



# STRENGTH IN COLLABORATION

Celebrating the impact of corporations and foundations

2017 YEAR IN REVIEW

World Vision® 





## A MESSAGE FROM THE PRESIDENT'S OFFICE

Together, we're building a better world for children.



**EDGAR SANDOVAL SR.** | President, World Vision U.S.

Edgar joined World Vision in 2015 as chief operating officer, bringing with him a strong background in general management, operations, innovation, and brand-building. Before joining World Vision, he spent 20 years in various leadership positions with P&G. In his last role, as Vice President and General Manager of Global Feminine Care, he made it his mission to advocate for girls and women around the world and help empower them to live life to their fullest potential (#likeagirl). He earned a B.S. in engineering and a B.A. in sociology from Rutgers University and an MBA from the Wharton School at the University of Pennsylvania.



**RICHARD STEARNS** | President Emeritus, World Vision U.S.

After serving as president of World Vision U.S. for 20 years, Rich retired on September 30, 2018, as the longest-serving leader of one of the world's largest nonprofit humanitarian organizations. Prior to leading World Vision, Rich had a corporate career that spanned a variety of industries, including serving as CEO for Parker Brothers Games and Lenox. He holds a B.A. in neurobiology from Cornell University and an MBA from the Wharton School at the University of Pennsylvania. Driven by a passion to raise awareness for poverty and justice issues, Rich is a prolific writer and speaker who has appeared on CNN, Fox, ABC, and PBS; written for *The Wall Street Journal*, *The Washington Post*, *HuffPost*, and other media outlets; and authored four books, including the award-winning *The Hole in Our Gospel* and *Unfinished*.

On October 1, 2018, Edgar Sandoval became president of World Vision U.S., taking over from Rich Stearns.

## THE FACE OF POVERTY IS CHANGING.

Thanks to the organizations, companies, and individuals who have joined us in the battle to end extreme poverty, we are seeing a surge of transformation. Every day our momentum grows as we continue pushing the boundaries of what we can accomplish working alongside the world's most vulnerable children and families.

**In fiscal 2017, our revenue growth of 3 percent meant that we were able to commit \$20 million more to our child-focused, community-empowering programs—** totaling \$855 million of resources to help even more children and families reach their God-given potential.

**This past year, we collaborated with 450 American and U.S.-based companies and organizations.** Thanks to the generosity of our donors, we reached one new person every 10 seconds and three more schools every day with clean water. We disbursed 1.5 million microloans for small businesses, creating jobs and impacting 4.4 million kids. We treated more than 100,000 children suffering from malnutrition. And we came to the aid of families affected by 170 emergencies around the globe, including the refugee crisis, the East Africa hunger crisis, and the hurricanes here in the U.S.

But our goal is to do even greater good. **That's why our 40,000 dedicated staff in nearly 100 countries are committed to extending that progress to children still struggling in the toughest places in the world.**

As part of our new global strategy, *Our Promise 2030*, we're shifting where we work and how we allocate our resources. We're focusing on a limited range of programs to ensure we excel at what we do. And we're collaborating for broader impact, developing more partnerships, joint ventures, and advocacy with others who share our goals.

With your continued support, we're edging closer to achieving our bold vision of helping 30 million people by 2022. That's 30 million brighter futures. We do it because we believe every child, no matter where they live, deserves to live free of need and full of promise, as God intends.

Thank you for investing in the world's most vulnerable children.

Edgar Sandoval Sr.  
President  
World Vision U.S.

Richard Stearns  
President Emeritus  
World Vision U.S.



# PROGRAM HIGHLIGHTS

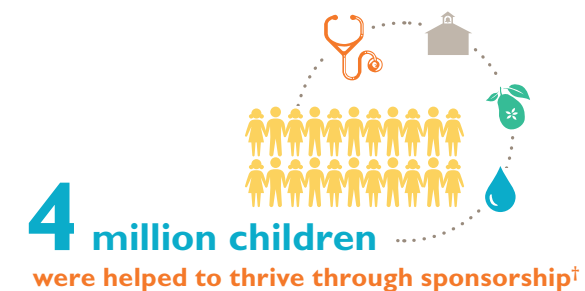
Your support helped make a significant difference in millions of people's everyday lives.



**U.S. PROGRAMS** Children and families in distressed communities in the U.S. received basic necessities such as clothing, school supplies, and building materials, and more than 92,000 people received emergency help following disasters like Hurricanes Harvey, Irma, and Maria.



