

partnerships

■ FY2023 ANNUAL REPORT ■



where we serve

NORTH AMERICA/CARIBBEAN

- USA
- BAHAMAS
- GUATEMALA
- EL SALVADOR
- NICARAGUA
- ECUADOR
- HAITI
- DOMINICAN REPUBLIC
- HONDURAS
- GUAYANA

CENTRAL/SOUTH AMERICA

- UKRAINE
- MOLDOVA
- ROMANIA

EUROPE

AFRICA

- KENYA
- UGANDA
- MALAWI
- ZAMBIA



CROSS INTERNATIONAL & YOU at a glance ...

- 17** Number of countries served
- 35** Number of ministry partners served
- 57** Number of projects that changed lives
- 76%** Passing rate of the at-risk students who attended Cross-supported schools
- 125,769** Number of children and family members who received help

a message from the president



Thank you for making our fiscal year 2023 another year of incredible impact on the lives of so many children and family members who are in desperate need. I am humbled as I consider the success of Cross International's Thriving Kids Initiative — how it has connected tens of thousands of compassionate partners like you with the needs of some of the most impoverished children on the planet.

The year 2023 was also a time of change, as we sought new ways to extend our impact. A nudge here, an adjustment there to continually improve the ways that God is using Cross International to serve the world's most vulnerable. You were with us along the way. Those changes have helped us bring a clearer focus to the ministry-work we get to do, with you, around the globe. A few of the defining moments in 2023 included updating our Vision, Mission, and Core Values statements to help guide us over the next decade and beyond. (See the back page for the full breakdown.)

Our mission is clear: **meeting critical needs of impoverished children, families and communities by partnering alongside local Christian ministries.** The key word here is partnering. We promise to do everything we can to continue to inspire **you** in partnership with us and our local ministry partners so that together we reach the deepest needs of the children, families and communities we're called to serve.

Thank you again for partnering with us in FY2023!

Kelly Miller
President & CEO

a message from our board

The theme we chose for this year calls to mind Philippians 1:5, which highlights the importance of partnership and collaboration in spreading the Good News of the Gospel. It emphasizes the idea that **we are not meant to work alone, but rather we are meant to work together and support one another.**

This verse reminds us of the value of relationships and community in our lives. It inspires us to be grateful for the people who have partnered with us in our journey and to continue to seek out opportunities to support and collaborate with others. It also encourages us to be committed to the work that we have been called to do and to work diligently towards our goals.

That's what we do here at Cross, every day. And I am so blessed and privileged to be a part of this good work. Let us be grateful for the partnerships we have formed and be open to forming new ones. And let us work together towards our shared goals, knowing that when we stand together, we can accomplish great things.

In Service to our Lord Jesus,

Jimmy Dodd
CEO & Founder, PastorServe | Chair, Cross International Board of Directors





from surviving to thriving

How a partnership has changed the life of a young family.

For years, Dorika and her husband struggled to provide for their four children. But thanks to a women’s sewing project — made possible through a generous **partnership** between Cross International, Cross’ local ministry partner, the Kachere Development Program, and generous Cross-supporting partners — Dorika and her family are now thriving.

This women’s sewing project was driven by a demand for skilled tailoring services. Along with 20 other impoverished women from the community, Dorika joined a self-help group associated with the project, which assisted with microloans and training. “Before, my husband and I used to rely on seasonal farming for income and struggled to put food on the table,” she said. “Now we have opportunities we never thought possible.”

Dorika’s new enterprise is critical in providing opportunity for her four children to thrive. She is now able to feed, clothe, and put her kids through school. And she is not only helping her kids. She is also improving her station in life. Dorika and her husband recently bought a new motorbike which represents a milestone for them. This motorbike not only provides basic transportation, but it also provides a level of status and achievement that is important if Dorika wants to grow her business.

“Before I became involved with the self-help group. I never would have dreamed that success was possible.” Thanks to a very special **partnership**, success is not just possible, it is happening as we speak!



FY2023 impact

In our Fiscal Year 2023 (7/1/22 - 6/30/23), through our Thriving Kids Initiative, Cross International served **125,769** children and family members in **17** countries across **4** continents. Thanks to your partnership, we worked alongside **35** local Christian partner organizations — schools, orphanages, clinics, feeding centers and community organizing groups. Together with you, we showed God’s love by implementing **57** projects, resulting in many important accomplishments. We have highlighted some of those accomplishments in this report.



FOOD & NUTRITION

15,076 children and **22,110** adults were provided lifesaving food.

3,032 children were served hot meals at the schools we partnered with.

3,399,120 servings of fortified rice were distributed.



