



# INCREASED IMPACT TOGETHER

Showcasing collaborations with corporations and foundations

2019 & 2020 YEARS IN REVIEW

**World Vision** 



## A MESSAGE FROM THE PRESIDENT'S OFFICE

Together, we're empowering children to create lasting change.



January 2021



**EDGAR SANDOVAL SR.** | President and CEO, 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 Procter & Gamble. As vice president and general manager of P&G 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, developing the acclaimed #LikeAGirl campaign. He holds 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.

Dear friend,

As I look back on 2019 and 2020, I am overwhelmed with gratitude for God's blessing on World Vision's work. Despite the many challenges, with the support of our donors, partners, and staff, we have seen miraculous impact for children and families in need around the world.

In 2019, thanks to generous total gifts from our U.S. donors of \$1.1 billion, we were able to dedicate **\$89 million more than the previous year to equip families**—including 1 million children in our sponsorship program—to change their own futures.

When the pandemic hit in early 2020, we immediately launched **our first-ever global emergency response, and the largest in our 70-year history**—including robust relief programs in the U.S. Thanks to our steadfast partners and supporters, this response led to our highest annual revenue ever, \$1.2 billion—meaning **\$95 million more than in 2019 to serve vulnerable children and families**.

Your contributions to our work help make wide-reaching impact possible:

- Between the start of the pandemic in March 2020 and the end of our fiscal year in September, every 60 seconds, we helped nearly 180 people survive, recover, and rebuild from the effects of the pandemic.

- We are the leading nongovernmental provider of clean water in the developing world, reaching one new person every 10 seconds with clean water.
- Our presence in nearly 100 countries enables us to quickly provide immediate support in all types of disasters and humanitarian crises.

We also saw an incredible response to our fall 2019 launch of Chosen®, our new invitation to child sponsorship that empowers children to choose their own sponsors. It's a simple yet profound switch that recognizes their dignity and their ability to transform their own lives—as well as their sponsors'.

**Thank you for your partnership these past two years.** While the pandemic has dealt a significant blow to progress against poverty, partnerships like yours give me hope for the future of our world. I look forward to working together to equip even more children and families to create lasting change for themselves.

Edgar Sandoval Sr.  
President and CEO, World Vision U.S.



## A SHARED VISION FOR A BETTER WORLD

World Vision partners with corporations and foundations to work toward accomplishing the United Nations' global Sustainable Development Goals by 2030.

Washington state, 2020 | A volunteer prepares hand sanitizer for distribution at a World Vision warehouse.

Mali, 2020 | Donations of handwashing kits through World Vision helped provide valuable resources for vulnerable communities amid the COVID-19 pandemic.

### ABOUT US

With a presence in nearly 100 countries around the world, World Vision is committed to improving the lives of vulnerable children and families by:

- Partnering with communities to develop long-term solutions so people can overcome poverty
- Providing emergency assistance to children and families affected by natural disasters, health emergencies, and civil conflict
- Advocating for justice and amplifying the voices of people affected by poverty and oppression

### SUSTAINABLE DEVELOPMENT GOALS

The work of World Vision and the charitable donations of many of our corporate partners align with many of the United Nations' Sustainable Development Goals, which address a range of global challenges such as poverty, inequality, and injustice, to build a world of peace and prosperity. Though the impact of COVID-19 has resulted in setbacks in some of these areas, it's possible to regain momentum and keep moving toward these goals.

In 2019 and 2020, World Vision's corporate and foundation partners generously donated significant funds and resources that helped move the world closer to achieving several of these Sustainable Development Goals (right):

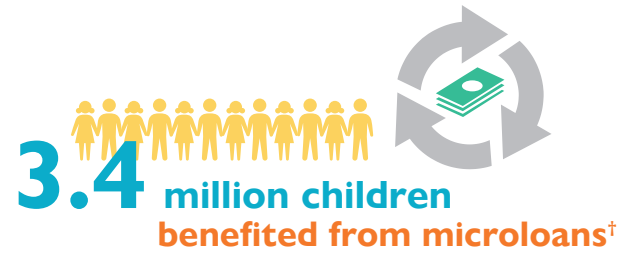
	#1 No poverty		#6 Clean water and sanitation		#12 Responsible consumption and production
	#2 Zero hunger		#8 Decent work and economic growth		#13 Climate action
	#3 Good health and well-being		#9 Industry, innovation, and infrastructure		#17 Partnerships for the goals
	#4 Quality education		#10 Reduced inequalities		
	#5 Gender equality		#11 Sustainable cities and communities		



## 2019 PROGRAM HIGHLIGHTS

Your support helped equip millions of people with tools to transform their lives.