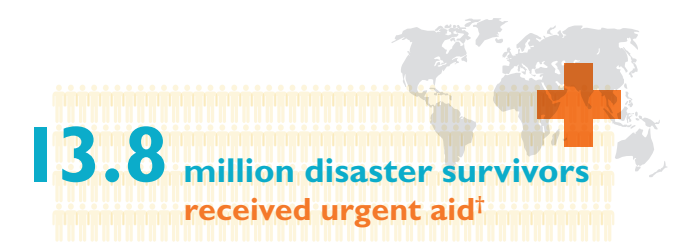
**ECONOMIC EMPOWERMENT** Microloans totaling \$837 million were disbursed to 1.2 million hardworking women and men in 30 countries, improving the lives of their children and impacting 2.6 million jobs in their communities.



**CHILD SPONSORSHIP** Children and their communities in sponsorship programs worldwide—including more than 1 million supported by caring donors in the U.S.—received access to life's basics to help them build a brighter future.

<sup>†</sup> Achievements made possible with the support of all World Vision donors around the world. Achievements not marked with this symbol were made possible with the support of World Vision donors in the U.S.

Unless otherwise noted, results and data included in this report reflect World Vision U.S. activity in fiscal year 2017 (October 1, 2016 through September 30, 2017).



**EMERGENCY AID** Disaster survivors, refugees, and internally displaced people around the world received support worth \$676 million in the wake of 170 humanitarian emergencies, including the East Africa hunger crisis, the ongoing Syrian civil war, and the Mexico earthquake.



**CLEAN WATER** People in 59 countries received access to clean water, with 3.3 million people benefiting from improved sanitation and 3.9 million from hygiene interventions. World Vision reaches one new person every 10 seconds and three more schools every day with clean water, and is committed to reaching everyone, everywhere we work by 2030.





# CORPORATE PARTNERSHIP HIGHLIGHTS

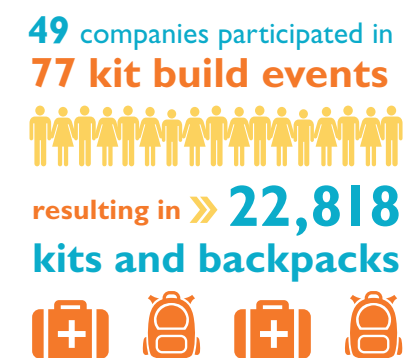
Thanks to strong collaborations, we were able to do more than ever for kids in need.



**REVENUE FROM GIFT-IN-KIND DONATIONS** Product donations to World Vision created \$159 million in booked value, and the tangible benefit to people's well-being was significantly greater.



**WORLD VISION U.S. CORPORATE PARTNERS** Socially responsible corporate partners offered financial support, product donations, and the power of their people, their customers, and their brands to support World Vision's relief, development, and advocacy work.



**EMPLOYER AND COMMUNITY ENGAGEMENT EVENTS** Through World Vision's hands-on philanthropic team-building program, employees at 49 companies built tens of thousands of supply kits to help people in need.

Unless otherwise noted, results and data included in this report reflect World Vision U.S. activity in fiscal year 2017 (October 1, 2016 through September 30, 2017).



**FINANCIAL SUPPORT** World Vision's programs around the world were partially funded by generous donations from our corporate partners, including cash grants, cause-marketing proceeds, workplace giving, and matching gifts.



**PALLETS OF DONATED PRODUCT** Thanks to the generosity of hundreds of corporations, World Vision shipped tens of thousands of pallets of top-quality products, including medicine, school supplies, shoes, and personal care items, to benefit children and families in both our domestic and international program areas.





SCALING NEW HEIGHTS  
to help families rebuild

Since 2001, CertainTeed®, North America’s leading brand of exterior and interior building products, has been a financial supporter of World Vision to help families across the United States with resources such as school supplies, cleaning supplies, and relief and recovery support—most recently for survivors of Hurricanes Harvey and Irma. A subsidiary of Saint-Gobain, one of the world’s largest and oldest building products companies, CertainTeed has also donated asphalt roofing shingles to World Vision since 2012 to help improve substandard housing for thousands of families in the U.S.

Surprisingly, CertainTeed’s relationship with World Vision started with cookies. An entrepreneur contacted the company offering to sell her cookies at cost to give as holiday employee gifts, if CertainTeed would donate the amount it had budgeted for gifts to World Vision. The idea was a hit. Now every Christmas, employees receive their annual gift of homemade chocolate chip cookies along with a note that the company has donated \$10,000 to World Vision.

