

ANNUAL REPORT

2022

Our mission is to lift generations in developing countries by leading individuals and families from poverty to sustainable self-reliance through personalized **mentoring, vocational training, and micro-lending.**



MentorsInternational.org





WITH GRATITUDE

2022 was a record-setting year, thanks to the generosity and kindness of our global community of supporters.

As we look back and reflect on all the growth and development accomplished by our teams worldwide, **we are pleased but not satisfied**. We know that there is still room for significant improvement.

Our robust one-on-one mentoring program is helping individuals and families develop the character traits of self-reliance, determination, and hope. As a result, families are breaking their cycle of poverty and increasing their income with the support of Mentors International.

After 32 years, our commitment to our founding principles is stronger than ever. As we continue to extend our reach by leveraging innovative in-field technology, we serve more communities in critical need, living in remote and previously inaccessible areas. In 2022 we started mentoring and operating in Kenya, Malawi, and Cape Verde, **increasing our reach to 14 countries**.

We are deeply grateful to everyone who makes our mission possible. Thanks to the incredible continuous 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 continue to maintain the highest rating from Charity Navigator and Guidestar for our fiscal transparency. However, **we will always be vigilant and mindful of how each sacred donated dollar is utilized for our programs**.

WHERE WE SERVE



2022 IMPACT

14

Developing Countries Served

17,169

Families Served

170,343

Service Hours Performed



2022 OUTCOMES

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

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



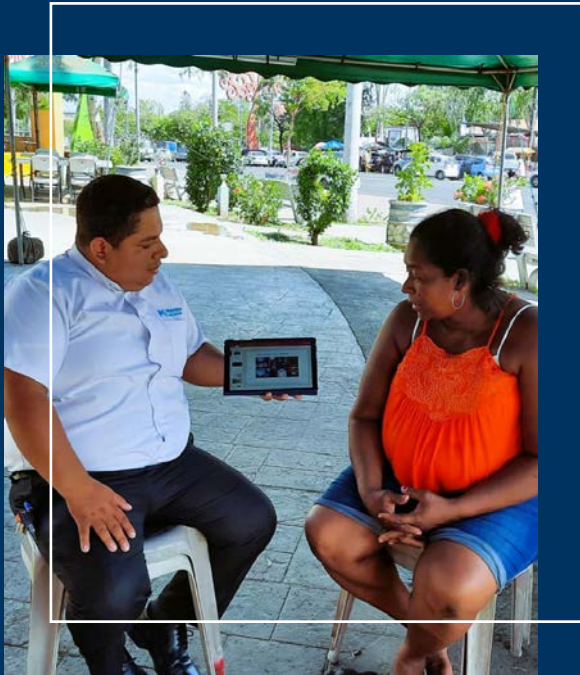
78%
Average Increase
in Income



121%
Average Increase
in Personal
Savings



30%
Average
Decrease
in Personal
Debt



ONE-ON-ONE MENTORING

Mentoring is key to changing the circumstance of individuals struggling in developing countries. **20,451** mentoring sessions were held during 2022.

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 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 their local communities**, making the ripple effect of Mentors International even greater.

Our **Mentoring Multiplier** results in **5X the impact**. On average each dollar donated creates \$5.15 in economic impact in the lives of those we mentor.



SMALL BUSINESS TRAINING

Our business principles lessons teach entrepreneurs everything from business plans, financial literacy, inventory control, and marketing to creating additional product lines, minimizing expenses, and managing finances.

These business owners learn how to make sound business and financial decisions while developing life skills and principles that foster leadership and commitment.