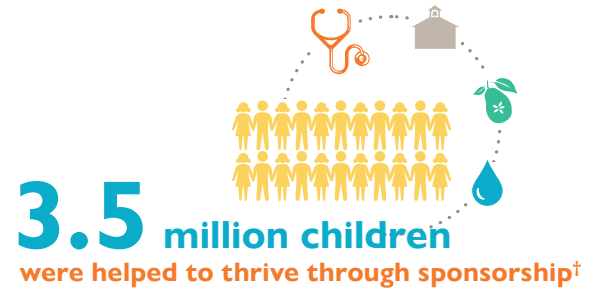
Malawi, 2019 | Liddah Manyozo, a World Vision technical advisor to a team of drillers, helps communities in Malawi establish lasting access to clean water.



**ECONOMIC EMPOWERMENT** Microloans totaling \$694 million were disbursed to 1 million hardworking women and men in 28 countries, improving their children's lives and impacting 1.4 million jobs in their communities.



**CLEAN WATER** Along with 3.4 million people empowered with access to clean water, 2.6 million people benefited from sanitation improvements and 4.3 million from hygiene behavior-change promotion—all across 47 countries. 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.



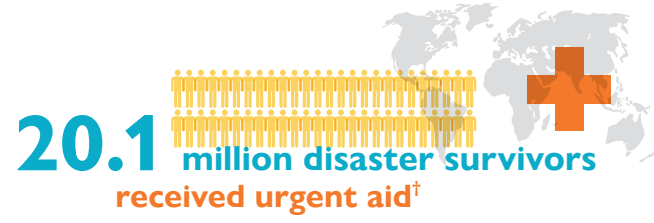
**CHILD SPONSORSHIP** Children and their communities in sponsorship programs worldwide—including more than 1 million supported by caring donors in the U.S.—received access to life's basics to empower them to build a brighter future.

<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.

Results and data included in this section reflect World Vision U.S. activity in fiscal year 2019 (October 1, 2018, through September 30, 2019).



**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 132,000 people received emergency help following disasters.



**EMERGENCY RESPONSE** Disaster survivors, refugees, and internally displaced people around the world received support worth \$918 million in the wake of 132 humanitarian emergencies, including the Venezuelan refugee and migrant crisis, Cyclone Idai, and the ongoing Syrian and Rohingya refugee crises.

