



2021 ANNUAL REPORT





COFFEE BEANS AND THE SECRET TO SUSTAINABLE IMPACT

"Remember this: Whoever sows sparingly will also reap sparingly and whoever sows generously will also reap generously." 2 Corinthians 9:6

At a break in GTP meetings in Guatemala on 14 November 2020, I toured Finca Filadelfia, a coffee plantation that has operated for over a century. There, I learned a powerful lesson. It's the secret to sustainable impact.

"Did you know that every coffee bean has two seeds?" the guide said. "One to share and one to sow!" He continued, "If we shared or consumed both seeds, since the plants take so long to produce fruit, we'd have no more coffee." With a smile he added, "If we sowed both, we would not enjoy any coffee, and that's not good either."

So, at GTP, we aim to balance sharing (delivering programs) and sowing (doing partnership work). This focus positions us to bear fruit now, to grow with sustainability, and to aid others while in this pursuit. The following report shows our progress in 2020-2021 for which we are praising God. With you!

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Cover photo by Gary G. Hoag
Antigua, Guatemala

Gary G. Hoag, PhD
President & CEO



PURPOSE

In obedient service to Jesus Christ, Global Trust Partners multiplies faithful stewards and mobilizes peer accountability groups to build trust and to grow local generous giving to God's work.



As of 1 July 2020, GTP had served a global network of 1,792 stewards in 83 countries. By 30 June 2021, our global network expanded to 4,055 stewards in 104 countries (listed at right). Over this year and by God's grace, our program and partnership efforts engaged 126% more people with the GTP purpose.

ALBANIA
ALGERIA
ANGOLA
ANTIGUA & BARBUDA
ARGENTINA
AUSTRALIA
AUSTRIA
BANGLADESH
BARBADOS
BOLIVIA
BOTSWANA
BRAZIL
BURKINA FASO
CAMBODIA
CAMEROON
CANADA
CENTRAL AFRICAN
REPUBLIC
CHILE
CHINA
COLOMBIA
CONGO
COSTA RICA
CÔTE D'IVOIRE
CZECH REPUBLIC
DOMINICAN REPUBLIC
ECUADOR

ECUATORIAL
GUINEA
EGYPT
EL SALVADOR
ESWATINI
ETHIOPIA
FINLAND
FRANCE
GERMANY
GHANA
GUATEMALA
GUINEA
GUINEA BISSAU
GUYANA
HAITI
HONDURAS
HONG KONG
HUNGARY
INDIA
INDONESIA
IRELAND
ISRAEL
JAMAICA
JAPAN
JORDAN &
PALESTINE
KENYA

KOREA
KUWAIT
LIBERIA
MADAGASCAR
MALAWI
MALAYSIA
MALI
MAURITIUS
MEXICO
MOLDOVA
MONGOLIA
MOZAMBIQUE
MYANMAR
NAMIBIA
NEPAL
NETHERLAND
NEW ZEALAND
NICARAGUA
NIGER
NIGERIA
PAKISTAN
PANAMA
PAPUA NEW
GUINEA
PARAGUAY
PERU
PHILIPPINES

POLAND
RUSSIA
RWANDA
SAUDI ARABIA
SENEGAL
SINGAPORE
SOUTH AFRICA
SPAIN
SRI LANKA
SUDAN
SWITZERLAND
TANZANIA
THAILAND
THE GAMBIA
TOGO
TRINIDAD & TOBAGO
TURKEY
UAE
UGANDA
UK
UKRAINE
URUGUAY
USA
VENEZUELA
VIETNAM
ZAMBIA
ZIMBABWE

THE FRUITS OF "SHARING" IN 2020-2021: PROGRAMS

*I will look on you with favor and make you fruitful and increase your numbers, and I will keep my covenant **with you**.*
Leviticus 26:9



TEACHING

3,307 stewards from 89 countries were taught in 6 countries in 2020-2021 (up from 1,496 stewards from 63 countries in 12 countries in 2019-2020)



TRAINING

2,886 stewards trained to help ministries follow standards in 80 countries in 2020-2021 (up from 481 in 38 countries in 2019-2020)



TEAMWORK

11 peer accountability groups (PAGs) accrediting members in 14 countries in 2020-2021 (up from 10 PAGS and 12 countries in 2019-2020)



TOOLBOX

14,235 downloads of GTP ebooks & templates and 2,074 video views in 2020-2021 (up from 0 downloads and 0 video views in 2019-2020)

