

ANNUAL REPORT 2022

Launching into our Future



Welcome to our 2022 Annual Report

For over 45 years, Love INC has been at the forefront of starting and strengthening local, church-based outreach initiatives across the United States and in Kenya. Our collective effort, known as the Love INC Movement, has been instrumental in bringing churches together to address the diverse needs of their communities. Guided by Jesus' prayer for unity among his followers (John 17), we wholeheartedly embrace the rich tapestry of the body of Christ. We recognize and value the unique contributions of each member, understanding that our collective strength is essential in demonstrating and sharing the boundless love of Christ across diverse communities and needs (1 Corinthians 12).

As we reflect on the past year, we celebrate the remarkable impact we have made as a collective ministry and look forward to continued growth and transformation ahead. We are grateful to God, to our prayer and financial partners, and to our local Love INCs—whose unwavering commitment has made our mission to Love In the Name of Christ possible.

Together we move forward,



Kirk Vander Molen
Executive Director, Love INC National



Will Kendall
Board Chair, Love INC National

Preparing our Foundation for the Future

Growing Our Impact

It's been a busy year in the area of Developing New Affiliates (DNA). People all over the country are seeing that Love In the Name of Christ can help transform their communities. It takes a committed local team, a lot of hard work, prayer, plenty of tools and resources, and a focused process to start a new healthy affiliate. Since the beginning of 2022, three new affiliates graduated from the DNA process by completing one year of operation, and we've had four new Love INCs open! With dozens of new inquiries coming in each month, our footprint continues to grow. Right now, more than 27 communities have stepped into the discernment process, and 13 are in advanced stages of development. We expect to open three more affiliates by the end of 2023, and see even more growth in 2024 and beyond.

Elevating Our Offerings

In 2022, we worked hard to hone our training experiences, both by making them more accessible through technological advances, and elevating what and how the content was presented. Additionally, webpages that walk participants through the preparation process and serve as a hub for course information were developed for each training and we upgraded our training platform for ease of use.

Expanding Our Capacity for Consultation

Throughout 2022 and into 2023, we've been working hard to reintroduce and expand our consultation offerings to the Love INC Movement. With new processes and a growing team of specialists, we can't wait to see how walking with local Love INCs in this way benefits not only those affiliates but the Movement as a whole. Here's what one Consultation Specialist had to say about a recent consultation:

"One of the great benefits that I've seen through consultations is the monthly coaching sessions between the Executive Director (ED) and the Board President. Some struggling affiliates have boards that need additional training on their role, strategic focus, missional integrity, etc. Pairing these two parties allows them to both hear the same information together and plan implementation at both the board and affiliate level. This not only elevates the health of the affiliate but strengthens the Board/ED relationship."

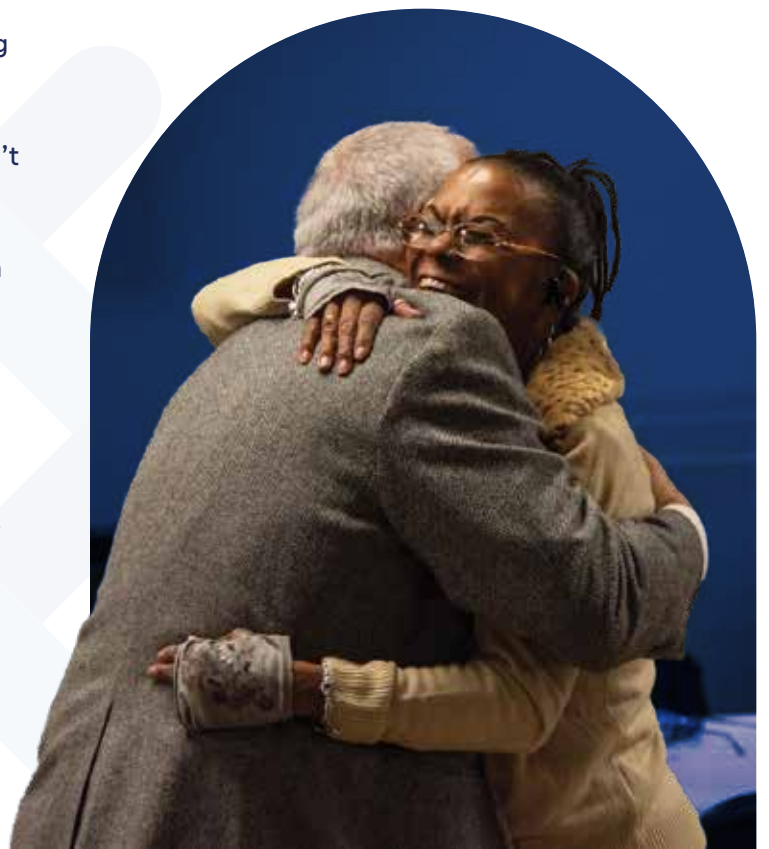
Equipping Our Affiliates to Elevate Communications