“We believe in being a good citizen of the world,” says Tom Smith, President of CertainTeed’s roofing division. Today, the company’s support for World Vision through financial

and product donations focuses on disaster relief in North America. Whenever CertainTeed has a truckload of surplus inventory at one of their factories, World Vision picks it up and distributes the products where they are most needed.

“It’s important to the people of our company that we’re about more than just profits,” Smith says, adding that the spirit of philanthropy comes directly from CertainTeed’s parent company. “Every one of our factories serves the community locally.”

CertainTeed chooses to partner with effective charities that meet basic human needs and use resources wisely, and Smith says World Vision meets those criteria. “It’s a good partnership,” he says. “World Vision is able to operate in disaster areas very effectively and quickly, [and] helps everybody that needs help. They are very easy to work with and their supply chain expertise is top-notch.”

CertainTeed plans to continue investing in children and families in need by partnering with World Vision, helping even more people who have survived disaster to find hope and rebuild their lives.

PUTTING AN END  
to polio and malaria

Malaria is a dreaded killer in places like Mozambique, where it’s the leading cause of death for children under 5. Insecticide-treated mosquito nets (ITNs) are among the most effective tools in the fight against the disease, but some used in Mozambique needed re-treatment every six to 12 months and were not holding up to washings. When holes formed in the nets, they became much less effective. And many families couldn’t get replacements.

That’s why on August 20, 2017, World Mosquito Day, the Bill & Melinda Gates Foundation and the Mozambique Ministry of Health partnered with World Vision in a campaign to provide 100,000 new long-lasting insecticidal bed nets (LLINs) to vulnerable families in the province of Inhambane in Mozambique. World Vision staff followed up to confirm families knew how to hang and care for the nets, as well as the importance of sleeping under them every night.

The Gates Foundation has also partnered with World Vision and numerous other organizations for the past several years through the CORE Group Polio

Project to help eliminate polio in countries where the virus still exists. In 2017, the Foundation awarded World Vision a grant to strengthen innovative programs and reach vulnerable children with drops and injections to provide double the protection from the disease.

The grant also enabled World Vision to train community members on prevention and educate mothers about the need to vaccinate their children. They also promoted community-based surveillance, encouraging people to report sudden cases of paralysis so trained teams can mobilize during an outbreak to help reduce the impact of the disease.

Together, the Gates Foundation and World Vision are helping prevent the spread of malaria, and reduce the threat of polio, in some of the world’s most vulnerable places.

WORLD VISION PARTNER SINCE 2001

MISSION MATCH

Disaster Relief  
Culture of Giving Back  
Social Responsibility

HOW THEY ENGAGE

Product Donation  
Financial Support



WORLD VISION PARTNER SINCE 2000

MISSION MATCH

Social Responsibility  
Global Outreach  
Maternal and Child Health

HOW THEY ENGAGE

Financial Support







WORLD VISION PARTNER SINCE 2016

#### MISSION MATCH

Social Responsibility  
Community and Global Outreach  
Clean Water

#### HOW THEY ENGAGE

Cause Marketing  
Financial Support  
Employee Engagement



## WALKING AND RUNNING for clean water

Avid runners tend to set lofty goals and take commitment seriously. That's what got Magna Exteriors—an operating unit of Magna International, a mobility technology company and one of the world's largest automotive suppliers—involved in supporting World Vision's Global 6K for Water®. The event distance, 3.73 miles (6 kilometers), is the average distance women and children in developing countries walk for water that's often unsafe to drink.

It all started with one Magna employee, who was participating in IRONMAN® Wisconsin while raising funds for clean water through Team World Vision, and a group of his colleagues who were brainstorming how to bring together the company's running community across multiple locations for a charitable event. Their combined efforts had an incredible outcome: Magna Exteriors invited 20,000 employees at 45 locations in 12 countries to participate in World Vision's Global 6K for Water on May 6, 2017. They also operated host sites for the event at 40 locations around the world.

Using a customized fundraising website provided by World Vision, Magna Exteriors raised over \$250,000, more than twice their \$100,000 fundraising goal—providing clean water for 5,000 people in total. They increased their impact by encouraging employees' families to join and by matching employee Global 6K donations.

Magna plans to continue participating in the event and raise even more funds for clean water in the future. "This is a great opportunity to make a long-lasting impact in communities across the developing world," said Magna CEO Don Walker.