THE FRUITS OF "SOWING" IN 2020-2021: PARTNERSHIP

*I will look on you with favor and make you fruitful and increase your numbers, and I will keep my covenant **with you**.*
Leviticus 26:9



PRAYER

116 monthly Prayer Journal subscribers in 2020-2021 (up from 0 in 2019-2020)



COMMUNICATIONS

Sent 24 Journal Entry emails to our global network (with 37% open rate and 3.7% click rate compared to sector averages of 25% and 2.5%) and used social media (Facebook and LinkedIn) to reach and engage new people



TRANSPARENCY

Total revenue of \$524,725 came from 179 giving units in 31 countries in 2020-2021 (up 35% from \$387,409 from 155 giving units in 27 countries in 2019-2020)



SERVICE

GTP has 5 staff, 12 regional facilitators, and 12 board members who live and serve in 16 different countries

PROGRAMS

GTP has four programs that staff deliver 2x2 with regional facilitators.

Read about the reach and impact of these programs in 2020-2021.

Give thanks to God for the fruits. See who we served. Enjoy the testimonies.



TEACHING

We deliver biblical instruction to form stewards who can teach others about faithful administration and help ministries flourish.



TRAINING

We offer two types: responsive trainings address regional needs and replicable trainings empower participants to train others globally.



TEAMWORK

We collaborate with regional facilitators to serve national workers and help them set up or strengthen local peer accountability groups.



TOOLBOX

We provide digital resources to individuals and matching grants to groups to help them grow trust and greater local giving.



TEACHING

We delivered biblical and practical teaching online and onsite. Our focus aimed at growing faithful and generous stewards who help ministries follow standards for flourishing and sustainability.

Online teaching expanded our reach to serve 121% more workers in 21 new countries. For example, with Christian Institute for Management (pictured at upper left), we instructed workers across India, but also reached into Pakistan, Nepal, Kuwait, and UAE. Participants found content "personally life-changing" and "useful for developing others."

The pandemic limited onsite teaching to 6 countries—Bolivia, Egypt, El Salvador, Guatemala, Panama, and USA—as compared to 12 last year. Data shows that travel magnifies our reach in regions.

In multiple cities in El Salvador (pictured at middle left) and Bolivia (pictured at lower left), we combined teaching from Scripture with tools for application. Many said it was their "first time" to get such teaching, so they are applying and sharing it with their networks.

[Watch teaching and download slide decks here](#)

SOME OF THE MINISTRIES AND NETWORKS SERVED WITH TEACHING IN 2020-2021



"I love GTP because the biblical teaching and practical tools are shared for free, and they help increase the efficiency and effectiveness of church and ministry workers... I came home from the field due to lack of support, so I love that GTP provides contextualized coaching on topics like raising local funds."

– Julieta Murillo, Ecuador
Read her impact story [here](#)



TRAINING

Our training program grew exponentially—exactly 500% over last year—from 481 participants trained in 38 countries to 2,886 in 80 countries. The growth largely came in response to online efforts.

Our responsive trainings took the form of webinars that addressed the felt needs of ministry workers. Topics included building capacity, succession planning, board governance, and growing giving. We engaged local experts for regional trainings to contextualize content.

Our replicable training, Journey of Empowerment or JOE, served 242 stewards in 23 countries in 2020-2021. We piloted Online JOE in October 2020 (pictured at upper left) and about 25% of participants replicated it!

We did an Onsite JOE with TOT (training of trainers) in Aswan, Egypt, in December 2020 (pictured at middle left). About 50% of these influencers have hosted JOE groups so far including Nada Bishara (pictured at lower left) with a Coptic Church group in Alexandria. Onsite JOE tends to replicate at higher levels.

[Learn more about our trainings here](#)

WHAT STEWARDS ARE SAYING ABOUT...

WEBINARS & TRAININGS

"Content was absolutely appropriate."

"Panelists all gave practical and doable insights."

"Love that there is a diagnostic tool for organizations and churches alike to launch us into the journey of putting our house in order."

"The session gave me a lot of info to share with others."

JOURNEY OF EMPOWERMENT

"It was a holy experience filled with the presence of God in which I encountered Him and hear His voice guiding me."

"JOE helped me discover my identity and role in God's kingdom... It reminded me of my calling and challenged me to remain faithful and humble."