2022 started off with a bang with the launch of our new Logo and Brand Resources, and it didn't stop there. Throughout 2022, we were proud to be able to deliver six one-time trainings on Marketing and Communications topics, as well as a five-part Brand Track at the National Gathering, and numerous additional resources. Overall, we couldn't be more proud of how well each local Love INC has done with not only making the transition to the new branding, but taking what was provided and running with it in ways that are both true to the overall brand and their local expression of ministry. Additionally, the feedback we've received from our affiliates and their constituents has been overwhelmingly positive.

"The most difficult part of it for us was the new website, but God gave me a volunteer who was thrilled to take it on. He used one of the templates from the Resource Center and ran with it. We've also changed website service providers and will be saving hundreds of dollars a year and now have a website that is functional, up-to-date, and interactive!"

Amy Hromek, Executive Director,

Love INC of Union City, Spartansburg, & Corry, PA



Advancing Forward

Now more than ever we're poised for growth and look forward to cultivating that in the year to come through:

Growth Funding and a 4-Year Strategic Plan: This past year, we were blessed to receive a \$375,000 grant to support our intentional focus on new affiliate growth. We've identified various areas of use for this money over the next four years including: building brand awareness, affiliate referral growth, marketing content creation, developing new affiliate staff support, and a new knowledge/learning management software system. Additionally, Love INC National has completed a strategic planning process which involved surveying key stakeholders, and completing internal research on affiliate executive directors, church culture, and technology platforms. We also reviewed key organizational information like our mission, vision, values, and program metrics. A task force engaged in a process of discernment and prayer, and the National Board approved three broad strategic objectives: Mission Acceleration, Thriving Movement, and Flourishing Church. A total of 17 key results support these objectives, which will be revealed later in 2023.



Connecting Around the Country: Love INC is a together ministry. It has been wonderful to get Love INC affiliates together for our first series of Converge and we look forward to many more. These regional events, which began in early 2023 allow affiliates to connect key stakeholders to the broader Love INC Movement for a time of encouragement and collaborative input. Here's how one Executive Director described it:

"Converge was an opportunity for my staff, volunteers, and board members to see the bigger picture and know we are not alone in this work. It brought togetherness to our region. It gave my team new resolve and a shared experience we all draw on when things get tough."

Stuart Smith, Executive Director, Love INC of Clackamas County, OR

Collaborating with Strategic Partners: Leveraging our relationships with existing and new national partnerships enables us to enhance our trainings and bring additional opportunities to our affiliates. While we are "experts at all things Love INC," we have great opportunities to bring in subject matter experts in other areas, such as leadership development, church relationships, curriculum, and board development. We are grateful for existing partnerships with the Chalmers Center, Waycool, Redemptive Compassion, and Camino Road, and look forward to introducing our affiliates to new partnerships in the months ahead.

Curating New Content: We were thrilled to add a 4-week Going Deeper Redemptive Compassion Training with author Lois Tupyi in spring 2023, and we weren't the only ones. Response was so overwhelming that we had to close registration after only a few days, and look forward to when we might be able to offer another installment. Additionally, we look forward to offering our Work Life Facilitator Training twice this year, and will be adding two new monthly support calls. Our Waycool Database call begins in July and a Volunteer Coordinators support call will launch in October 2023.



