



2021 IMPACT REPORT





Our mission is to lift generations in developing countries by leading individuals and families from poverty to sustainable self-reliance

through personalized **mentoring**,
learning of **vocational skills**,
and **micro-lending**.



As we look back and reflect on all of the growth and development accomplished by our teams throughout the world we are well pleased, but not satisfied. We know that there is still room for great improvement


Our robust one-on-one mentoring program is helping individuals and families develop the character traits of self-reliance, determination, and hope. The number of job-focused vocational courses that we provide doubled during 2021, and 63% of our students found employment or started their own business. **Families are breaking their cycle of poverty and increasing their income with the support of Mentors International.**

As we continue to extend our reach by leveraging technology, we are serving more communities in critical need, living in remote and previously inaccessible areas. During 2021 we opened two new areas in the indigenous communities of Hoctun, Mexico, and Senahú, Guatemala.


Thanks to the incredible outpouring of support from our generous community of donors, we have been able to respond in miraculous ways, providing hope and relief to many families in dire need.

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.



Maria and Francisca pictured above weave native plant fibers to make tortilla warmers, bags, and household products. With the support of Mentors International they are working in co-ops, combining resources, pricing their products better, and successfully marketing to tourists. They no longer use a middle-man to sell their artisan goods. Their incomes are increasing and going directly towards supporting their families. **It is success stories like theirs that warm our hearts and motivates us to work even harder.**

Where We Serve



Outcomes

Mentors International keeps very detailed records. We have crated a proprietary database to help us **track, monitor, and evaluate** the effectiveness of our programs and services.

These outcomes help us measure the degree in which the individuals we are serving are making **real progress** towards **sustainable self-reliance**.



62%

Average Increase
in Income



79%

Average Increase
in Personal Savings



44%

Average Decrease
in Personal
Consumer Debt



BINDUMAYA, NEPAL
FARMING

MOHAMMED AYI, GHANA
PROVISIONS SHOP OWNER

Thank you to our supporters

We would like to express our **deepest gratitude** to our community of supporters past and present.

Generous donations from corporations, foundations, institutions, and individuals enables Mentors International to **reach more** under served communities in developing countries.

Sending a heartfelt thank you to all of our partners who have helped amplify our impact.

Our **work together achieved** the following in 2021:

17,672
Families Served

10,250
New Jobs Created

17,870
Professional
Mentoring Sessions

11
Developing Countries
Served

7,243
Students Received
Job-Focused Training

260,665
Service Hours
Performed

What sets us apart

With our **Mentoring Multiplier** each donated dollar, on average, results in **3.7X** the economic impact in the lives of mentored families.

When our micro-loans are re-paid these funds are then lent to another. In essence **No Dollar Ever Dies** with our perpetual loan fund. **3,771** Micro-loans were dispersed while **90%** of these loans are given to women. The average micro-loan is only **\$132**

There is no “out of pocket” cost for the programs we provide. Students “pay” for their training by fulfilling a 40-hour obligation of approved service to their community. We call this **Service Currency. 260,665** hours of service were performed in the name of Mentors International.



ANA MARIA, PERU
WITH HER SAVINGS JAR

EDITH MAURA, HONDURAS
RESTAURANT OWNER



One-On-One Mentoring

Mentoring is **key** to changing the circumstance of individuals struggling in 3rd world poverty.

One-by-one our mentors evaluate each mentee's circumstances, abilities, needs, and goals. Then, the mentee is guided through the appropriate training courses and financial solutions based on their **individual needs**.

Our mentors guide and teach each mentee as they **continue to progress** until a level of sustainable self-reliance is reached. With mentoring, a new-found confidence **empowers individuals** to move forward building their successful futures.

These mentees go on to support and **build up the communities** in which they live, making the ripple effect of Mentors International even greater.

NON BUNNA, CAMBODIA
GRAPHIC DESIGN STUDENT

Business Development and Job-Focused Vocational Training

During 2021 we improved our business development program resources during. We implemented new training tablets for our staff. Our Mentors are able to have all of the business lessons and video resources at hand to share with clients during their lessons.

During 2021 we **doubled** the number of vocational courses we provide. These courses help individuals qualify for steady jobs with higher paying wages.

Our courses are provided both online and in person where permissible. Our classes always have an instructor present, ready to support and answer any questions. **Our training continues to be dynamic and customized to specific personal situations.**

Our staff helps individuals apply for jobs, create their resume, and practice job interview techniques. We have developed many strong partnerships with local companies that hire from our qualified students.

Every individual also receives our **Keystone Personal Development Course.**

Life principles are taught that help individuals evaluate their current situation while helping to inspire them to improve and make positive changes and set goals for the future. This course is offered in English, Spanish, Khemer, and Quechi.



Centers for Education and Mentoring

During 2021 we opened two new Centers for Education and Mentoring. Our centers are centrally located where many families can readily access our facilities. These classrooms and computers support our students as they develop new in-demand skills.

In May we opened a small satellite Center of Education and Mentoring in **Tuxtla, Mexico**. We are able to provide mentoring and training to individuals and families that previously have not had many educational opportunities.

We are providing our programs to children ages 15-17 at a local orphanage. Helping them gain additional vocational skills before they age out of the system.

We are grateful to our amazing center director Carla. Her hard work and dedication is making sure that this new expansion is on track and ready for success.

In September other Center for Education and Mentoring was opened in **Senahú, Guatemala**. We began with a class of 20 English and Keystone students. We are adding additional physical and virtual classes in the coming semesters and we continue our strong small business and agricultural mentoring and micro-lending operations supporting the indigenous communities throughout the Polochic valley.



IRMA, GUATEMALA
WEAVING BUSINESS

Global Technology Center


As we continue to increase and expand our virtual training and mentoring programs, the additional volume of students and participants was generating higher numbers of simple, but tedious technical support requests. This is mainly due to participants being unfamiliar with computers.

That was when the idea of creating a **New Global Technology Center** was put into action. During 2021 we opened our new center in Nicaragua and we promoted one of our programming staff to manage this new center.

Students who have taken courses from us are being trained how to answer these common, yet simple computer questions. **These students are able to perform their service hours through volunteering at our Global Technical Center.** In addition, they are gaining valuable work experience helping them qualify for higher-income jobs after they complete their vocational training from Mentors International.

Today our students are receiving quicker resolutions to their questions, and our programming team is able to work on programming our online infrastructure to help improve our ability to provide our business development and vocational training to all those who have a desire to change their lives.

A generous donor provided the funding for additional computers and equipment to aid us in launching this new program.



RENE, NICARAGUA
GLOBAL TECHNOLOGY CENTER DIRECTOR

ELBIA, MEXICO
EMBROIDER

Indigenous Populations

During 2021 Mentors International in Mexico expanded and begin serving the indigenous populated communities in the

Hoctún Municipality.

Because of their isolated location, many families have lived in extreme poverty for generations. In Mexico, it is estimated that 43% of the Indigenous populations have not completed primary school, and more than half of them work in manual, and low-skilled labor jobs.

Mentors International set up five new classrooms in donated space within local community centers. Refurbished computers were donated by the Church of Jesus Christ of Latter-Day Saints to help facilitate these new learning opportunities.

Mentors International partnered with “The Unconnected” a UK-based B-Corp, to provide modems, routers, and Internet connection for our new centers.

This is the first time many have had the chance to work on a computer and have access to endless information through an Internet connection. **Having a professional teacher to safely guide them through Internet-enhanced learning is priceless.**

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
- Curtis Bennett
- Rebecca Clyde
- Danny Gunnell
- Brody Holbrook
- Bruce Hough
- Liz Mumford
- Jed Stevenson



BOARD OF DIRECTORS WITH GUATEMALA STAFF



CURTIS OSCARSON, CHAIRMAN OF THE BOARD

"As a Board, we are thrilled to see the progress that Mentors International has made in the last year at reaching and mentoring tens of thousands of our friends that we serve. We are getting ever better at identifying what helps, what doesn't, and in using technology to both increase efficiency and effectiveness. The need has not decreased, but our urgency has. These families are incredible, and they are capable of so much if we can be a catalyst to help them past so many obstacles that we simply don't face. We welcome absolutely everyone that wants to help!"

Curtis Oscarson, Chairman of the Board



EDNA, HONDURAS
BEAUTY SALON OWNER



SAMANTHA, MEXICO
BEAUTY PRODUCTS SHOP OWNER

Hosted by **Bruce and Derek Hough**, our gala highlighted stories and updates from around the world.

Sharlene Wells, SVP of Public Relations and Organizational Communications at Mountain America Credit

Union, was our keynote speaker. The talented duo, **Mat and Savanna Shaw**, shared their new music video that was filmed while they were serving with Mentors International in Mexico.

CLICK TO WATCH
OUR VIRTUAL GALA

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

- doTERRA Healing Hands Foundation
- Pelion
- Portfolio Advisors, LLC

CHANGING LIVES SPONSORS

- Ecoshield Pest Solution
- Redmond
- Towne Storage
- Jarden & Michelle Remington

BUILDING COMMUNITIES SPONSORS

- Big Electric Supply
- Big O Tires
- Extra Space Storage
- Urban Communities

Statement of Financial Position

June 30, 2021

Assets	Total
CURRENT ASSETS	
Cash	\$ 3,951,740
Receivables	3,095
Inventory	3,500
Prepaid expenses and other current assets	86,708
Total current assets	\$ 4,045,043
PROPERTY AND EQUIPMENT	
OTHER ASSETS	\$ 128,591
OTHER ASSETS	
Endowment investment	\$ 1,518,225
Deposits	14,385
Total assets	\$ 5,706,247
Liabilities and Net Assets	
CURRENT LIABILITIES	\$
Accounts payable	7,923
Accrued expenses	188,354
Total current liabilities	\$ 196,277
NET ASSETS	
Without donor restrictions	1,947,059
With donor restrictions	3,413,011
Total net assets	\$ 5,360,070
Total liabilities and net assets	\$ 5,706,247

Statement of Activities

June 30, 2021

Revenue, Gains, and Support	Total
Public support	\$ 4,193,341
In-Kind Donations	28,846
Investment return	290,989
Affiliate fees, interest and other income	217,077
Total revenue and support	\$ 4,730,253
EXPENSES	
Program services	\$ 1,765,480
Supporting services	
Management and general	121,185
Fundraising	169,718
Total supporting services	\$ 290,903
Total expenses	\$ 2,056,383
Change in net assets	\$ 2,673,870
Net assets, beginning of year	\$ 2,686,200
Net assets, end of year	\$ 5,360,070

Ways to Get 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.
- 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.
- 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 2021 GuideStar Platinum Seal of Transparency and the highest 4-Star rating from Charity Navigator.
EIN: 43-1536498

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LYNETTE, DOMINICAN REPUBLIC
CURTIAN MAKER