The support of companies like Magna Exteriors has helped World Vision become the world's leading nongovernmental provider of clean water, reaching one new person every 10 seconds and three more schools every day. In 2017, World Vision helped provide access to clean water for 3.2 million people, as well as support improvements in sanitation and hygiene behavior change.





## A PARTNERSHIP OF INNOVATORS responds to global health challenges

Pfizer and World Vision share a commitment to address global health challenges that affect the most vulnerable. One of the world's premier biopharmaceutical companies, Pfizer partners with World Vision through the Pfizer Foundation's\* Global Health Grants and Investments Program, disaster relief support, and kit build events.

Pfizer has supported World Vision's work with employee giving and matching gifts since 1995. In 2015 the Pfizer Foundation, a charitable organization established by Pfizer nearly 65 years ago, made a grant to World Vision for a pilot program in Kenya that provides family planning access and education for parents at the same time their children are getting routine vaccinations. In 2017, the foundation donated to support Hurricane Harvey relief efforts in Texas and a life-course immunization program in Zimbabwe.

Pfizer employees supported World Vision through two kit build events in 2017, one to benefit Hurricane Matthew relief efforts in Haiti and the other assembling food kits for the Greater New York City area. Both events were extremely successful and provided an accessible way for Pfizer staff to give back to communities in need.

"At Pfizer, we recognize the importance of working with partners that are fundamentally making a long-lasting difference in the lives of the communities in which they work," says Caroline Roan, Vice President of Corporate

Responsibility at Pfizer Inc. and president of the Pfizer Foundation. "The Foundation continues to value World Vision's ability—both globally and country-specific—to go deep, understand the most pressing health challenges, and develop programs that will have lasting impact."

"World Vision works hard to understand communities down to the individual and develops strong relationships with governments and local civil societies—all critical to creating programs and interventions that are dynamic and responsive," Roan adds. "We also love how innovative World Vision is in their approach—they aren't afraid to try new things, which aligns well with how we at Pfizer like to approach problems."

The Pfizer Foundation recently announced a second round of funding to support World Vision's initiative to increase voluntary use of modern family planning methods and immunization through an integrated model in two Kenyan counties with poor maternal and child health. Says Roan, "We are thrilled that our support of World Vision is creating lasting global health solutions specific to the needs of people in the communities that both Pfizer and World Vision serve."

\*The Pfizer Foundation is a charitable organization established by Pfizer Inc. It is a separate legal entity from Pfizer Inc. with distinct legal restrictions.

### WORLD VISION PARTNER SINCE 1995

#### MISSION MATCH

Social Responsibility  
Mother and Child Health  
Global Outreach

#### HOW THEY ENGAGE

Financial Support  
Employee Engagement



Photo: Jonathan Pillemer, 2016



## FINDING NEW PURPOSE for quality products

For QVC, supporting World Vision is a great choice because of a shared focus on sustainability. Part of Qurate Retail Group, QVC is a leader in video commerce, e-commerce, and social commerce and is known for offering a distinctive assortment of world-class and entrepreneurial brands and products. Together, QVC and World Vision regularly facilitate donations on behalf of QVC's vendors, who choose to donate slow-selling and customer-returned merchandise rather than sending it to a landfill.

The costs associated with destroying excess product can be prohibitive for companies. To resolve this issue, QVC has teamed up with World Vision to offer its vendors the opportunity to donate surplus products at no cost and then help to determine the right placement for those products.

"It's been a win-win," says Audrey Ward, Director of Reverse Logistics and Retail Stores for QVC. "We're a company committed to making this a better world. World Vision fits right in with where we stand. They're repurposing a product that once [would have been] destroyed."

Thanks to dedicated associates from QVC's Inventory and Liquidation team, donated products are being put to good use in places like Sudan, where patio umbrellas give shade to families at an outdoor mobile clinic and durable mats provide a clean, sanitary surface for women receiving care. They're also impacting children like orphaned sisters Grenda and Mary in southern Zambia, who are sleeping with warm blankets—generously donated by Berkshire Blankets—for the first time in their lives.

Once products have been distributed, World Vision shares the impact of the donations—where the products have gone, how they've been used, and who was helped. For QVC employees, the stories are a powerful encouragement: "It's had such a huge impact on our corporate culture," Ward says.

In December 2017, QVC's parent company, Qurate Retail, Inc., acquired HSN, which is now also working toward facilitating product donations to World Vision. Ward says that QVC looks forward to continuing their relationship with World Vision to create positive change for children and families all over the world.

