

# IMPACT REPORT

2016



Love INC  
Love In the Name of Christ





# Love INC

is a proven Christ-centered poverty alleviation model that has impacted millions of lives and hundreds of communities since 1977.

## Mission

To mobilize local churches to transform lives and communities In the Name of Christ.

## Vision

To see Christian churches united in purpose and fully engaged in actively living out their faith by lovingly serving people in need in their communities.



Love INC  
Love In the Name of Christ

## Core Values

1. We are Christian. Everything we think, say, and do is In the Name of Christ.
2. Prayer is an integral part of who we are.
3. We follow Christ's example of valuing people in need.
4. We value unity of the Body of Christ.
5. We value transformation in the lives of people and communities.
6. We value churches living out the two great commandments to love God and love their neighbors.
7. We value building Christ-like relationships.
8. We value the connectedness of the Love INC movement.
9. We model excellence.
10. We value continually maturing in our capacity to meet people's needs.

## STATS

### The Love INC Movement Consists of:

135 Love INC Affiliates (U.S.A.)  
8,279 Participating Churches  
43,605 Church Volunteers  
10,112 Community Organizations

### Love INC Clearinghouses Received:

308,462 Calls for Assistance

### Love INC Church Partners Met:

192,714 Family Needs  
291,411 Adult Needs  
161,370 Children's Needs

### Love INC Church Volunteers Gave:

1,242,253 Volunteer Hours

2016



**Brian Tweedie**

Board President  
Brighton, MI

**Mark McCloskey**

Board Vice President  
St. Paul, MN

**Fred Trick**

Board Treasurer  
Tuscaloosa, AL

**Esther Vander Laan**

Board Secretary  
Hamilton, MI

**Norma Berens**

Board Member  
Grand Rapids, MI

**Maureen Hansen**

Board Member  
Rocky Valley, IA

**Lorelei Mah**

Board Member  
Baltimore, MD

**Richard Strick**

Board Member  
Huntington, IN

**Curt Voight**

Board Member  
Rapid City, SD

**Lora Petitt**

Director of Affiliates  
Sheldon, IA

**Kirk Vander Molen**

Director of Missional  
Integrity  
Ada, MI

Dear Friends of Love INC,

**T**hank you for your support, involvement and prayers! You, along with many others, are making an IMPACT through the Love INC Movement. As Love INC National develops, launches, and supports affiliates across the country, affiliates, in turn, mobilize thousands of churches whose members demonstrate and share Christ's love to neighbors in need.

Looking back on 2016, we praise God for the amazing work that He is doing through His Church, mobilized by Love In the Name of Christ to be God "with skin on" to those who are in need. When the Word is made flesh and appears to people through Christ's followers – as they see them, touch them, and minister to them in His name – it is then that lives and communities are transformed. As author Mark Buchanan writes, "The Word preached draws a crowd. But the Word made flesh makes a church." As Love INC mobilizes churches across the United States and in Kenya to love and bring grace to those who are disheartened or disenfranchised, the Church becomes the Church that Jesus Christ calls it to be.

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The theme of the 2016 National Gathering was "Immeasurably More . . . than all we can ask or imagine" (Ephesians 3:20). That's the God we serve, and that's the amazing Movement of churches, volunteers, boards, and staff that He is raising up to glorify His name. Thanks again for making an impact through Love INC National and the Love INC Movement!

Yours in Christ,

Brian J. Tweedie  
Board President

2016 Love INC  
LEADERSHIP  
TEAM



# new AFFILIATE DEVELOPMENT



Starting a new Love INC affiliate is an exciting time for a community. Love INC National offers counsel, resources, training, and encouragement – every step of the way.

In 2016, 3 affiliates finished the development process!

Praise God for...

- Love INC of Coal Region, Pennsylvania
- Love INC of Yellowstone County, Montana
- Love INC of Dillion Area, Montana

Additionally, in 2016...

- 11 communities requested a Love INC Discernment Kit
- 22 communities were actively involved in the Development Process

Both groups received (and continue to receive) online, phone, and/or face-to-face training and support from Love INC National Staff. Join us in prayer for these communities throughout the coming year.

Executive Director Apprenticeship Training (EDAT) allows new Executive Directors (and board members) to spend three days onsite at an Operating Affiliate to see, process, and discuss with other trainees; while being trained on the operational and leadership needs of an affiliate. (1 training, 3 affiliates)



## IMPACT STORY

“Including **Redemptive Compassion\*** into the clearinghouse and volunteer training is going to give us a very strong foundation. I’m excited about that.”