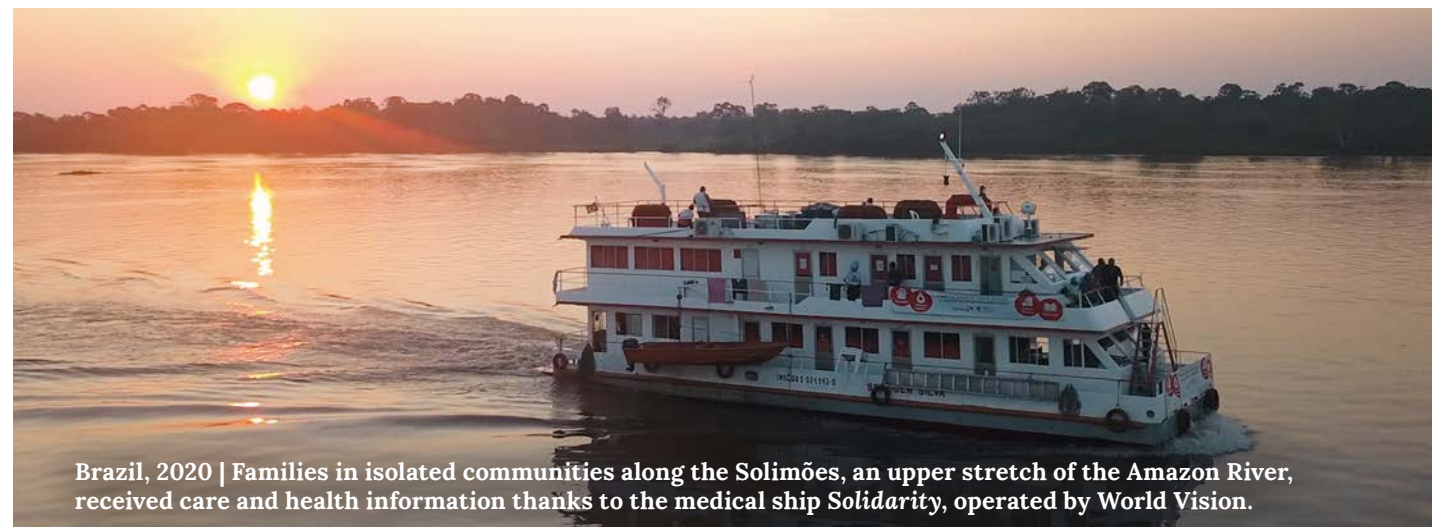


Florida, 2019

# 2020 PROGRAM HIGHLIGHTS



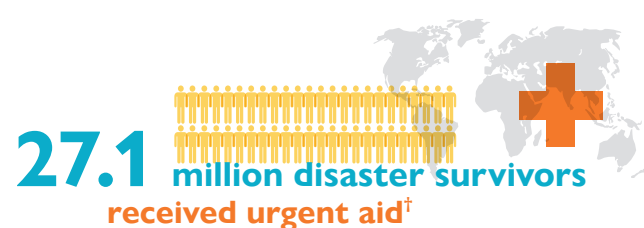
Lebanon, 2020



Brazil, 2020 | Families in isolated communities along the Solimões, an upper stretch of the Amazon River, received care and health information thanks to the medical ship *Solidarity*, operated by World Vision.



**U.S. PROGRAMS** Children and families in need across the U.S. received basic necessities, including COVID-19-related essentials such as nutritious food, protective items, and educational resources; we distributed 2 million Fresh Food Boxes through our partnership with the U.S. government's Farmers to Families Food Box Program.



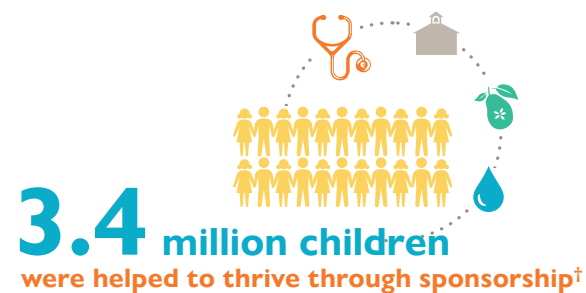
**EMERGENCY RESPONSE** Disaster survivors, refugees, and internally displaced people around the world received support worth \$1 billion in the wake of 66 humanitarian emergencies, including the Venezuelan refugee and migrant crisis, the East Africa locust crisis, and the ongoing Syrian and Rohingya refugee crises. (Separately, our COVID-19 response in over 70 countries served over 51 million people. See page 14.)



**ECONOMIC EMPOWERMENT** Microloans totaling \$576 million were disbursed to 1 million hardworking women and men in 28 countries, improving their children's lives and impacting 1.3 million jobs in their communities.



**CLEAN WATER** People in 42 countries received access to clean water, with 2.7 million people benefiting from sanitation improvements and 8.2 million from hygiene behavior-change programming. World Vision is a leader in handwashing education and reaches one new person with clean water every 10 seconds.



**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 and extra support for hardships caused by the pandemic.



Zambia, 2020 | People in Zambia learned proper handwashing techniques as part of World Vision's global COVID-19 response.

† 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.

Results and data included in this section reflect World Vision U.S. activity in fiscal year 2020 (October 1, 2019, through September 30, 2020).

# 2019 CORPORATE PARTNERSHIP HIGHLIGHTS

With strong collaborations, we delivered solutions that met business goals and reached children in need.



Venezuela, 2019



**REVENUE FROM GIFT-IN-KIND DONATIONS** Product donations to World Vision created \$190 million in booked value, tangibly benefiting millions of people's well-being.