Transform lives and communities In the Name of Christ. It is a h

Finding the Way Back to You

When you meet PJ, she is a woman full of smiles and compliments. You would never know her journey into Love INC of the Black Hills in South Dakota began as a God-given sanctuary during a very trying time. PJ grew up in the Black Hills area, and she and her husband both worked in Law Enforcement there. Yet in June of 2020, when she lost her husband unexpectedly, the grief was so paralyzing that she had to retire. Her world was turned upside down. It was as if she had also lost herself.

Through a friend and God's perfect plan, she first began volunteering at Love INC. First in the Linen Ministry, but after a short time, she found a fit volunteering in the administration offices. There she also found a family of people that she had connected with in the past through church, speaking events, and Bible studies.

As she began to get herself back out among good and loving people, she experienced a change in herself. It was like the fog had lifted, a new season was beginning, and her hope was restored. Even her grief therapist has told her of the positive impact Love INC has made in her life.

“As a displaced widow, to have someone say... you are loved and you have something to offer—it was a rebirth. When I am here, I feel those things.”

PJ, Volunteer at Love INC of the Black Hills, SD



The Year In Numbers

682444 Volunteer Hours

122755 Neighbors Served

19189 Volunteers

12755 Mentor Meetings

5885 Class Sessions

238620 Needs Met

5632 Churches

2325 Community Organizations

112 Affiliates

13 Communities In Advanced Stages of Development

Coming to Know God

When I came through the doors of Love INC, I felt like I had lost everything that was important to me. I was newly widowed and a single mother, and due to a chronic and serious illness, I had been forced to leave a career I loved. I was in an emotional and financial mess, and I could see no way out. I lacked the skills to manage what income I did have and the faith I needed to find any peace and hope in my emotional situation. I had been raised in a family of addiction that had failed to teach me what faith in action looks like and I was stuck in a downward spiral of "it's not supposed to be this way." But, as my mentor Pam so lovingly reminded me, it is in these dark, dark places that God does His best work.

From the very first Affirming Potential® video, I felt hope in listening to Lois speak. I learned that God put inside of me the desire to dream and to grow, that He never wastes a single tear that I cry, and that He always works all things for the good of those who love Him.

My budget mentors came alongside me from the very beginning and helped me, one-on-one, to untangle my mess of debt and sort out my bills. They showed me how to establish an accurate household budget and gave me the tools to track my spending and save money for unforeseen expenses. For someone who came from a home of chaos and unpredictability, this structure was life-giving. Their consistent instruction and patient guidance was nothing short of a miraculous intervention. In every new situation I faced as my living conditions changed, Jeff, Pam, and Laurie were faithful in prayer for me and steady in their teaching.



Today I continue with Love INC in one-on-one mentoring and Bible study classes. I set goals with my mentors personally, financially, and spiritually. I have learned about healthy relationship boundaries, read the New Testament in its entirety, and studied the book of Philippians in depth in a small group. I am currently reading the Bible in a year in chronological order and am leading a book study with other women on my own time.

The most important piece of my growth by far, however, is the difference in my faith. I always knew that God was real. I knew ABOUT Him. Through my journey at Love INC, I've come to KNOW God and I have a deep, personal, living relationship with Him. I hear His voice and I follow Him with joy and loving obedience. I know that He lovingly watches over me and leads me and provides for me. I know that He will never ever leave me and that He always hears me and desires to communicate with me. I live with gratitude and hope that nothing and no one in this world can take from me.

Merridith

Neighbor of Love INC of Newaygo County, MI

Love INC Kenya

Rembesha Mama Initiative

The Rembesha Mama Initiative was launched by the Mombasa Road Zone of Love INC Kenya in March 2021 with the goal of empowering 100 single mothers between the ages of 20-50 years old who are living in informal settlements within Nairobi County. The first cohort of 10 ladies from Mukuru Kwa Njenga, Mukuru Kwa Reuben, Sinai, were led through a five-week business management program by skilled church volunteers and given capital to start their businesses upon completion.

Upon following up, they not only discovered that these women were doing well, but some of them have even been able to move their families from the slums to areas with better housing. Additionally, alongside being able to provide for their families, they have also been able to keep their children in school! We give the glory to God for this and are thrilled to be able to share one of their stories.



Restoring Dignity

Caroline came to the Love INC office in 2020. A single mother of 3 children, she felt desperate and had no idea of how to make ends meet. After listening to her, we discovered that without an income, her most immediate need was food. As we developed a relationship and walked with her, we were grateful to be able to help her feed her children on several occasions. So when the Rembesha Mama Initiative was introduced in 2021, Caroline immediately came to mind as a great candidate. She worked hard throughout the five-week training, and after getting her capital, Caroline began an airtime card business where she supplies airtime cards to various shops within the locality of Mukuru Kwa Njenga. Through her business, she can now not only afford to put food on the table, but pay her rent, pay school fees for her children, and clothe them well. She was so happy that Love INC assisted her in her time of need and thankful to God for remembering and beautifying her. We thank Almighty God for her, as well.

Love INC Kenya 2022 Statistics

2 0 3 7 Intakes

6 6 9 3 Needs Met

2 6 0 0 Volunteers Engaged

2 1 9 Churches Engaged

6 Operating Locations

6 Locations in Development



mental, emotional, relational, material, and physical.

Financial Position

Statement of Financial Position July 1, 2021 - June 30, 2022

Assets

Current Assets

Cash + Cash Equivalents	\$ 562,584
Investment	\$ 0
Accounts Receivable	\$ 63,295
Pledge Receivable	\$ 75,600

Total Current Assets \$ 701,479

Investment Funds \$ 149,032

Total Assets \$ 850,511

Liabilities and Net Assets

Current Liabilities

Accounts Payable	\$ 7,558
Credit Card Payable	\$ 742
Deferred Revenue	\$ 7,540
Pass-Through Payments	\$ 8,500

Total Current Liabilities \$ 24,340

Net Assets

Unrestricted	\$ 560,297
Grants Temporarily Restricted	\$ 265,874

Total Net Assets \$ 826,171

Total Liabilities + Net Assets \$ 850,511

Change in Net Assets Without Restriction

Revenue Without Restrictions

Donations Unrestricted	\$ 93,039
Training + Consulting Fees	\$ 33,930
Affiliate Dues + New Affiliation Fees	\$ 580,955
Unrealized Losses on Investments	(\$ 1,608)
Interest and Dividend Income	\$ 830
Other Income	\$ 643

Total Revenues Without Donor Restrictions \$ 707,789

Net Assets Release from Restrictions \$ 80,251

Total Net Assets Without Restrictions \$ 788,040

Program Service Expenses

Staff Compensation	\$ 540,429
Staff and Board Meeting Expenses	\$ 18,502
Support and Training to Affiliates	\$ 151,655*

Total Program Services \$ 710,586

Support Service Expenses

Marketing + Promotions	\$ 42,785
General + Administrative	\$ 22,052
Insurance	\$ 3,884
Professional Fees	\$ 41,790
Bank Fees	\$ 2,296
Forgiven Dues	\$ 13,006
Fundraising Expenses	\$ 22,097

Total Support Service Expenses \$ 147,910

Total Expenses \$ 858,496

Change in Net Assets Without Restriction (\$ 70,456)

Change in Net Assets With Restrictions

Revenues with Donor Restrictions	\$ 0
Net Assets Released from Restrictions	(\$ 80,251)
Change in Assets with Restriction	(\$ 80,251)

Change in Net Assets

Change in Net Assets (\$ 150,707)

Net Assets, Beginning of Year \$ 976,878

Net Assets, End of Year \$ 826,171

*\$50,000 of Support and Training to Affiliates was transferred to Love INC Kenya as a designated donation from a grant received in a previous year.

The Love INC Movement

Eagle River, AK
Juneau, AK
Kenai Peninsula, AK
Tuscaloosa County, AL
Sierra Vista, AZ
Fresno County, CA
Greater Merced, CA
Madera, CA
Manteca, CA
Sacramento, CA
South Bay, CA
South San Jose, CA
Tulare County, CA
Littleton, CO
Yampa Valley, CO
Mid-Delmarva, DE
Brevard County, FL
Broward, FL
Heart of Florida, FL
Metro Tampa, FL
Southwest Florida, FL
Suwannee County, FL
Cedar Valley, IA
Greater O'Brien County, IA
Mahaska County, IA
Sioux County, IA
Boise Community, ID
Kootenai County, ID
Treasure Valley, ID
Washington County, ID
DeKalb Sycamore, IL
Fulton County, IL
Lake County, IL
Tinley Park, IL
Vermilion County, IL
Western Suburbs-Chicago, IL
Boone County, IN
Greater Hammond, IN
Greater Hancock County, IN
Lafayette, LA
Montgomery County, MD
Allegan County, MI
Copper County, MI
Genesee County Churches, MI
Gratiot County, MI
Greater Lapeer, MI
Greater Livingston Area, MI
Hillsdale County, MI
Jackson County, MI
Little Traverse Bay, MI
Muskegon County, MI
Newaygo County, MI
Northeast Ottawa County, MI
North Oakland County, MI
Oceana County, MI
Oscoda County, MI
South Kent County, MI
West Mackinac County, MI
Wexford and Osceola Counties, MI
Big Woods, MN
Douglas County Lakes Area, MN
Eastern Carver County, MN
Heartland, MN
Worthington, MN
Clay County, MO
Gallatin County, MT
Heart of Montana, MT
South Lincoln County, MT
Yellowstone County, MT
Lakes Region, NH
Otero County, NM
Greater Gowanda, NY
Mid-Hudson, NY
Southern Chautauqua County, NY
Springville, NY
Cuyahoga County, OH
Greater Holmes County, OH
Greater Mansfield, OH
Hardin County, OH
Lorain County, OH
Medina County, OH
Van Wert County, OH
Wayne County, OH
Greater Cushing, OK
Benton County, OR
Clackamas County, OR
Greater Hillsboro, OR
Linn County, OR
Newberg Area, OR
North Marion County, OR
Ore-Ida, OR
Tigard-Tualatin-Sherwood, OR
Golden Rule, PA
Greater Hershey, PA
Lancaster County, PA
Titusville, PA
Union City-Spartansburg-Corry, PA
West Erie County, PA
Black Hills, SD
Greater Canton, SD
Angelina County, TX
Nacogdoches, TX
Charlottesville Albemarle, VA
Staunton Waynesboro Augusta, VA
Bellingham-Whatcom County, WA
Cowlitz County, WA
Lewis County, WA
Mason County, WA
Skagit County, WA
Yakima County, WA
Sheboygan County, WI
South Wood County, WI
Nairobi, Kenya
Karura Zone
Thika Road Zone
Karengata Zone
Ngong Road Zone
Mombasa Road Zone
Jogoo Road Zone

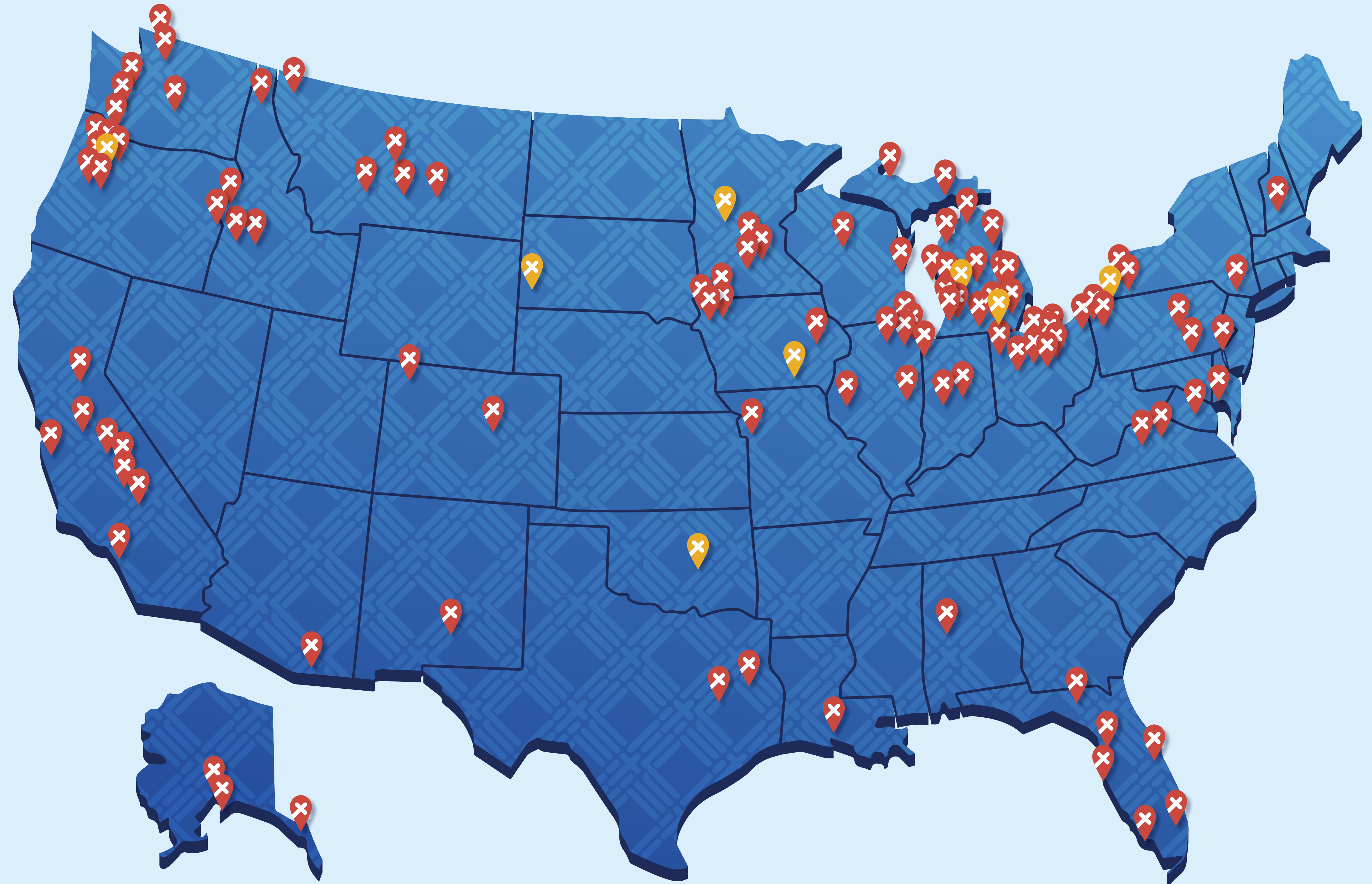
**Current List as of June 2023*

The Love INC Movement mobilizes local churches to tr



Transforming Lives and Communities In the Name of Christ

Love In the Name of Christ is a National Movement mobilizing local churches to transform lives and communities In the Name of Christ. Across 110+ locations, we offer a holistic approach to caring for people in all areas of life: spiritual, mental, emotional, relational, material, and physical.



1 *"Without Love INC's help I probably would have been on the streets doing whatever I had to do to get my drugs. This establishment and the church volunteers here are game changers in my life. They are changing the world."*

Neighbor, Love INC of Greater Gowanda, NY

5 *"Love INC brought about a huge transformation in our church. I hadn't realized that it would change our church just as much as those we serve in the community. We have more people in ministry today than ever before."*

Pastor Tweedie, Church Partner, Brighton, MI

2 *"Joining the Love INC Movement has been one of the most meaningful and impactful moves I have ever made. The difference we make in our communities will not only improve the lives of our neighbors but unite local churches into 'The Church' like never before."*

James Austin, Executive Director, Love INC of Cushing, OK

6 *"As a displaced widow, to have someone say... you are loved and you have something to offer, it was a rebirth."*

Neighbor, Love INC of the Black Hills, SD

3 *"I am not alone because of Love INC. I want to acknowledge your existence, your helpful tips, and your encouragement. I'm truly grateful for you. Thank you! I am tired of staying in the same place in life, it's time to change that!"*

Neighbor, Love INC of Newberg, OR

7 *"Love INC has helped church members think outside themselves and understand that there are people in need all around them—maybe even right next to them. Love INC helps our church remain outwardly focused."*

Pastor Matthew, Church Partner, MN

4 *"I am growing as a person and I'm more confident in who I am than ever before. I know a lot of that has to do with my involvement with Love INC."*

Neighbor, Love INC of Mahaska County, IA

8 *"The most important piece of my growth by far, however, is the difference in my faith. I always knew that God was real—I knew ABOUT Him. Through my journey at Love INC, I've come to KNOW God and I have a deep, personal, living relationship with Him."*

Neighbor, Love INC of Newaygo County, MI