"Biblically based, empowering, and encouraging... I have already formed a group to facilitate JOE for them."



"As a member of AfCAA we received an invitation to the GTP webinar entitled 'Succession Planning for Sustainability,' which I attended on 28 August 2020. I loved it. I found the whole webinar enriching, all of it. It was particularly relevant for our church because we are in a season of transition."

– Ngari Kariithi, Kenya
Read his impact story [here](#)



TEAMWORK

Teamwork with regional facilitators and givers around the world helped peer accountability groups (PAGs) navigate a challenging year. Periodic coaching and online speaking also provided timely assistance to PAGs.

To expand regional teams, we did 12 regional campaigns in November and December 2020 boosted by a \$50,000 matching gift. The effort raised \$56,106 from 25 countries, aided PAGs, and grew their networks.

Onsite in November 2020, we had strategic meetings with the CONFIABLE board in Guatemala (pictured at upper left). They agreed to share their standards with all of Latin America!

In December 2020, we spoke to a NABLA cohort in Egypt with 12 ministries pursuing accreditation (pictured at middle left). Then in March 2021, we met with APOYO, with whom we are partnering to advance peer accountability in Bolivia (pictured at lower left).

Find the directories of accredited members of PAGs [here](#)

SPIRITUAL PRIORITIES

At GTP, we practice the spiritual priorities of prayer, fasting, and confession to discern the direction of our service from God.

- As staff, we engage these priorities annually to discern faithful activities that can position us for fruitful outcomes.
- With regional facilitators, we do them on retreats to consider the past, present, and future and to decide next steps together.
- With strategic partners, we practice them to set aside our plans and discover God's agenda for our collective work.

These priorities guide our teamwork to engage where God is at work, to advance His purposes, and to bring Him glory.

STRATEGIC PARTNERS



"I'm excited about the formal partnership between GenerousChurch and GTP. We integrate well and share similar values and core convictions. We are our committed to prayer, fasting, confession, and service. We are open to going wherever God leads and investing in building up God's workers worldwide."

– Patrick Johnson, USA
Read his impact story [here](#)



TOOLBOX

We created the GTP Diagnostic Tool and Templates to scale our capacity to equip skilled workers to put their ministry house in order. We never dreamed stewards in 31 countries would use the tool, and that we'd have 14,235 downloads in the first year.

In December 2020, we translated some GTP templates into Arabic and did a training for NABLA members (pictured at upper left). It was a hit! Participants were enthusiastic to apply them.

In March 2021, we shared GTP resources in Spanish to workers in Panama. PAAM staff started using them right away with their staff and missionaries they mobilize (pictured at middle left).

Our board and staff produced 12 Template Trainings videos to show God's workers how to utilize GTP templates. It's leveraging impact. We had 2,074 video views in 2020-2021. We also shot JOE videos in El Salvador (pictured at lower left) for multiplying JOE trainers and for releasing On Demand JOE later in 2021.

Find resources in 3D ([Directory](#), [Diagnostic Tool](#), [Digital Files](#)) [here](#)

DIRECTORY

11 peer accountability groups (PAGs) are accrediting organizations in 14 countries: Australia, Canada, Egypt, Ghana, Guatemala, India, Indonesia, Kenya, Nigeria, Philippines, South Africa, South Korea, Switzerland, USA.



Africa



Australia



Canada



Egypt



Guatemala



India



Indonesia



Philippines



South Korea



Switzerland



USA

DIAGNOSTIC TOOL

Skilled workers from 31 countries took the 36-question tool in 2 languages, English and Spanish, and downloaded templates to put their church or ministry house in order.

DIGITAL FILES

Our website features ebooks, templates, webinars, online trainings, field reports, videos, prayer journals, and more, for free viewing and download.



"We equip and resource fundraising teams with knowledge, tools, and materials. We invite senior leaders and pastors who take on the spiritual duty of pouring biblical truths into the lives of their audience... GTP has richly resourced me to do this work more effectively."

– Brenda Uwubuntu, Rwanda
Read her impact story [here](#)

PARTNERSHIP

GTP does partnership work in four areas because as GTP grows God's Kingdom expands.

Read about the reach of these intentional efforts in 2020-2021.

Give thanks to God for the collaboration and the fruits.



PRAYER

We provide a monthly Prayer Journal for subscribers to sow praise items and prayer requests to expand our base of prayer support.