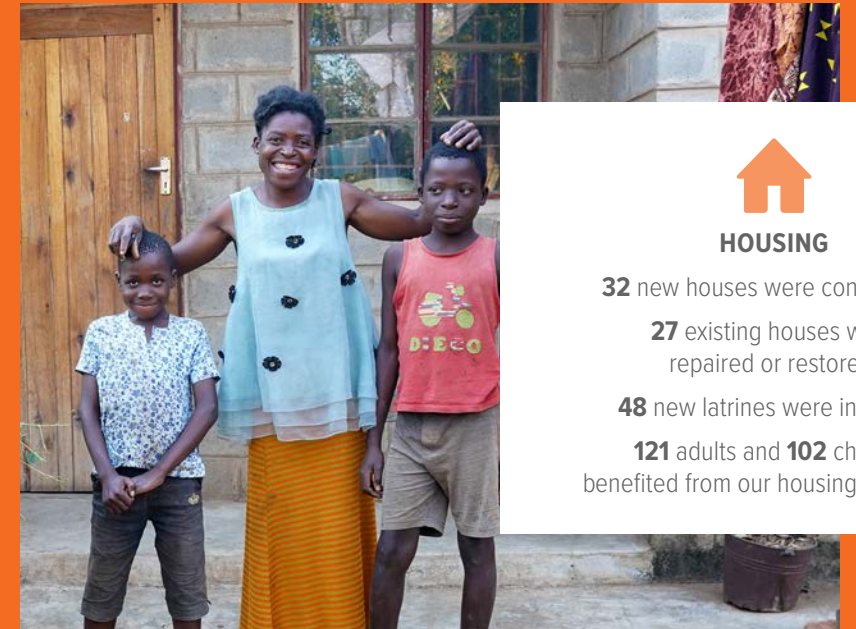
WATER & SANITATION

28 community water systems were constructed.

154 in-home water systems were constructed.

6,650 adults and **9,695** children received regular access to safe water.

751 children and **4,017** adults received water, sanitation & hygiene (WASH) training.



HOUSING

32 new houses were constructed.

27 existing houses were repaired or restored.

48 new latrines were installed.

121 adults and **102** children benefited from our housing programs.

a life transformed

Thanks to a new local partnership, a young girl is now healthy and happy.

There was a time when little Rocio, who lives with her mother in the remote village of El Milagro in Guatemala, went to bed hungry every night. Her mom relied on subsistence farming to survive, but crop yields were poor. Rocio often missed school, was weak and sick, and only had a life of poverty ahead of her.

Then God intervened, bringing relief and hope! Cross International entered into a community transformation **partnership** with our local Guatemalan partner, Hope of Life. Rocio's mom was given some egg-laying hens and materials to build a large chicken coop. This enabled the family to breed a huge flock of chickens which has increased the family income many times over.

Today, Rocio and her family can afford the nutritious food they need to stay healthy. Rocio has begun to attend school regularly and is in much better health. Thanks to friends like you, Cross International is in the third year of a multi-year community transformation project that will improve the lives of Rocio and all the 600 residents who live in El Milagro.

This **partnership** includes working with village leadership and with leaders from the local church. These leaders help with literacy, business and financial training, as well as discipleship, Bible study and community worship. The result is truly transformational — creating God-changed lives and long-term, sustainable change, bringing an opportunity to thrive to children like Rocio and other families like hers.



HEALTH & MEDICAL CARE

- 928 adults and 761 children received medical care.
- 832 adults and 493 children received health education.
- 342,000+ (est.) bottles of pharmaceuticals and medicines were distributed.
- 608,000+ (est.) cases of medical supplies and personal care items were distributed.



ORPHANS & VULNERABLE CHILDREN

- 33 orphans were supported by our programs.
- One-third of all the vulnerable children we support were successfully reintegrated into their families.



CHILDREN WITH DISABILITIES

- 2,437 children benefited from disability advocacy programs.
- 13,001 adults benefited from disability advocacy programs.
- 61 children with disabilities received medical procedures.



FY2023 impact

FY2023 impact



CHILD EVANGELISM

3,500 children benefited from our evangelism efforts.

710 adults benefited from our evangelism efforts.

7,274 native-language Bibles were distributed to vulnerable families.



EMERGENCY RELIEF

55 adults and **30** children received crisis care support.

12,273 adults and children received disaster relief supplies.

9,431 emergency food kits were distributed to disaster victims.

34 temporary shelters were provided to victims of natural disasters.



AGRICULTURE

1,465 children benefited from our agriculture programs.

4,439 adults benefited from our agriculture programs.



COMMUNITY TRANSFORMATION

146 community leaders participated in the training we supported.

5,775 adult lives were changed because of community transformation programs.

1,748 children's lives were changed because of community transformation programs.



EDUCATION

3,780 children received subsidized or free Christian education.

6,020 children attended before- or after-school programs.

463 teachers and support staff received educational support.



ECONOMIC EMPOWERMENT

5 communities began improvement projects, benefiting **2,788** adults and **491** children.

\$22,500 was disbursed in small business microloans.

2,788 adults and **10,351** children benefited from income-generating activity.



FY2023 FINANCIALS

In Fiscal Year 2023, Cross International provided **\$96,641,010** in Program Services, including Cash and Gifts In Kind.

BALANCE SHEET

As of June 30, 2023 - Cross International, Inc.