### WORLD VISION CONTRIBUTOR SINCE 2010

#### MISSION MATCH

Social Responsibility  
Community and Global Outreach

#### HOW THEY ENGAGE

Product Donation





## WINDOWS OF OPPORTUNITY to change lives

Giving back to the community is one of Renewal by Andersen's main values. The noble cause of the window replacement division of Andersen Corporation is to "transform homes and transform lives" both locally and globally—and as a sponsor of World Vision's Global 6K for Water, they're transforming lives by helping to bring clean water to people around the world.

Two years ago, Renewal by Andersen's Oregon subsidiary became a corporate sponsor for the Global 6K, World Vision's annual walk/run for clean water. Since then, its general manager, Mark Morse, has consistently prioritized support of World Vision, donating more than \$36,000 to date.

"World Vision is transforming lives with clean water and the many other efforts they are engaged in, which aligns with our cause and company culture," Morse explains. Renewal by Andersen employees have shown enthusiasm for the increased focus on corporate giving efforts, and have expressed that they appreciate working for a company dedicated to making a difference.

"We feel grateful to be able to donate at the level we have," Morse says, "to be part of something that is impacting lives for good."

Thanks to the support of Renewal by Andersen and other partners, World Vision provided access to safe water, as well as helped improve sanitation and hygiene, for nearly 16 million people worldwide between 2011 and 2017. With access to clean water and better sanitation, and the adoption of healthy hygiene habits, families become healthier and child deaths plummet. More children go to school instead of walking hours daily for water that makes them sick. And family finances improve as parents spend less on healthcare—all enabling kids to carve out better futures, filled with promise.

Ongoing partnerships with companies like Renewal by Andersen play a critical role in World Vision's bold plan to provide clean water to everyone, everywhere the organization works by 2030, in alignment with the U.N. commitment to eradicate extreme poverty.

## EXTENDING HOPE to those hit the hardest

For the last seven years, World Vision has been Royal Caribbean Cruises Ltd.'s partner of choice in providing disaster relief across the globe. The world's second largest cruise line operator makes it a priority to serve people impacted by disasters in its ports of call, as well as the places its employees and crew call home.

"We've had a great working relationship with the team at World Vision," says Helen O'Connell, Director of Corporate Responsibility for Royal Caribbean. "How quickly they mobilize is a draw. When we make a donation, they distribute it right away. They're organized ... always accessible and easy to reach."

Royal Caribbean began supporting World Vision's work through a grant in 2010, then deepened their relationship in 2013 after Typhoon Haiyan hit the Philippines, home to more than 18,000 Royal Caribbean employees and crew. The company immediately pledged \$1 million in support, earmarking \$250,000 to World Vision—and also matched employee donations to World Vision dollar for dollar. In

addition, they set up a branded webpage provided by World Vision so guests and the travel agent community could donate to the cause.

In 2017, Royal Caribbean teamed up with World Vision to help survivors of Hurricanes Harvey, Irma, and Maria. The company not only committed up to \$1 million in financial support through matching donations, but also provided emergency supplies and prompted vendors to give what they could—water, tarps, medical supplies, food, ice, coolers, blankets—to help those in need.

This strong partnership benefits children and families struggling to recover and rebuild following natural disasters, while also giving Royal Caribbean employees the opportunity to make a difference for others.

"It's so fulfilling," O'Connell says. "It's amazing to be able to give people a glimpse of hope in their time of crisis. We will continue to work with World Vision in the future as our partner of choice for disaster relief."

### WORLD VISION PARTNER SINCE 2015

#### MISSION MATCH

Social Responsibility  
Clean Water

#### HOW THEY ENGAGE

Financial Support



### WORLD VISION PARTNER SINCE 2010

#### MISSION MATCH

Social Responsibility  
Disaster Response

#### HOW THEY ENGAGE

Grants  
Gifts-in-Kind  
Employee Engagement  
Matching Donations







thirty-one®

## “BEYOND THE BAG” Empowering women and girls

In 2017, World Vision and Thirty-One Gifts—a direct-sales retailer of purses, totes, home décor, and jewelry—partnered for the fourth year to match donors’ Giving Tuesday gifts with product valued at \$1 million. And there was a fresh new facet to the partnership as Thirty-One Gifts took part in World Vision’s first-ever Give-back Gift Shop, hosted in New York City’s Bryant Park November 27–29.

The shop brought to life meaningful gifts from World Vision’s Gift Catalog, including farm animals, bed nets, and clean water. Visitors had the chance to learn and engage in a unique setting. Wendy Bradshaw, Executive Director of Community Affairs & Philanthropy for Thirty-One Gifts, was thrilled to participate on Giving Tuesday with founder and CEO Cindy Monroe, along with a team of over 20 independent sales consultants wearing pink Santa hats.

“Through our charitable program, Thirty-One Gives, we have partnered with World Vision for several years to support Giving Tuesday and we were thrilled to bring our independent sales consultants to see it live!” Bradshaw says. “How often do you get to see those things tangibly?” Bradshaw and Monroe were so moved by the experience that they chose two girls from Mexico for the company to sponsor through World Vision after the event.

In the past four years, World Vision has distributed over 1,100 pallets of products donated by Thirty-One Gifts to communities in 24 countries. Blankets for newborns, totes for girls to carry their school supplies, bags for health workers to transport vital medical items: these products are helping improve the lives of women and children all over the world. But the company’s partnership with World Vision goes well beyond this annual event.

“We’re proud to have a fully integrated partnership that’s customized—one that’s tied to our shared mission to support women and girls ... and provide [them] with the tools they need to live a purposeful, thriving life,” Bradshaw

says. “It’s truly a partnership to help meet their needs with programs that really work.”

Thirty-One Gifts is also a passionate partner in World Vision’s kit program, funding and packing Women’s Hope Kits, essential hygiene supplies for women in the U.S. who have survived abuse, poverty, or domestic violence. The experience is so meaningful to the company’s independent sales consultants that they lined up an hour before the kit-building event at this year’s annual conference. The 2,500 kits they assembled there were distributed almost immediately when hurricanes struck the U.S. just a short time after the conference. Between the conference and events hosted across North America around Thanksgiving, Thirty-One Gifts employees, independent sales consultants, and their families built a total of 5,000 Hope Kits in 2017.

Thirty-One Gifts commemorated their 15th anniversary with a Celebration Tour that traveled across the country for six months and included three stops at World Vision distribution centers. People were invited to learn more about Thirty-One and their partners—and build an additional 450 Hope Kits along the way.

Deeply invested in World Vision’s work with women and girls in the U.S. and around the world, and inspired by the World Vision Gift Catalog, the 2017–18 Thirty-One Gives Care Council generously designated a grant of \$5,000 that’s enabling 33 vulnerable girls to pursue an education they would otherwise have only dreamed of.

As Thirty-One Gifts continues to grow and expand operations, they anticipate strengthening their partnership with World Vision and making an even greater difference for more people in need.

“World Vision is our right arm,” Bradshaw says, “our trusted partner in taking our products where they’re most needed. It’s a blessing for us to have the relationship we do.”

### WORLD VISION PARTNER SINCE 2013

#### MISSION MATCH

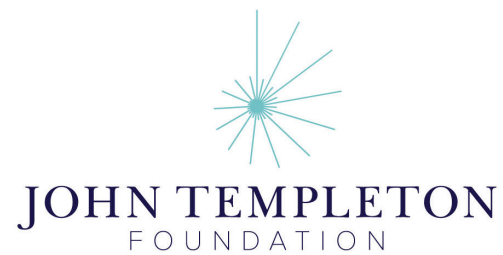
Social Responsibility  
Disaster Response

#### HOW THEY ENGAGE

Gifts-in-Kind  
Kit Builds  
Cause Marketing  
Cash Grants  
Child Sponsorship  
Matching Donations







## EDUCATING FAITH LEADERS to save the lives of mothers and babies

In March 2015, the John Templeton Foundation awarded a three-year, \$1 million grant to World Vision to empower faith leaders to educate families about best practices for family planning. The grant focused on World Vision's work to promote the healthy timing and spacing of pregnancy (HTSP) in Ghana and Kenya.

Research has shown that pregnancies spaced too close together can present life-threatening complications for mothers and their babies—particularly in developing countries where good healthcare and nutrition are more difficult to achieve and pregnancies are already riskier. HTSP teaches couples to wait at least two years between a birth and another pregnancy, and limit pregnancies to a mother's healthiest years for childbearing—ages 20 to 35.

The challenge is getting the word out to community members. In many places, long-held cultural beliefs create barriers to trust, and expectant parents can be hesitant to seek prenatal care or trained attendants during delivery.

Through its Channels of Hope program, World Vision mobilizes faith leaders and groups to address health-related issues such as HTSP. Because the guidance of local faith leaders carries great weight in their communities, they are able to overcome barriers that prevent women from accessing contraceptives that could save their lives and the lives of their babies.