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



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

Results and data included in this section reflect World Vision U.S. activity in fiscal year 2019 (October 1, 2018, through September 30, 2019).



**PALLETS OF DONATED PRODUCT** Thanks to the generosity of hundreds of corporations, World Vision shipped 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.



South Sudan, 2019

# 2020 CORPORATE PARTNERSHIP HIGHLIGHTS



Texas, 2020



**REVENUE FROM GIFT-IN-KIND DONATIONS** Product donations to World Vision created \$243 million in booked value, tangibly benefiting millions of people's well-being.



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



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



**PALLETS OF DONATED PRODUCT** Thanks to the generosity of hundreds of corporations, World Vision shipped 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.

Results and data included in this section reflect World Vision U.S. activity in fiscal year 2020 (October 1, 2019, through September 30, 2020).



Navajo Nation, 2020



## EMERGENCY RESPONSE SPOTLIGHT

Corporate donors and foundations provide a rapid and flexible source of aid funding during World Vision's global response to the COVID-19 pandemic.

Somalia, 2020

As World Vision has responded to the coronavirus pandemic with the goal of reaching 72 million people—including 36 million children—we've focused on areas where children are most at risk. In fiscal year 2020, thanks to our partners, we reached more than 51 million people, including 22 million children, in over 70 countries.

With local staff around the globe and strategically located warehouses, World Vision was in a strong position to respond quickly and efficiently with basic, high-impact programs in the United States and abroad. We prioritized scaling up preventive measures to slow the spread of the disease, strengthening health systems and workers, advocating to ensure vulnerable children are protected, and supporting at-risk children through education, child protection, food security, and family livelihoods programs.

Through this first truly global response in World Vision's 70-year history, we've been able to leverage our strong relationships and broad reach like never before—pouring our collective expertise and dedication into protecting the most vulnerable children and communities.

### PARTNER HIGHLIGHTS OF WORLD VISION'S COVID-19 RESPONSE

#### Mastercard

- Provided a \$350,000 grant that fed 35,000 Indonesians for a month
- Made a \$200,000 donation that supported 15,000 Brazilians with food baskets, hygiene kits, personal protective equipment, and more

(See the next page for more on the Mastercard and World Vision partnership.)

#### The Pfizer Foundation

- Provided a \$600,000 grant to equip vulnerable communities in Brazil, the Central African Republic, the Democratic Republic of the Congo, and Lebanon
- Donated hygiene kits for distribution in New York and Connecticut

#### Astellas Global Health Foundation

- Provided a \$350,000 grant to reach the most vulnerable families and children in the Democratic Republic of the Congo

#### Baxter International Foundation

- Provided \$275,000 for communities in need in Brazil, China, India, Indonesia, Philippines, and Thailand



WORLD VISION PARTNER SINCE 2003

SUSTAINABLE DEVELOPMENT BADGES



## GLOBAL INNOVATORS

### Pioneering an inclusive and sustainable digital economy

Mastercard's philosophy of "doing well by doing good" is a principle the company is deeply committed to carrying out. They're investing significant resources into making the global economy more accessible and equitable for all kinds of people, especially the most vulnerable. As the company creates more ways for their customers—both corporations and cardholders—to give, Mastercard's collaboration with World Vision offers a valuable blend of expertise and innovation. "We're achieving the goal of social impact as we achieve our business goals by infusing causes in the business that we do," says Cristina Paslar, Mastercard's senior vice president of strategic growth.

Significant among Mastercard's social achievements is the Mastercard Aid Network. Its purpose is to get efficient aid to vulnerable populations—and by leveraging Mastercard's vast infrastructure, technology, and expertise to design specific products, it's helping to optimize World Vision operations, especially in how aid and support arrive to the people World Vision serves. The network also helps provide digital vouchers to refugee communities in countries like Mozambique, Nepal, Kenya, South Sudan, and the Philippines. Recently, Mastercard has been working with VisionFund, World Vision's microfinance arm, exploring ways to better connect humanitarian and development work with savings groups and microfinance.

The ultimate goal is to make sure the most vulnerable populations can access digital finances and resources, no matter their circumstances.