ASSETS

Cash and cash equivalents	\$2,496,346
Cash restricted for long-term purposes	\$263,000
Inventory	\$11,931,972
Other assets	\$147,367

TOTAL ASSETS \$14,838,685

LIABILITIES

Accounts payable and accrued expenses	\$293,836
Goods distributed in transit	\$11,921,972
Notes payable	\$172,133

TOTAL LIABILITIES \$12,387,941

NET ASSETS

Without donor restrictions	\$668,913
With donor restrictions	\$1,781,831

TOTAL NET ASSETS \$2,450,744

TOTAL LIABILITIES AND NET ASSETS \$14,838,685

STATEMENT OF ACTIVITIES

Year ended June 30, 2023 - Cross International, Inc.

REVENUE

Noncash contributions without donor restrictions	\$90,558,567
Cash contributions without donor restrictions	\$4,937,140
Cash contributions with donor restrictions	\$3,699,195
Other revenue, net	\$183,734

TOTAL REVENUE \$99,378,636

EXPENSES

PROGRAM EXPENSES

Health, Food and Other Assistance Expenses

Salaries	\$89,943
Employee benefits	\$24,160
Payroll taxes	\$7,442
Goods distributed	\$90,548,567
Other expenses	\$11,578
Shipping expenses	\$297,386
Postage	\$215
Product acquisition fees	\$23,000

Total Health, Food and Other Assistance Expenses \$91,002,291

Project development expenses

Salaries	\$726,890
Employee benefits	\$170,260
Payroll taxes	\$60,007
Grants	\$3,726,607
Contractors and consultants	\$276,872
Other expenses	\$114,642
Travel	\$65,389
Advertising and solicitation	\$79,149
Professional services	\$17,839
Software	\$16,905
Postage	\$24,601

Total Project Development Expenses \$5,279,161

Missions Education Expenses

Salaries	\$54,494
Employee benefits	\$7,042
Payroll taxes	\$4,703
Airtime	\$270,718
Contractors and consultants	\$6,000
Other expenses	\$128
Travel	\$9,828
Software	\$5,756
Postage	\$889

Total Missions Education Expenses \$359,558

TOTAL PROGRAM EXPENSES \$96,641,010

SUPPORTING EXPENSES

Management and General Expenses

Salaries	\$680,058
Employee benefits	\$130,744
Payroll taxes	\$52,826
Contractors and consultants	\$38,632
Other expenses	\$177,089
Travel	\$30,217
Professional services	\$78,571
Software	\$28,662
Postage	\$1,550
Occupancy	\$38,734
Property Insurance	\$29,349
Office supplies	\$13,360
Equipment rental	\$1,866

Total Management and General Expenses \$1,301,658

Fundraising Expenses

Salaries	\$477,716
Employee benefits	\$121,092
Payroll taxes	\$40,073
Airtime	\$270,718
Contractors and consultants	\$162,627
Other expenses	\$49,270
Travel	\$57,324
Advertising and solicitation	\$68,389
Professional services	\$19,956
Merchant processing and bank fees	\$107,332
Software	\$28,978
Postage	\$25,496
Printing	\$20,745

Total Fundraising Expenses \$1,449,716

TOTAL SUPPORTING EXPENSES \$2,751,374

TOTAL EXPENSES \$99,392,384

REVENUE LESS EXPENSES (\$13,748)

NET ASSETS – BEGINNING OF YEAR \$2,464,492

NET ASSETS – END OF YEAR \$2,450,744

NOTE: A vitally important figure for us is our annual **Cost Per Beneficiary (CPB)** — the average cost to serve one person for one year with the services offered within our programs. We strive to keep our annual CPB under \$100. In Fiscal Year 2023, we were blessed to achieve a very efficient CPB of **\$70**.





OUR VISION

Vulnerable children, families and communities transformed through Christ's love.

OUR MISSION

Meeting critical needs of impoverished children, families and communities by partnering alongside local Christian ministries.

OUR BOARD OF DIRECTORS

Rev. Jimmy Dodd
Chairman
PastorServe CEO and Founder

Ms. Mary (MJ) Coon
Director
Retired Sr. VP/CFO Ent Credit Union

Dr. Joe White
Secretary & Director
President of Kanakuk Kamps / Men At The Cross

Dr. Mark Montoney
Director
Medical Officer of Contessa Health

Mr. Kelly Miller
Director
President & CEO, Cross International

Mr. Cedric Wade
Director
Principal at Caring Transitions of Scottsdale

Mr. Darrell Borne
Director
President of D. Consulting, Inc.

Mr. Will Walton
Director
Principal at Integrity Realty Advisors

OUR CORE VALUES

PASSIONATE FOR MINISTRY-WORK

- Longing to live the Gospel
- Impact lives for God's Kingdom
- Help overcome both spiritual and physical poverty for the world's impoverished

FOLLOWER OF JESUS

- A thankful heart to be a redeemed child of God
- You decided to commit your life to Christ
- Our lives, relationships, and ministry-work aim to reflect biblical leading

BE TENACIOUS

- Be bold and have a "find a way" mentality
- Creative thinking and actions that identify and solve problems
- Be eager, proactive, and accountable to tasks

GOOD STEWARD

- Do the right thing with resources
- Manage time, talent, and treasure in the best possible ways
- Use your gifts for creative, innovative thinking and be willing, even by getting uncomfortable, to share new ideas and concepts
- Decisions and actions are for the highest possible good, and always seeking ways to improve