The project has made a significant impact. World Vision trained 60 faith leaders in Kenya and 42 in Ghana, who in turn reached more than 18,000 community members with the benefits of HTSP. Follow-up interviews with 17 faith leaders and several of their spouses revealed that they felt well equipped to run workshops, and that attitudes toward spacing pregnancies had changed favorably. Partnerships like this allow World Vision to continue its work of helping improve the health practices of families in the developing world, saving countless lives.



## RUNNING TO CRISIS, responding to need

Verizon is a consistent and generous donor to aid organizations like World Vision, providing critically needed supplies and support for countless families facing crisis. In 2017, the company gave two grants totaling \$1 million to support World Vision's relief efforts in Puerto Rico as part of their \$5 million charitable commitment to help families in Puerto Rico and the U.S. Virgin Islands in the wake of Hurricanes Maria and Irma.

"Disaster relief is important work for Verizon," says Deirdre Gall Robinson, Director of Marketing and Employee Engagement for Verizon Global Corporate Citizenship. Verizon, a global leader in delivering broadband and other wireless and wireline communications services, believes strongly in the need for a trusted, reliable communications network partner in times of emergency.

The company's credo states "We run to a crisis, not away." Says Robinson, "Our employees know this credo. They are grateful and appreciate the opportunity to partner with World Vision to help people facing some of the greatest challenges of their lives."

Since 2010, employees themselves have directly donated \$500,000 to World Vision's disaster relief efforts, with Verizon matching those funds dollar for dollar. Between corporate grants, employee donations, and matched funds, Verizon's contributions have made a significant and lasting

difference for survivors of many disasters worldwide—including the 2010 Haiti earthquake, the tsunami and earthquake in Japan, tornadoes in the southeastern United States, Typhoon Haiqui in the Philippines, the Nepal earthquake, flooding in India, flooding in Louisiana, and Hurricanes Matthew, Harvey, Irma, and Maria.

In addition to raising funds for relief efforts in 2017, Verizon hosted several World Vision kit build events for employees at the Verizon Wireless Leadership Academy and the Verizon-sponsored One Young World Summit, assembling more than 2,000 hygiene kits. Not only did these events offer a way for employees to make a hands-on difference for disaster survivors, they also served as a unique team-building opportunity.

"World Vision is such an important partner," Robinson says. "[They] make it so easy and seamless to support people, and help us put our resources and assets to good use." Verizon has trusted World Vision for years because of the organization's proven ability to respond quickly to deliver life-saving essentials, as well as its commitment to provide communities with long-term recovery assistance.

The strong, ongoing relationship between Verizon and World Vision helps ensure that children and families hit by future crises will not be alone in their hour of greatest need.

### WORLD VISION PARTNER SINCE 2015

#### MISSION MATCH

Global Outreach  
Maternal and Child Health

#### HOW THEY ENGAGE

Financial Support



### WORLD VISION PARTNER SINCE 2001

#### MISSION MATCH

Disaster Relief  
Social Responsibility  
Community and Global Outreach  
Culture of Giving Back

#### HOW THEY ENGAGE

Financial Support







# A SHARED VISION FOR A BETTER WORLD

World Vision is partnering with corporations and foundations to help achieve the United Nations' global Sustainable Development Goals (SDGs) by 2030.



From the Preamble to the U.N.'s 2030 Agenda for Sustainable Development:

*“We are determined to end poverty and hunger, in all their forms and dimensions, and to ensure that all human beings can fulfill their potential in dignity and equality and in a healthy environment.”*

## SUSTAINABLE DEVELOPMENT GOAL #3: Good health and well-being



### A FEW OF OUR PARTNERS

- John Templeton Foundation
- Pfizer Foundation
- Vitamin Angels
- Bill & Melinda Gates Foundation

### THE RESULTS

- Preventing the unnecessary suffering and death of mothers and newborns through the healthy timing and spacing of pregnancy (HTSP)
- Combating HIV and AIDS, tuberculosis, polio, and malaria in developing countries

## SUSTAINABLE DEVELOPMENT GOAL #6: Clean water and sanitation



### A FEW OF OUR PARTNERS

- Kohler Co.
- P&G
- Conrad N. Hilton Foundation

### THE RESULTS

- Reaching one new person every 10 seconds and three more schools every day with clean water

## SUSTAINABLE DEVELOPMENT GOAL #8: Decent work and economic growth



### A FEW OF OUR PARTNERS

- Margaret A. Cargill Philanthropies
- The Weberg Trust

### THE RESULTS

- Empowering smallholder farmers to build livelihoods and resiliency—and help restore the environment—through crop diversification, technology, and innovation
- Providing innovative, affordable access to credit and other financial services so families can bolster their incomes





## EMPLOYEE ENGAGEMENT SPOTLIGHT

Strengthen your team. Change lives.