In Australia, World Vision and Mastercard launched the first social media donation program, allowing people to make instant donations every time they commented "#donate" under World Vision's posts. Mastercard also recently launched the Mastercard Donate mobile app that allows U.S. cardholders to donate to World Vision along with their transactions. Soon, another feature will allow people to round up their purchase to the next dollar and give the change to World Vision.

Mastercard is also expanding their aid delivery collaborations, positioning resources to keep the beneficiary at the center of the response. The goal? Equipping vulnerable people with access to digital and financial tools that can connect them with the formal economy and help them climb the socioeconomic ladder. "We are proud to work with World Vision every day to find new ways to make an impact," says Paslar. "At Mastercard, we make inclusion core to our business—not just because it's the right thing to do, but because we all succeed in a thriving world."





BRADFORD

WORLD VISION PARTNER SINCE 2017

SUSTAINABLE DEVELOPMENT BADGES



## CLEAN FUTURES

### Surplus soap creates jobs and improves health in Somalia

The Original Bradford Soap Works knows the personal care industry better than most: They've been innovating for 144 years and, today, their customers include many of the biggest brands in personal care. As a company committed to sustainability—they were the first U.S. soap manufacturer to receive organic certification—a partnership with World Vision makes perfect sense. Bradford was drawn to World Vision's global reach and its focus on people and the planet, two of the company's core priorities.

The collaboration began in the wake of Hurricanes Harvey and Maria, when Bradford provided bar soap for World Vision's emergency response efforts. Now, the partnership has grown into another instance of the company's innovation. Because Bradford's products are manufactured for other brands, they can't donate finished bars, but they can donate the remaining shavings and chips—material that otherwise would be thrown out. "We at Bradford are focused on 'zero waste' and a circular economy, so by taking unused soap at the end of each production run and donating it, we are helping people globally while moving toward our goal of becoming a zero-waste facility. It is a win-win!" explains Stu Benton, president and CEO of Bradford.

World Vision ships these soap chips to communities where soap isn't readily accessible. "World Vision's outstanding logistics team allows for the seamless coordination of shipments and manages importation documents on our behalf," Benton adds. In the first project, 15 women from a World Vision savings group in Zambia learned how to melt down the chips and turn them into bars, then sold their products to earn a stable income.

In a refugee camp in Somalia, Bradford and World Vision aimed to improve people's health with better access to soap, empower women in vulnerable circumstances, and create job opportunities. The results have been impressive: In 2019, Bradford provided more than 165,000 pounds of soap base to World Vision, and over 75 women were employed making soap for their communities. With better hygiene resources, kids and families are healthier—noticeably shorter lines at the health clinic reflect it. In 2020, the donated soap came to over 755,000 pounds, making possible more jobs and opportunities for better health.

Bradford looks forward to expanding into more projects with World Vision. "I love that we can help the world while energizing our employees at the same time because they know they are making a difference," says Benton.



WORLD VISION PARTNER SINCE 2014

SUSTAINABLE DEVELOPMENT BADGES



## POWERFUL WATER PARTNERS

### Ambitious clean water goals meet with success

Grundfos, a global water technology company, pioneers solutions to some of the world's toughest water and climate challenges, with the ultimate goal of improving quality of life for all people. Grundfos has been working to solve water challenges in Africa since the 1980s. Collaborating with World Vision, the leading nongovernmental provider of clean water in the developing world, Grundfos supplies water pump solutions along with local technical expertise and targeted capacity building.

When the joint work started in 2014, Grundfos and World Vision set an ambitious goal—to reach 2 million people with sustainable clean water access by 2020—and they hit the milestone ahead of schedule. Confident in their ability to build on that success, the partners have set another ambitious goal: to double the impact and bring clean water to another 4 million people by 2024.

Since Grundfos' founding in 1945, one of the company's core values has been to make a difference in the world's most water-poor regions. This has been strengthened in part by the creation of the SafeWater department in 2019, whose purpose is to reach people with clean water access through strong partnerships with organizations like World Vision.

Sustainability is key to Grundfos' mission and work. To that end, local Grundfos staff regularly train World Vision's field staff in sub-Saharan Africa on the water systems, and in India they've trained over 200 World Vision staff in solar solutions for community water supply systems. With the 4 million-people goal, the partnership is plowing ahead with ever-evolving solutions. "We constantly explore new areas of working together to serve water-poor communities with more complete solutions to increase their livelihood, such as wastewater and water treatment systems and water-boosting," explains Hanne Jørgensen, global key account manager in Grundfos' SafeWater department.