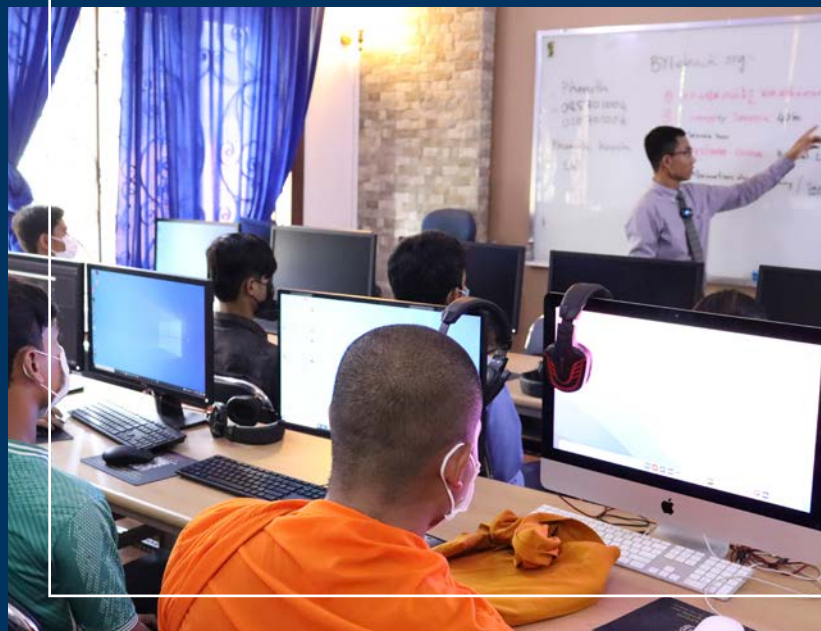
11,350 Entrepreneurs received small business mentoring and training in 2022.

During 2022, we hired Airam, and she became our first business mentor in **Venezuela**. She serves under the direction of our Peru office. During the past year, she has mentored 67 small business owners.

We also started providing business mentoring in **Kenya**. By the end of 2022, we had mentored 37 new small business owners in Nairobi.

11,470 New Jobs were created by our mentored entrepreneurs during 2022.





VOCATIONAL TRAINING

In addition to business training, we also provide training on job and employment readiness. Our courses focus on practical, employable skills like English, graphic design, sales and customer service supplemented with personal development training. We offer dynamic, personalized training that fits each individual's situation. Additionally, through our virtual model, we can reach more rural local communities and other neighboring countries where we don't have physical locations. As a result, **5,829 students** completed vocational training during 2022.

In 2022 we opened **3 New Centers for Education and Mentoring** in Santo Domingo, Dominican Republic; Lilongwe, Malawi; and Siem Reap, Cambodia.

70% of vocational students are **women**.

There is no "out-of-pocket" cost for our programs. Instead, students "pay" for their training by fulfilling a 40-hour obligation of approved service to their community. We call this **Service Currency**.

170,343 hours of service were performed in the name of Mentors International in 2022.

MICRO-LENDING

Large populations in developing countries lack access to banks and other financial services.

At Mentors International, we extend small loans, at an affordable interest rate, to those who demonstrate **integrity** and **motivation** after attending our business training courses.

As these small loans are repaid, the payments are put back into the loan fund, which is then loaned to another individual or family. This means that your contribution will have a **perpetual impact** long after the donation is made.

The average micro-loan from Mentors International was **\$178 USD** in 2022.

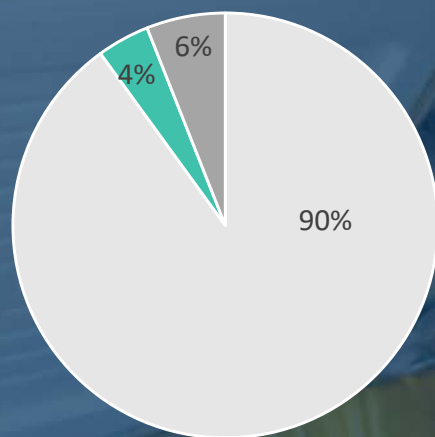
We disbursed **10,347** micro-loans, **90%** of which went to women.



We call this program “Financial Solutions” because these micro-loans provide opportunities rather than burdens.

2022 FISCAL TRANSPARENCY

Revenue, Gains, and Support	Total
Public Support	\$ 3,627,943
In-Kind Donations	1,925
Investment Income	83,196
Unrealized Gains (losses)	(351,275)
Total Revenue, Gains, and Support	\$ 3,361,789



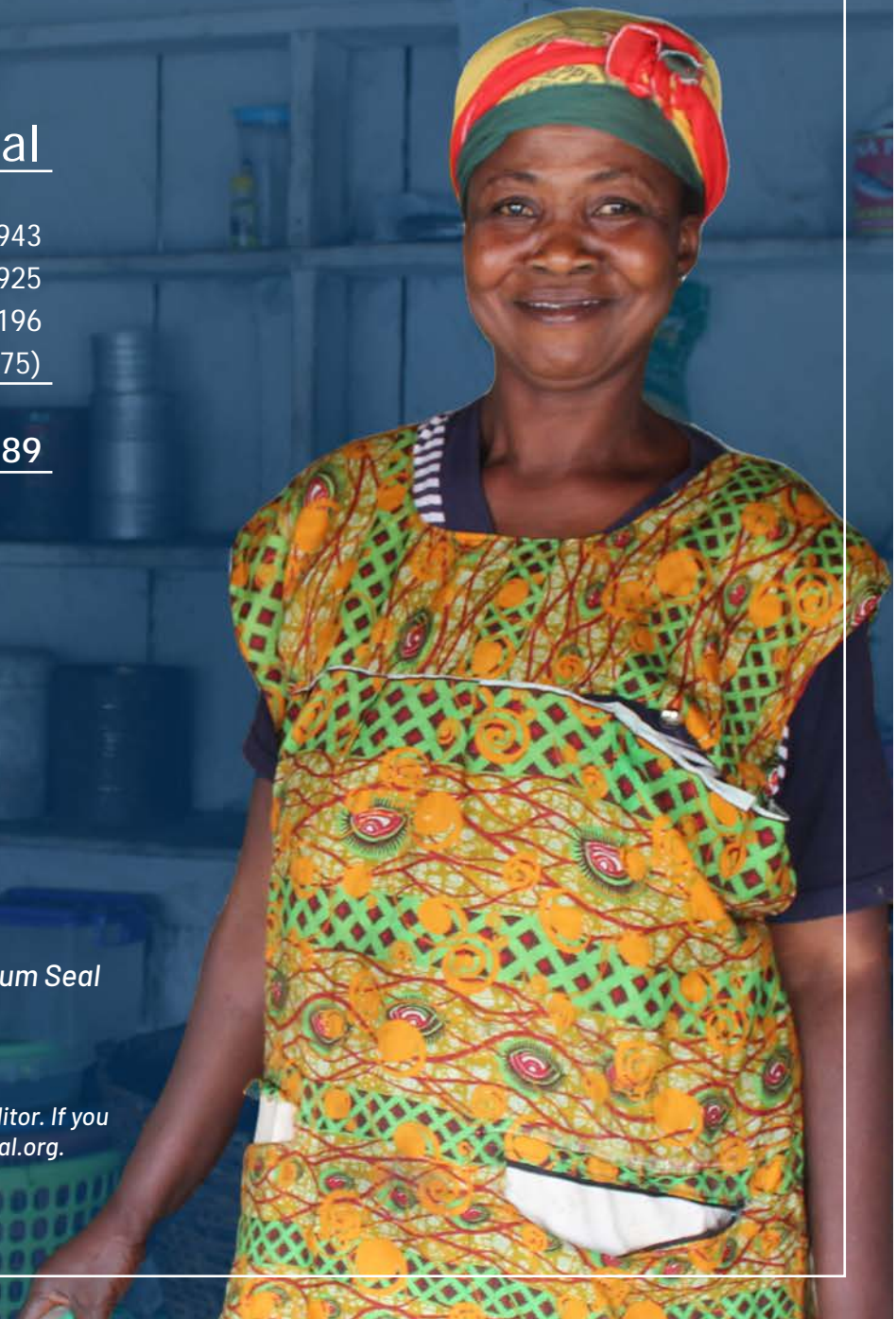
Expenses

- Programs - 90%
- Fundraising - 6%
- Management - 4%

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

Each year Mentors International obtains a full audit from an independent 3rd party auditor. If you would like to request a copy of the audit please contact us at info@mentorsinternational.org.





"2022 was a genuinely transformational year for Mentors International. From opening up new locations in Cape Verde, Malawi, and Kenya to improvements in our technology, impact measurement and mentoring tools, we have been busy. The number of individuals and families that we serve has increased by more than 30% year over year and our generous donors and partners set new records of contributions. Our brothers and sisters in country need and deserve these efforts and we feel that we are at the beginning of many exciting years ahead!"

- Curtis Oscarson, Chairman of the Board

LEADING THE WAY

In February 2022 Mentors International held their first In-Country Strategic Planning Meeting. The board members paid their own way to visit our operations in Guatemala. They were able to visit with some of the individuals and families Mentors International serves. This was a memorable experience for all. After accompanying Mentors on visits to their clients in the field the board of directors and the leadership team from Mentors International were able to sit together while strategically planning and setting goals looking towards the future for Mentors International.

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 fulfilling our mission.

Current Board of Directors:

- Curtis Oscarson - Chairman of the Board
- Bonnie Smith
- Rebecca Clyde
- Danny Gunnell
- Brody Holbrook
- Bruce Hough
- Liz Mumford
- Jed Stevenson
- Steve Andersen

2022 GALA

#LiftingOneByOne

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

Kathy Loveless served as our Keynote speaker. Kathy is an internationally acclaimed speaker and author. For decades, she has volunteered in a wide variety of capacities and seeks every day to help others live their best lives.

The Nationally Acclaimed Tenor Trio **GENTRI** performed for us while sharing their experiences with Mentors International in Peru.

CLICK TO WATCH
OUR 2022 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

- Ken & Athelia Woolley
- Gary & Kathy Free

CHANGING LIVES SPONSORS

- Big O Tires
- EcoShield Pest Solution
- Richard & Shawn Tanner

BUILDING COMMUNITIES SPONSORS

- DB Urban Communities
- John & Rebecca Hawkins
- George S. and Dolores Dore Eccles Foundation

HELPING HANDS SPONSORS

- Redmond Minerals
- Alan & Leslie Layton
- Big-D Construction
- Big Electric Supply
- Sunrider International

WAYS TO SUPPORT US



DONATE TO OUR MISSION - On average each donated dollar creates a \$5.15 economic impact in the lives of mentored families.
Venmo @MentorsInternational



WATCH A VIDEO - It is easy to view on your cell phone, tablet, computer, TV, or Theatre System. Just search "Mentors International" on YouTube for our channel. Watch and share these videos with your friends.



HOST A "COTTAGE MEETING" - Invite your friends and colleagues to learn more about Mentors International. Contact Curtis Beesley, President to set one up
beesley@mentorsinternational.org.

ADD OUR SKYBONUS NUMBER TO YOUR DELTA PROFILE



- Download the Fly Delta App on your phone and sign in.
- Click on the "Profile" tab at the top.
- Scroll down to the Loyalty & Business Programs Section.
- In the Corporate Rewards Program select Delta SkyBonus from the drop down.
- Add the number **US841226194** for Mentors International.

This program does not take away any miles from your SkyMiles account, BUT Delta will donate BONUS SKY SMILES to Mentors International each time that you fly. This enables us to save money when we visit, teach, and mentor our teams in the countries where we serve.



FOLLOW, LIKE, AND COMMENT ON OUR SOCIAL MEDIA

Sharing our message on social media is a free, simple, and effective way to help increase awareness about our mission. We share weekly inspirational stories about the families we mentor and serve. Find us @MentorsInternational.