Through World Vision's kit build program, corporate groups connect and build camaraderie by assembling kits that provide essentials to vulnerable children and families affected by disaster or poverty, both here at home and around the world. The inspirational, hands-on experience—customized for each company—gives employees the chance to make a life-changing impact together.

*"I would recommend World Vision to any corporation looking for an impactful, highly organized team-building activity."*

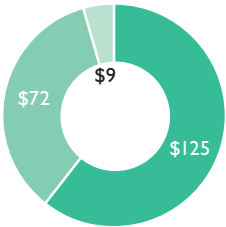
—Eileen Campbell, Community Relations and Urban Marketing Program Officer, Aetna

## 2017 FINANCIAL HIGHLIGHTS

» operating revenue (in millions)	2017	2016	2015
Private cash contributions	\$572	\$550	\$571
Public grants (food and cash)	303	220	172
Gifts-in-kind	158	236	255
Other income, net	11	8	4
<b>Total operating revenue</b>	<b>\$1,044</b>	<b>\$1,014</b>	<b>\$1,002</b>

» operating expenses (in millions)	2017	2016	2015
Total program services	\$855	\$835	\$839
Fundraising	89	96	96
Management & general	57	57	58
<b>Total operating expenses</b>	<b>\$1,001</b>	<b>\$988</b>	<b>\$993</b>

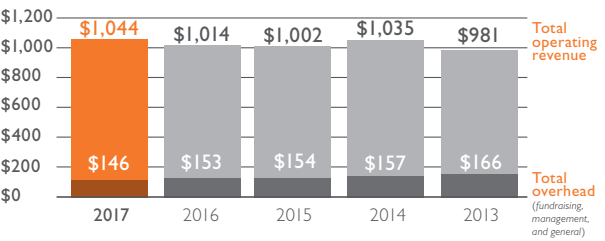
» net assets (in millions)  
total net assets: **\$206**



World Vision's objective for financial liquidity and reserves is to operate in a prudent range of stability, while recognizing the imperative of distributing maximum funds to mission as quickly as possible. World Vision U.S. remains financially strong, with sufficient liquid assets to discharge ongoing ministry commitments and other obligations.

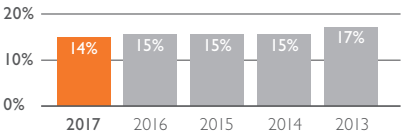
» revenue and overhead trends (in millions)

Operating revenue for the organization increased by 3% during the year. Private cash and public grants increased, while gifts-in-kind revenue decreased.



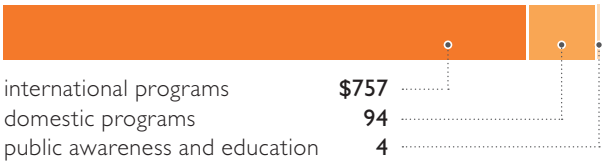
» overhead rate (percent of operating revenue)

Fundraising, management, and general expenses (generally referred to as overhead expenses) were reduced by over \$6 million in 2017. Our overhead rate (overhead expenses as a percent of operating revenue) declined by 1%.



Operating expenses chart (above left) shows overhead as a percent of operating expenses. Overhead rate chart (above) shows overhead as a percent of operating revenue.

» program services (in millions)  
total program services: **\$855**



View our Consolidated Financial Statements online at [worldvision.org/ar](http://worldvision.org/ar)







## 2017 WORLD VISION U.S. SENIOR LEADERSHIP

Rich Stearns | President

Edgar Sandoval Sr. | Chief Operating Officer




Doug Treff | Chief Financial Officer

Christine Talbot | Senior Vice President, Human Resources

Chris Glynn | Senior Vice President, Transformational Engagement

Margaret Schuler | Senior Vice President, International Programs Group

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World Vision®

World Vision is a Christian humanitarian organization dedicated to working with children, families, and their communities worldwide to reach their full potential by tackling the causes of poverty and injustice. World Vision serves all people, regardless of religion, race, ethnicity, or gender.