Pia Yasuko Rask, SafeWater director, says, "It's incredible to see our technology make a difference when applied in some of the most remote and underserved parts of the world and to watch our combined efforts reach and improve lives of the people living there. It's honestly a touching and humble feeling that I whole-heartedly share with my family and friends, and I am sure that the successful partnership between World Vision and Grundfos will continue to push the boundaries of providing water to the people who need it the most."



WORLD VISION PARTNER SINCE 2018

SUSTAINABLE DEVELOPMENT BADGES



## SERVING PEOPLE WITHOUT HOMES

One pair of socks at a time

When Bombas' founders, David Heath and Randy Goldberg, launched the company in 2013, they had what seemed like a wild goal at the time: to donate 1 million pairs of socks to people experiencing homelessness in 10 years. But in just five years, they'd already hit 10 million pairs donated and counting. The source of their success? A relentless pursuit of quality, consumer transparency, and strong, strategic partnerships. As the company grows, they increasingly realize the benefit of joining experts who have already paved a path for the humanitarian work they're committed to. That's where World Vision comes in.

Founded on a "one purchased = one donated" model, Bombas exists to equip people experiencing homelessness with the clothes they need most: socks. The company's network of over 3,500 donation partners (known as Giving Partners) ranges from small community programs to larger organizations across all 50 states, and they've found World Vision to be a good fit for larger donations. "Ensuring that each pair gets into the hands—and on the feet—of those in need is our most important ... challenge, as we continue to grow. World Vision understands that and ensures the integrity of donation product distribution," says Sam Ravetz, Bombas' senior relationship giving manager.

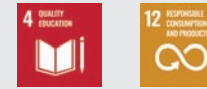
Within a year of working together, World Vision became the company's largest distributor of socks. In both 2019 and 2020, Bombas sent over 1 million pairs of donation socks to World Vision, and they're planning to add T-shirts and underwear—two other much-requested items at homeless shelters—into the mix soon. Of the continuing partnership, Ravetz says, "World Vision takes the time to assess their partners' goals and figure out how to best achieve them with consideration to their own resources and capabilities."

The employee volunteer opportunities afforded by World Vision are another link in the chain of giving back that Bombas is passionate about. After building emergency relief kits at a World Vision warehouse in New York, Ravetz says the experience "did a great job of engaging our larger team, making sure our greater company had a firsthand experience with the organization's mission." And, he adds, it "brought all of us back to the core of our mission—giving back."



WORLD VISION PARTNER SINCE 2013

SUSTAINABLE DEVELOPMENT BADGES



## FILLED WITH PURPOSE

A luxury bag brand giving back from the beginning

What do golf bags and backpacks for kids in sub-Saharan Africa have in common? They're both items Vessel Bags makes on their mission for excellence. Since its start, the company has pursued quality craftsmanship in its luxury goods brand along with significant social impact. With its "Buy a Bag, Give a Bag" program, Vessel has donated over 60,000 backpacks to kids in need around the world. "Since day one, I wanted this company to give back," co-founder and CEO Ron Shaw explains. Their model stays simple: Every bag sold equals a backpack donated to a child in need.

Shaw remembers asking his dad, also a maker of golf bags, what the number one purpose of his company was. The answer: profitability. But something about this didn't sit right with the younger Shaw. So when he set out to create his own line of high-quality golf bags—eventually expanding the brand with intentionally designed travel and tennis products—Shaw knew he'd make products that were filled with a different purpose. "There's a reason we are profitable and it's for more than ourselves. Why not give back," he says, and "have that purpose be the reason behind the company?"

After donating backpacks to assemble World Vision Promise Packs in 2013, Vessel was all-in with World Vision. "Knowing we can give bags to an organization like World Vision who knows how to distribute the backpacks—it's great to know that our bags go wherever they're most needed," says Shaw. In 2019, Vessel Bags donated 11,500 backpacks that were used to build Promise Packs for Niger, Eswatini (formerly Swaziland), and Afghanistan. The company also donated 600 backpacks and assembled them into SchoolTools packs at their corporate office. Vessel's staff distributed some of those Promise Packs— assembled with their own backpacks—to an elementary school in southern California, near their office, where over 80% of students receive meal assistance. "The smiles and the excitement on [the kids'] faces were definitely unforgettable," says Shaw. "My goal is that World Vision never has to worry about backpacks again."

WORLD VISION PARTNER SINCE 2013

SUSTAINABLE DEVELOPMENT BADGES



## INVESTING IN GLOBAL HEALTH

### Contextualized approaches to healthcare yield success

As one of the world’s most prominent biopharmaceutical companies, Pfizer and The Pfizer Foundation aim to offer solutions to the most challenging global health issues. The mission of The Pfizer Foundation underscores the company’s commitment to address the healthcare needs of the world’s most vulnerable people and is part of Pfizer’s commitment to make access to healthcare equitable for all populations.

The Pfizer Foundation’s healthcare abilities and desire to drive catalytic change plus World Vision’s innovative, community-based approaches form a powerful partnership to help strengthen vulnerable health systems and contribute to the U.N.’s Sustainable Development Goals. The Pfizer Foundation has supported global emergency response and mother and child health programs in which World Vision’s deep, local relationships provide the base for equitable and effective health programs that empower families and communities. Starting with the community and listening to the people they’re serving enables The Pfizer Foundation and World Vision to achieve better outcomes.

One of The Pfizer Foundation’s recent highlights of collaborating with World Vision was producing a virtual reality film covering a project in West Pokot, Kenya, on the integration of services for immunization and healthy

timing and spacing of pregnancies. The film was shown at several international conferences, receiving praise for its ability to stir empathy and boost awareness of the health challenges women face in the developing world—and of potential solutions like service integration.

During a trip to the West Pokot project area, Pfizer’s team met the people who were involved in and impacted by the project. Community members discussed complex issues openly and were empowered to take control of their health—and were ultimately equipped to make more informed decisions for themselves and their families. “The technical expertise that the team brings is fantastic,” says Jenny Sia, director of Global Health and Social Impact at Pfizer. “We’re able to execute meaningful work and really look at the impact we were able to deliver.”

Most recently, The Pfizer Foundation supported World Vision’s global COVID-19 response as well as a project to expand access to, and improve the quality of, community-based treatment for infectious diseases among children under 5 in Uganda.



WORLD VISION PARTNER SINCE 2003

SUSTAINABLE DEVELOPMENT BADGES



## INVESTING IN THE END OF POVERTY

### The legacy of a generous family

For over eight decades, the Stewardship Foundation has been making grants to organizations both global and local to the Puget Sound region. In the Foundation’s words, they view “grantmaking as strategic investing and thoughtful stewardship rather than charitable giving.” Considerations of impact, leverage, empowerment, sustainability, and organizational strength are key factors for board members’ decision-making. And the impact that the Stewardship Foundation and World Vision have made together testifies to the power of that strategic investing.

Though the Foundation has supported World Vision in various programs since the late 1960s, the current round of water, sanitation, and hygiene projects began in 2003. Since then, the Stewardship Foundation has granted \$3.9 million to World Vision for water projects in various countries, primarily Mali, Ghana, and Niger. The Foundation’s current president, Cary Paine, is a former World Vision employee who promoted work in the water sector. “I believed then and I believe now that World Vision is one of the premier Christian relief and development organizations in the world, and it offers a strong investment opportunity for us,” Paine says.

These decades of strong partnership are based on accountability and continuing success. The Stewardship Foundation is committed to thorough evaluation of its

partners and grantees, and Paine explains, “We spend a lot of time looking at an organization’s leadership and health, its communications and accountability, and its governance and functionality. Once we conclude the organization operates with excellence and efficiency, we look for mutually beneficial relationships.”

In recent years, the Foundation has funded World Vision projects with Sesame Workshop’s WASH UP! program. This work joins together experts in child behavior change from Sesame Workshop and experts in sanitation and hygiene from World Vision to support hygiene behavior change in school-aged kids. “World Vision is willing to recognize and admit when it doesn’t know something, and then develop complementary partnerships with world-renowned organizations,” