises. **The micro-loans that we provide often saved a business in Honduras from closing and a family from starving.**



# Guatemala



The Mentors International's programs in Guatemala brought light and hope during this difficult year. Through our assistance, more than 8,000 families in this country were able to have food on the table, a roof over their heads, enjoy reasonable health, and their children received an education.

The Polochic region where we serve was hit hard by two hurricanes that devastated an already struggling economy. Our staff worked hard to bring support and encouragement to these families by providing them not only financial aid but also financial training so that they could better manage their resources and become successful entrepreneurs.

**During 2020 Mentors International Guatemala had a total of 5,160 active micro-loan recipients.** On average 123 people were trained each month in business and self-reliant principles. Even in this devastated economy, our entrepreneurs were able to employ on average 23 people every month.

Our Center of Education and Mentoring experienced success despite the hardships and restrictions of the pandemic. **While schools were shut down, our online programs had 341 students graduate, three times more than prepandemic numbers.** Of these graduates 130 started a job, 78 furthered their education, 4 went on missions for their Church, and 148 graduates started their own business.

With an unemployment rate of over 45%, many needed our business and vocational training programs. Mentors International has become a unique educational option for all ages. Many people are having to change careers or start a new business later in life because of this pandemic. **They are grateful for the support of Mentors International and the opportunity to pay for their education through service.**



# NICARAGUA

Nicaragua has struggled through some incredibly significant challenges during the past several years. These include major social and political disruptions, back-to-back annual GDP contractions, COVID-19 lockdowns, and two major category-4 hurricanes that hit the eastern coast of Nicaragua two weeks apart in 2020.

Despite these setbacks, the people of Nicaragua are resilient, extremely hard-working, and determined to find success. Our mentors and staff have worked tirelessly to provide support and mentoring that has been required to see thousands of families through difficult times grow in greater self-reliance. **2,020 individuals and families were served in Nicaragua during 2020.**

**Many of the students go above and beyond the 40-hours of required community service for their education. 56,854 hours of service were performed during 2020.**

In 2020 we launched our new Global Technology Center in Managua. This center will be our technology and technical support hub for the entire global organization. This technology center is staffed by student volunteers who provide technical support to our growing number of online vocational students, and in the process, these volunteers gain valuable tech support job skills.

In 2020 we initiated the process of becoming licensed to provide micro-loans in Nicaragua. We anticipate that by the end of the 2021 fiscal year we will be able to provide valuable access to capital for entrepreneurs in Nicaragua.

Our Managua team led the new Virtual Mentoring pilot in partnership with the Utah State University SEED program and Ensign College.





While Mexico was not spared from the severe negative impacts of the COVID-19 pandemic, their transition to a robust virtual education, training, and mentoring model was one of the most aggressive and successful of any of our branches. Mexico led the way with enrollment activity among all of our centers globally as demand for our vocational programs and services increased exponentially. **985 students graduated from our vocational training programs during 2020.**

Because of government mandates, our Center for Education and Mentoring shut down in March and remained closed through the end of the year. Our virtual training initiatives were immediately launched to ensure that our students and mentoring clients continued to receive support.

Mentors International launched satellite operations in five indigenous communities in Mexico through partnerships with local community leaders. With the help of generous donations for Internet connectivity and laptop computers training centers were established in these community centers. *(Pictured to the left.)*

For many, this was the first time that most of these families have had access to technology and the Internet. The development of technology skills coupled with mentoring and small business training are already having a transformative impact on these hard-working families in some of the most under-served communities in Mexico.



# MEXICO



# Board of Directors

All Board members give freely of their time and talents in a volunteer capacity. This board governs and directs Mentors International by establishing policies and providing strategic direction. We are grateful for the knowledge and experience that they lend to help ensure that Mentors International is making continuous improvements and strides in our mission. Current Board of Directors:

- Curtis Oscarson: Chairman of the Board
- Bonnie Smith: Advisory Council Chair
- Silvia Allred
- Curtis Bennett
- Rebecca Clyde
- Ron Dunford
- Danny Gunnell
- Brody Holbrook
- Bruce Hough
- Liz Munford
- Jed Stevenson



*“I’ve had the opportunity to explore many NGO’s in-depth, and many simply provide experiences, resources, or infrastructure alone. There are very few that are doing the “hard work” of really building up our brothers and sisters in challenging countries to give them the training, business acumen, and opportunities that they need to build a future for themselves and their families. Mentors International rolls up their sleeves, show trust and belief in the power of individuals to work and to solve problems, and bring power, confidence, and dignity to families through true partnership. I couldn’t be more excited to be working together for the sustainable empowerment of people!”*

*Curtis Oscarson, Chairman of the Board*



# 30<sup>th</sup> Anniversary Gala

## Honoring the Past.... Inspiring the Future

Virtual Gala  
Oct. 22, 2020  
7 PM



Our Virtual Gala was hosted by Bruce and Derek Hough. This memorable evening highlighted our successes from around the world. Elder Lynn G. Robbins, General Authority for the Church of Jesus Christ of Latter-Day Saints was our keynote speaker. The vocal talents of David Archuleta and Peter Breinholt rounded out our 30th Anniversary Celebration.