Amy Laverman, Executive Director  
Love INC of Greater Yellowstone



\*Redemptive Compassion is a holistic ministry approach utilized by Love INC Affiliates.



Love INC National helps 135 Love INC affiliates mobilize local churches to transform lives and communities In the Name of Christ by offering strategic training opportunities and responsive need based support. In 2016, 70% of all affiliates took advantage of National training and support offerings.

- **The Vision & Reality Tour** is designed to train affiliates in Transformational and Comprehensive Transformational Modes of Ministry; which promote life skills and Christ-like relationship building. (3 trainings, 41 participants)
- **Regional Trainings** were focused on understanding the Love INC Vision, strengthening communications, and building leadership skills. Regionals were held in Alaska, Ohio, and Minnesota. (3 trainings, 139 participants)
- **Clearinghouse Training on Demand (TOD)** is held via video conference and trains newly hired Clearinghouse Coordinators. This mode, model, and heart training allows affiliates to minimize the impact of staff transitions. (4 trainings, 22 participants)
- **Newly Employed Executive Directors in Training (NEEDIT)** is an 8 month training and support opportunity for new Executive Directors; held via video conference. (4 trainings, 21 participants)
- **The National Gathering** promotes unity within the Love INC Movement, allows for affiliate networking, and offers highly focused training by role to: the board, executive director, clearinghouse, and administrative staff. (1 training, 208 participants)



# OPERATING AFFILIATE training

## IMPACT STORY

“We headed to Treasure Valley for TM [Transformational Ministry] training, knowing the Lord was using TM to grow our partnership with the local church. We experienced a fresh and vibrant presence of the Holy Spirit that brought both clarity and urgency to our next steps.”

Sue Brian Beckman  
Clearinghouse Coordinator  
Love INC of Oceana County



“Not just ministry transforming but life transforming!”

“Love the open discussion ... I took back many ideas and goals.”



Love INC National collaborated with these partners to provide affiliate training:

- **Faith & Finances by the Chalmers Center** unites people from varied financial backgrounds while exploring money management skills and biblical stewardship principles. The curriculum addresses the challenges of the materially poor and helps them rediscover their God-given dignity. (1 training, 25 participants)
- **Affirming Potential by the Love INC of Treasure Valley** is a holistic Transformational Ministry curriculum designed for Love INC affiliates. Affirming Potential focuses on strengthening participant's (clients) physical, emotional, relational, and spiritual lives by emphasizing each person's inherent value. (1 training, 25 participants)
- **COPE Poverty Simulation by Think Tank, Inc** is a role-playing training that offers participants a glimpse into the obstacles that low-income individuals and families face – each and every day. (1 training, 65 participants)



## IMPACT STORY

“This resource (C-Cube) has been amazing! No one understands the role of a Love INC Executive Director unless you've held that role and finding a safe environment to ask the hard questions can be a challenge. My C-Cube experience helped me grow in ways I wasn't even aware of and the connection with other ED's has helped foster relationships I look forward to developing even after our sessions end. Thank you!”

Kimbra Shaw, Executive Director  
Love INC of Boise



# OPERATING AFFILIATE

- **Curbside Consultations** allow affiliate leadership to meet via the phone with National Staff and Consultants to brainstorm, discuss, and receive input on ministry. This “open door” policy support offering is not tracked. Affiliates take advantage of the offering on a weekly basis.
- **Comprehensive Consultations** are provided to affiliates by request and promote excellence in living out the mission, model, and operations. A team of two consultants visit affiliates for 3 days, evaluate operations, provide onsite feedback, and follow up with a written report. (3 consultations, in Michigan, Missouri, and Iowa)
- **C-Cube** provides an opportunity for Love INC affiliate Executive Directors to connect, care, and contribute once a month for six months via video conference. (2 groups, 11 participants)
- **LINCed to Lead** a 10-month experience connecting Executive Directors through monthly video conferencing and two face-to-face meetings. Meetings included thought provoking discussion topics, leadership training, spiritual encouragement, and peer-to-peer supportive relationships. Additionally, the group collaborated on material development to help Love Affiliates experiencing Executive Director transition. (1 group, 6 participants)
- **Peer Support Groups** held via video conference are formed after each Vision & Reality training to help keep affiliates moving toward the healthy implementation of Transformational and Comprehensive Transformational Ministry. (3 groups, 22 participants)
- **Town Hall Meetings** provide valuable opportunities for affiliates to connect and share while receiving leadership training. Town Halls were held in California, Missouri, Oregon, and Washington during 2016. (4 meetings, 25 affiliates)
- **The Affiliate Resource Center and Library** are online tools for Love INC Affiliates that provide 24/7 access to essential news, resources, marketing, missional integrity materials, and video trainings.