COMMUNICATIONS

We send bi-weekly Journal Entry emails and post on social media to sow the opportunity to spread program impact and engage networks.



TRANSPARENCY

We comply with ECFA standards and have an independent financial review to sow confidence for growing global and regional giving.



SERVICE

We do our work with the oversight of 12 board members, the work of 5 staff, and the volunteer commitment of 12 regional facilitators.

PRAYER

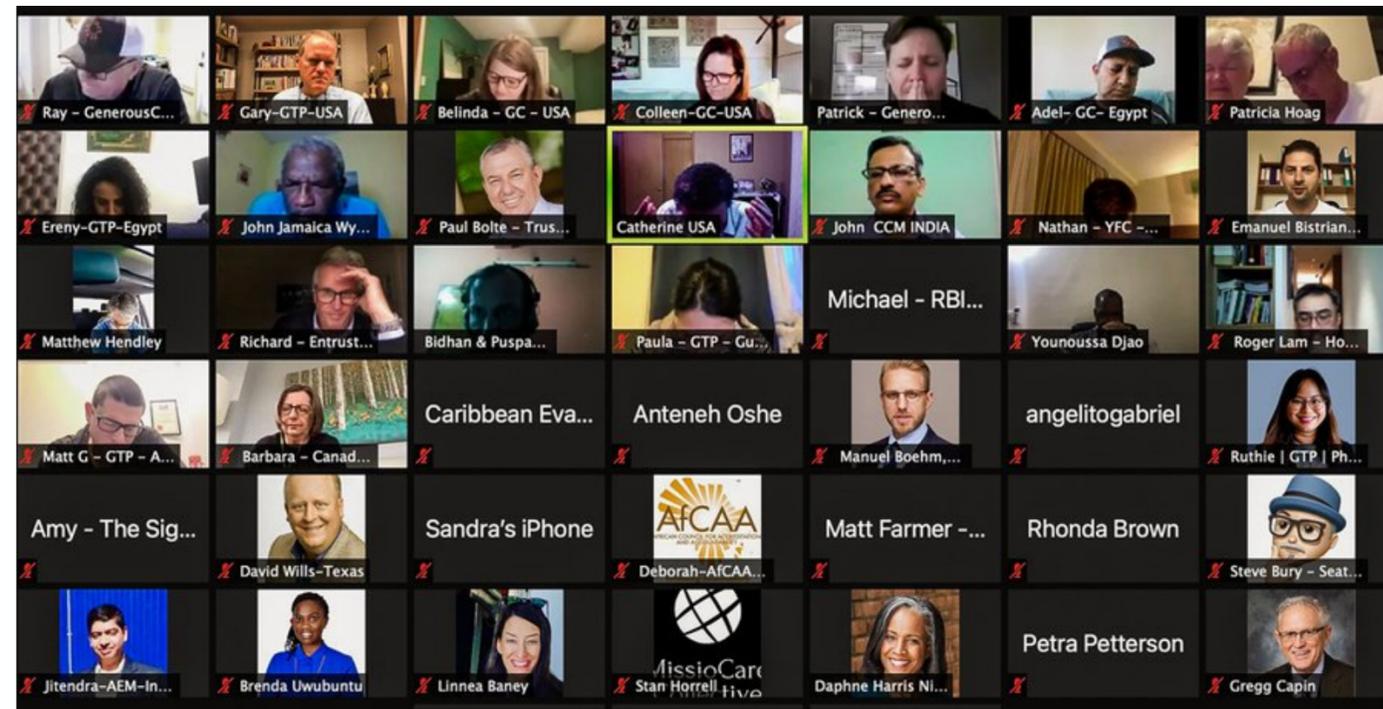
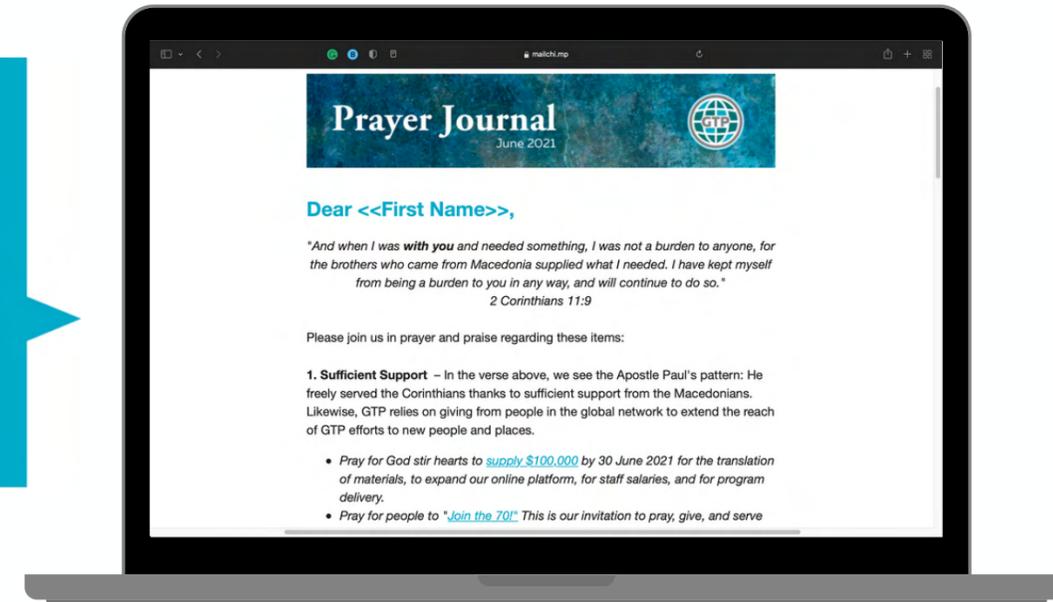
We launched the Prayer Journal in November 2020. This monthly opt-in email only goes to subscribers. By June 2020, we had 116 on the list, but we prayed for ways to grow prayer support.

Also at that time, we determined to ask God to raise up 70, like in Luke 10:1-2, to pray, give, and serve monthly. We activated it, calling it "Join the 70: Call for Monthly Prayer and Partnership."

Just then God did something special. Our partner, GenerousChurch, rallied global prayer in June and featured GTP on 16 June 2020 (pictured at right).

That day, fellow stewards from 17 countries gathered online. It inspired us to make this a monthly activity, so we started Monthly Global Prayer Hour in July 2021. Join us for prayer on the third Wednesday of each month.

[Sign up for the Prayer Journal here](#)



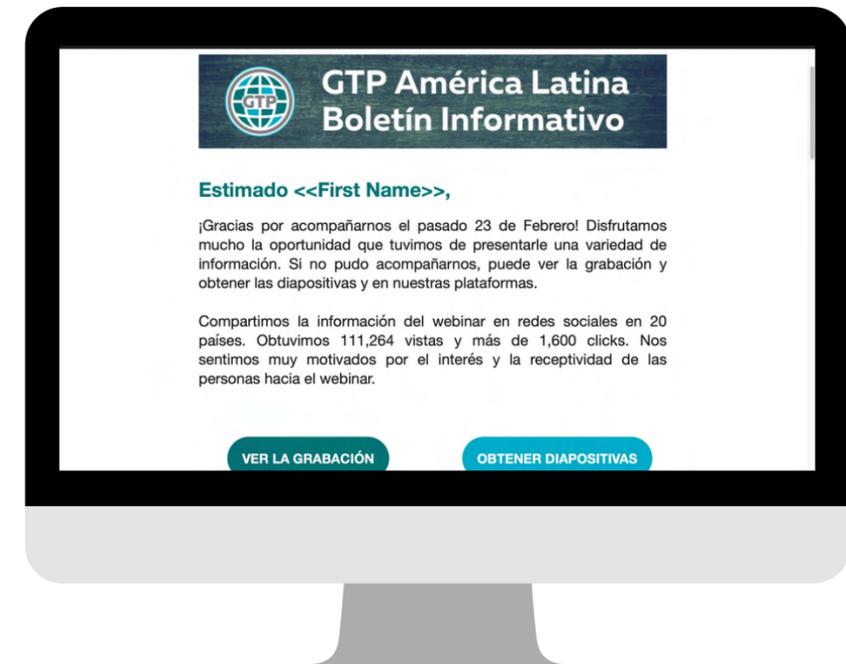
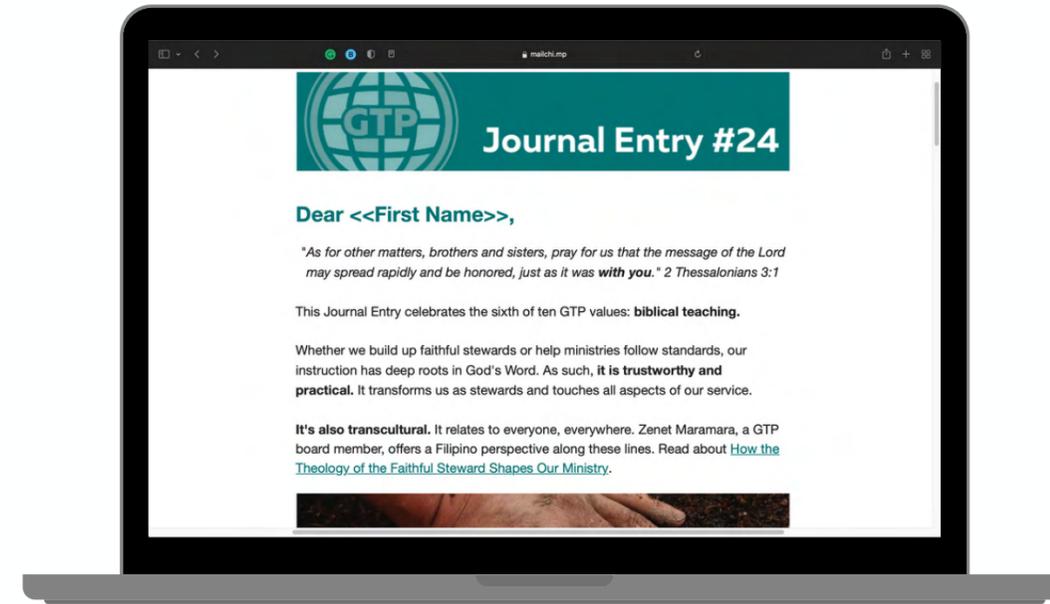
COMMUNICATIONS

Our Journal Entry (JE) email went to our growing Global Network email list twice each month. That list grew 126% from 1,792 to 4,055 in 2020-2021. JE serves as our primary communication tool.

Each JE shared free resources, impact stories or blog posts, and directed readers to future events or past recordings for viewing and download. JE also invited readers to partner with us in giving and prayer. It had a 37% open rate and 3.7% click rate (ahead of sector averages of 25% and 2.5%).

For Spanish readers, we launched our monthly *América Latina Boletín Informativo* in 2021 and sent 5 issues. By 30 June 2021, the list grew to 475 stewards in 20 Latin American countries and had an open rate of 38% and a click rate of 6.2%. This data shows where we have reach and receptivity, and guides program and travel decisions.

Subscribe to the Journal Entry [here](#)
Email mail@gtp.org to get the *Boletín Informativo*



COMMUNICATIONS

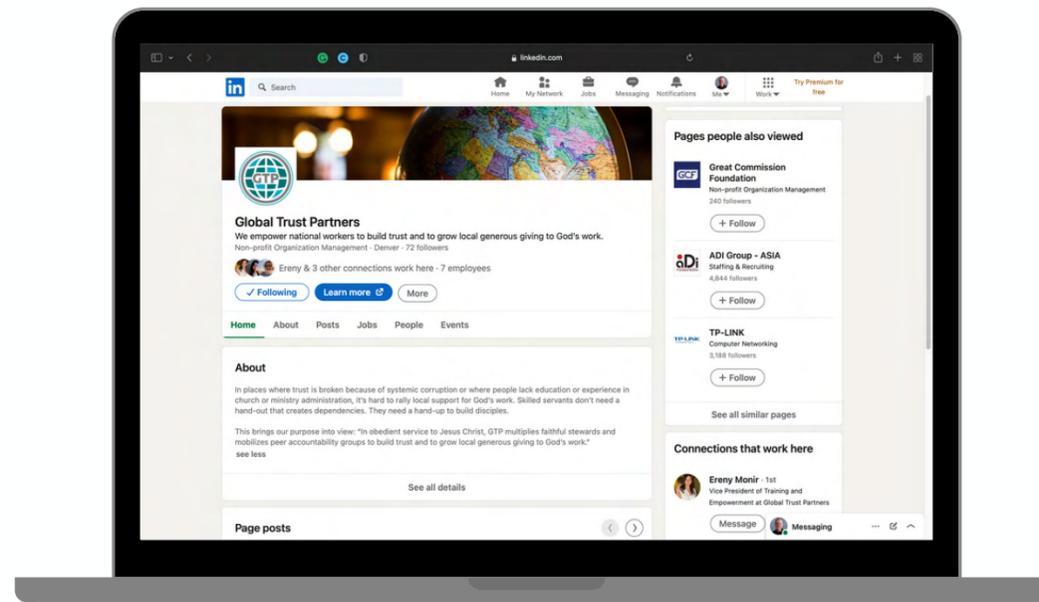
In 2020-2021, we activated our social media presence. This contributed to the growth of our global network and extended the reach of our programs to new people and networks.

For example, we promoted a Facebook post for our "Stewardship and Standards" webinar in Spanish and English produced with ECFA and CONFIABLE. The post reached 111,264 people and the webinar welcomed 121 registrants from 22 countries.

By June 2021, we had 260 Facebook likes and 60 LinkedIn followers. We have a long way to go. We believe that further research and strategic sowing in this area will continue to reap much fruit.

 Like us on Facebook
facebook.com/GlobalTrustPartners

 Follow us on LinkedIn
linkedin.com/company/globaltrustpartners



TRANSPARENCY

REVENUE

Our income came from gifts and minimal interest income. Our funding model follows the pattern of the Apostle Paul. We do not charge. And, we invite those we serve to give to spread the impact.

\$524,725

TOTAL AMOUNT RAISED (UP 35% FROM LAST YEAR)

179

GIVING UNITS FROM
(FROM 155 LAST YEAR)

31

COUNTRIES LISTED BELOW
(FROM 27 LAST YEAR)

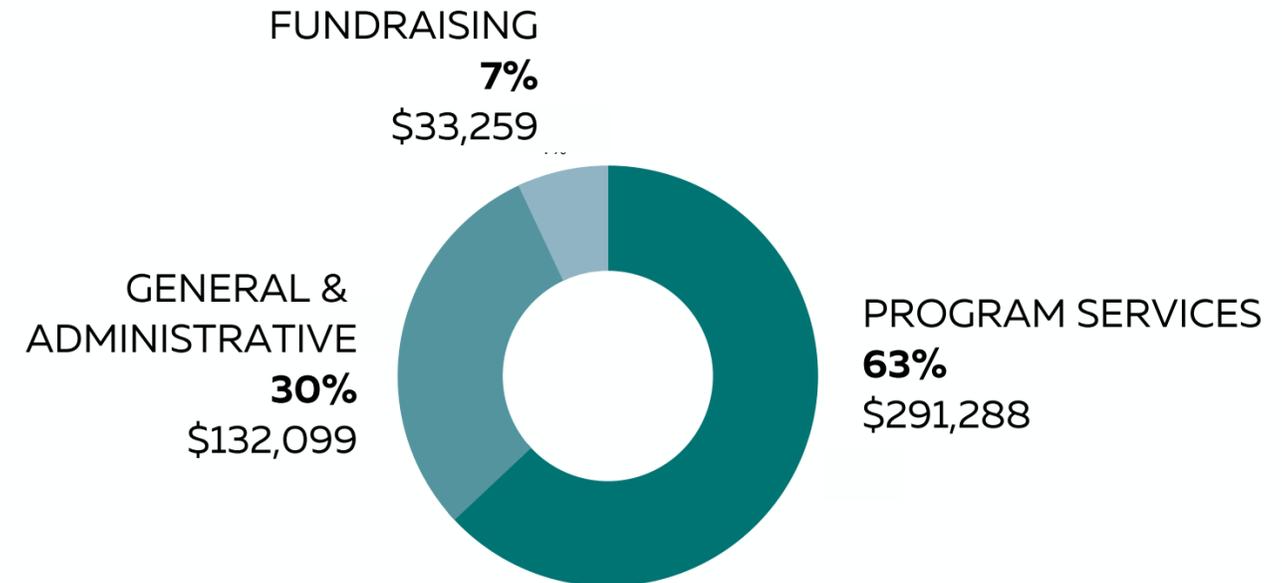
ANTIGUA &
BARBUDA
AUSTRALIA
BOLIVIA
CANADA
COLOMBIA
CÔTE D'IVOIRE
CZECH REPUBLIC
EGYPT
FINLAND
GHANA

HONG KONG
INDIA
INDONESIA
KENYA
KOREA
MALAYSIA
MEXICO
MOLDOVA
NETHERLANDS
NIGERIA
PAPUA NEW GUINEA

PHILIPPINES
RUSSIA
RWANDA
SAUDI ARABIA
SINGAPORE
SWITZERLAND
THAILAND
TOGO
USA
VIETNAM

EXPENSES

Our statement of functional expenses showed that we invested 63% in program services (down from 76% last year), 30% in general and administrative expenses (up from 17% last year), and 7% on fundraising (same as last year).



Why the shift in funding allocation? Program services costs dropped when most of our work pivoted online, and general and administrative costs increased when we added a fifth staff member on 1 July 2020 to scale for growth. Our auditors applauded this describing it as "wise capacity building and healthy stewardship."

STATEMENTS OF FINANCIAL POSITION

ASSETS

	<u>2021</u>	<u>2020</u>
Current assets:		
Cash and equivalents	\$293,521	\$232,295
Prepaid expenses and other current assets	640	1,263
Total current assets	\$294,161	\$233,558
Property and equipment:		
Computers and equipment	14,586	7,803
Website	5,000	5,000
	19,586	12,803
Accumulated depreciation	(10,073)	(4,189)
Net property and equipment	9,513	8,614
Total assets	\$303,674	\$242,172

LIABILITIES & NET ASSETS

	<u>2021</u>	<u>2020</u>
Current liabilities:		
Accounts payable and accrued expenses	\$2,658	\$1,236
Paycheck Protection Program refundable advance		8,000
Total current liabilities	\$2,658	\$9,236
Net assets:		
Without donor restrictions:		
Net equity in property and equipment	\$9,513	\$8,614
Operating	223,520	224,322
Total net assets without donor restrictions	\$233,033	\$232,936
With donor restrictions	67,983	
Total net assets	\$301,016	\$232,936
Total liabilities and net assets	\$303,674	\$242,172



BOARD

(as of 12 October 2021) *

Gregg Capin (USA), Founding Member

Manju George (India)

Valentine Gitoho (Kenya), Vice Chair

Randy Kung (USA), Secretary

Zenet Maramara (Philippines)

Rob Martin (USA), Founding Member

Kehinde Ojo (Nigeria)

René Palacio (USA), Chair

Sanjay Patra (India)

Jaime Schell (Australia)

Barbara Shantz (Canada)

Mark Whitsitt (USA), Treasurer

Gary Hoag (USA), Founding President **

*Hannu Summanen (Finland), unpictured, also served in 2020-2021

***ex officio* non-voting member of the board pictured on the staff page



STAFF



Gary G. Hoag (USA)
President & CEO



Ereny Monir (Egypt)
Vice President of
Training & Empowerment



Ruthie Cristobal (Philippines)
Vice President of
Partnership & Communications



Paula Mendoza (Guatemala)
Global Administrator



Matthew Gadsden (Australia)
CFO & Strategy Catalyst

REGIONAL FACILITATORS

(as of 12 October 2021)

Adel Azmy (Egypt) – MENA

Yuri Boldirev (Moldova) – Eurasia

Younoussa Djao (Côte d'Ivoire) – Francophone Africa

Anjji Gabriel (Philippines) – Southeast Asia

Greg Henson (USA) – North America

Anand Joshua (India) – South Asia

Steve Kerr (Australia) – South Pacific

Redina Kolaneci (UK) – Europe *

Trevor Lui (Hong Kong) – East Asia

Christopher Maphosa (Zimbabwe) – EPISA

Julieta Murillo (Ecuador) – Latin America

John Roomes (Jamaica) – Caribbean

*Served in 2020-2021 and awaiting successor



FUTURE



TEACHING

We are scheduling travel and onsite program work in underserved regions as God opens doors.



TRAINING

Look for On Demand JOE and coaching for trainers. Groups of stewards will be able to experience JOE anytime, anywhere.



TEAMWORK

Along with translation work, we are planning the next International Accountability Summit for October 2022.



TOOLBOX

Subscribe to new GTP *Inspiring Stewards* on Spotify, Apple podcasts and Google podcasts.



PRAYER

Register for the Prayer Journal, and join us every third Wednesday for Monthly Global Prayer Hour.



COMMUNICATIONS

We are assessing our global network survey results and our digital analytics to improve all our services.



TRANSPARENCY

To scale our systems to amplify regional reach and global impact, we are seeking major multi-year gifts and grants.



SERVICE

We will welcome new board members and add staff to grow program and partnership capacity.