If you missed our Virtual Gala  
[click here to watch it now.](#)

Many thanks to these giving companies and individuals that donated to our fundraising gala. Please generously support them as they have supported us.

### CARING HEARTS SPONSORS

- Brent and Bonnie Jean Beesley Foundation

### CHANGING LIVES SPONSORS

- Towne Storage
- Ecoshield
- Sunrider

### BUILDING COMMUNITIES SPONSORS

- George S. and Dolores Dore Eccles Foundation
- Big O Tires

### CARING HEARTS SPONSORS

- Big D Corporation



## Statement of Financial Position

June 30, 2020

Assets	Total
<b>CURRENT ASSETS</b>	
Cash	\$ 1,709,038
Receivables	147
Inventory	3,500
Prepaid expenses and other current assets	109,973
<b>Total current assets</b>	<b>\$ 1,822,658</b>
<b>PROPERTY AND EQUIPMENT</b>	
OTHER ASSETS	\$ 177,537
<b>OTHER ASSETS</b>	
Endowment investment	\$ 900,736
Deposits	14,385
<b>Total assets</b>	<b>\$ 2,915,313</b>
<b>Liabilities and Net Assets</b>	
<b>CURRENT LIABILITIES</b>	\$
Accounts payable	4,550
Accrued expenses	147,263
<b>Total current liabilities</b>	<b>\$ 151,813</b>
<b>NET ASSETS</b>	
Without donor restrictions	874,678
With donor restrictions	1,811,522
<b>Total net assets</b>	<b>\$ 2,686,200</b>
<b>Total liabilities and net assets</b>	<b>\$ 2,915,313</b>

## Statement of Activities

June 30, 2020

Revenue, Gains, and Support	Total
Public support	\$ 2,359,042
Pearls with Purpose	27,195
Investment return	(69,181)
Affiliate fees, interest and other income	22,073
<b>Total revenue and support</b>	<b>\$ 2,339,129</b>
<b>EXPENSES</b>	
Program services	\$ 1,635,260
Supporting services	
Management and general	167,049
Fundraising	145,407
<b>Total supporting services</b>	<b>\$ 312,456</b>
<b>Total expenses</b>	<b>\$ 1,947,716</b>
<b>Change in net assets</b>	<b>\$ 391,413</b>
<b>Net assets, beginning of year</b>	<b>\$ 804,727</b>
<b>Transfer of assets due to merger</b>	<b>1,490,060</b>
<b>Net assets, end of year</b>	<b>\$ 2,686,200</b>





**You shop. Amazon Gives.**

Select Mentors International as your supporting charity when you shop online with Amazon. A portion of the purchase price will then be donated back to supporting our mission.

Be sure to shop at **SMILE.amazon.com**. It's the exact same products, same prices, and same great service found with Amazon, and there is no extra cost to you.



If you shop using the app tap settings, and then SmileAmazon to toggle over and “turn on” your giving settings within AmazonSmile

**Shop with a smile knowing you are helping to make a lasting difference in ending poverty.**



## WAYS TO STAY INVOLVED

- Sign up to receive our monthly e-mail updates. See how donations like yours are actively working to make an impact throughout the world.
- Share inspiring posts from our social media.
- Visit our website and read a success story.
- Watch and share the videos on our YouTube Channel.
- Select Mentors International as your supporting charity when shopping through Smile.Amazon.com.
- Participate in our Annual Gala in October. ([Watch our 2020 Virtual Gala](#))
- Volunteer your talents and skill sets.
- Host a “Virtual Cottage Meeting” and invite your friends and colleagues to learn more about Mentors International. Contact Curtis Beesley, President to set one up [cbeesley@mentorsinternational.org](mailto:cbeesley@mentorsinternational.org).
- When travel permits, we invite you to personally visit one of our branches and witness first-hand the impact you have made.



*Mentors International is the proud recipient of the 2020 GuideStar Platinum Seal of Transparency and the highest 4-Star rating from Charity Navigator.*

*EIN: 43-1536498*

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