## IMPACT STORY

“ I thank God every day for the Love INC movement! I don’t know of a better model to exemplify unity in the Body of Christ. I am humbled...as I witness transformation in lives and our community as we continue to build church partnerships across denominational and racial lines.”

Matt Kaley, Executive Director  
Love INC of Muskegon





# IMPACT STORY

“When Aaron came the very first night [to Powerful Parenting], he wasn't there because it was his own decision but a decision was made on his behalf [by Child Protective Services]. He couldn't imagine why people would take an interest in him or why God would be at work on his behalf. But he is seeing it and experiencing it and he is beginning to live it in a new way.”

Randy Burgess, Board Member  
Love INC of Grand Traverse



There are plenty of organizations and agencies that are doing great work in the social service sector. In fact, the Love INC Clearinghouse often refers neighbors in need to these groups.

A mobilized Church offers care, compassion, and friendship that is redemptive in purpose and honoring to God; making the gospel visible to people and communities in need of Christ.

However, the Church has a unique biblical calling to be the hands and feet of Christ to those in spiritual, physical, emotional, relational, and material need.

That's why Love In the Name of Christ is committed to helping Churches help people.

Which means when the Church serves people in need, the IMPACT is supernatural.







## IMPACT STORY

“Volunteering at Love INC was stepping out of my 'comfort zone.' It has opened my eyes to what a big need there is to help people!”

Linda, Volunteer  
Love INC of Sheboygan County

## KENYA Love INC

Since 2011 World Relief Kenya, Love INC National, and local Kenyan pastors have partnered together to bring the Love INC model to Kenya. The 2016 calendar year marks a major milestone. Love INC Kenya now stands on its own without financial support from World Relief and funds its own National Secretariat! Additionally:

- All 5 Nairobi affiliates now have fully operational Clearinghouses.
- The planning and formation of a new Nairobi affiliate in Jogoo Road Region, began.
- The National Strategic Objectives for 2016 through 2019 have been completed.

*Praise God!*





# Love INC FINANCIALS

## LOVE INC National Financial Report 2016 Statement of Activity - Cash Basis

### INCOME

CASH DONATIONS	\$52,369
CONFERENCE/TRAINING FEES	\$57,255
KENYA DEVELOPMENT	\$5,294
NEW AFFILIATE FEES/DISCERNMENT KITS	\$10,785
AFFILIATE DUES	\$397,534
GRANTS	\$68,581
OTHER	\$602

**TOTAL INCOME** **\$592,420**

### EXPENSES

STAFF COMPENSATION	\$295,491
MEETING EXPENSES	\$28,039
MARKETING/PROMOTIONS (website design/hosting, design, publishing)	\$5,452
ADMINISTRATIVE (phone, rent, office supplies, internet, hardware, software, postage)	\$11,499
INSURANCE	\$4,247
PROFESSIONAL FEES (bookkeeping, audit, accounting services, 990 prep)	\$19,052
FUNDRAISING EXPENSES	\$3,052
BANK FEES (credit card/paypal and banking fees)	\$1,776
KENYA DEVELOPMENT	\$9,626
FACE-to-FACE EVENTS (Regional trainings, consultations, mid-year boosts, community kick-off, onsite training, stipends, travel, supplies, facility, food, incentives, and subsidies)	\$67,981
ONLINE TRAINING SUPPORT	\$350
TRAINING/REFERENCE RESOURCES	\$6,282
SCHOLARSHIPS FOR TRAINING	\$5,200
NATIONAL GATHERING	\$42,516
ONLINE SYSTEMS	\$4,916
OTHER AFFILIATE SUPPORT	\$596
BAD DEBTS (Affiliate Dues Forgiveness)	\$9,462

**TOTAL OPERATING EXPENDITURES** **\$515,536**

OTHER EXPENDITURES	
Return of Restricted Contribution	\$35,115
Adjustment to books to clear balances from 2014	\$4,839

**TOTAL EXPENDITURES** **\$555,490**

**NET OPERATING INCOME** **\$36,930**

## IMPACT STORY

“One week, the other ED's were unable to join NEEDIT Training. Dawn (a Love INC National Staff Member) and I got a one-on-one video chat. Together we shed tears over the struggles of the job and rejoiced over the successes. It is a precious gift ...”

Birga Alden  
Executive Director  
Love INC of Albuquerque





## Love INC Statement of Financial Position

As of December 31, 2016

### CURRENT ASSETS

Bank Accounts	
Bremer Checking	321,067.14
Total Cash & Checking	\$321,067.14
US Bank - Checking	0.00
<b>Total Bank Accounts</b>	<b>\$321,067.14</b>

### OTHER CURRENT ASSETS

Undeposited Funds	12,658.32
Total Other Current Assets	\$12,658.32
Total Current Assets	\$333,725.46

### TOTAL ASSETS \$333,725.46

### LIABILITIES AND EQUITY

Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>

### OTHER CURRENT LIABILITIES

Payroll Tax Payable	0.00
Other Accrued Expenses	0.00
Pass Through Donations	2,800.20
Training Pass Through Funds	0.00
MobileCause Pass Through Funds	7,125.00

Total Other Current Liabilities	\$9,925.20
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Total Current Liabilities	\$9,925.20
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### Total Liabilities \$9,925.20

### EQUITY

Opening Balance Equity	229,572.14
Net Assets	57,297.71
Net Revenue	36,930.41

Total Equity	\$323,800.26
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### TOTAL LIABILITIES AND EQUITY \$333,725.46



## IMPACT STORY

“A woman and her disabled mother were living in a very old RV when our Love INC Home Teams met them. The women were in a most distressful situation. The Home Team acted immediately and provided them with food, a new small refrigerator, and several items. We continue to check-in.”

Love INC of Nacagdoches



**Alaska**

Anchorage \*  
Eagle River  
Juneau  
Kenai  
Fairbanks \*

**Alabama**

Dothan  
Northpoint

**California**

Bakersfield  
Campbell  
Covina  
Fresno \*  
Madera  
Manteca  
Merced  
Sacramento  
San Pedro  
Visalia

**Idaho**

Boise  
Nampa \*  
Weiser

**Illinois**

Canton  
Clarendon Hills  
Danville  
DeKalb  
Gurnee  
Tinley Park  
Wauconda

**Indiana**

Decatur  
Greenfield  
Griffith  
Huntington \*  
Lebanon \*

**Michigan**

Allendale  
Cadillac  
Engadine  
Fairview  
Flint  
Grand Haven  
Grant \*  
Hamilton  
Houghton  
Howell \*  
Hudsonville \*  
Ishpeming  
Jackson  
Lake Orion  
Little Traverse Bay  
Lapeer  
Manistee  
Muskegon  
Shelby \*  
Traverse City

**Minnesota**

Alexandria  
Buffalo  
Chaska  
Delano  
Worthington \*

**Missouri**

Branson  
Cape Girardeau  
Columbia \*  
Liberty

**Montana**

Billings  
Bozeman  
Columbia Falls  
Dillon

**New Hampshire**

Laconia

**New Jersey**

Eatontown

**New Mexico**

Alamogordo  
Albuquerque \*

**New York**

Gowanda  
Jamestown  
Poughkeepsie  
Springville

**North Carolina**

Charlotte  
Raleigh

**Ohio**

Brunswick  
Chillicothe  
Elyria  
Independence \*  
Kenton  
Mansfield  
Marion  
Millersburg

**Oklahoma**

Cushing

**Oregon**

Albany \*  
Aloha  
Corvallis  
Eugene  
Hillsboro  
Newberg  
Ontario  
Oregon City  
Redmond  
Tigard  
Woodburn

**Pennsylvania**

Coal Township  
Corry  
Douglassville  
Everett  
Girard  
Hershey  
Lancaster \*  
Meadville  
Milton  
Titusville  
Youngsville

**South Dakota**

Canton  
Rapid City \*

**Texas**

Lufkin  
Nacogdoches

**Virginia**

Charlottesville  
Fishersville

**Washington**

Bellingham  
Chehalis  
Longview  
Mount Vernon  
Puyallup \*  
Shelton  
Yakima \*

**Wisconsin**

Sheboygan

**Colorado**

Craig  
Littleton

**Delaware**

Bear  
Seaford

**Florida**

Bonita Springs  
Live Oak  
Melbourne \*  
Summerfield \*

**Iowa**

Cedar Falls  
Oskaloosa  
Rock Valley \*  
Sheldon

**Kansas**

Minneapolis  
Wichita

**Louisiana**

Lafayette

# Love INC 2016 AFFILIATES

\* Affiliates that have provided hosting, trainers, or staff leadership for Love INC National events.



Love INC National / Love In the Name of Christ  
Helping Churches Help People  
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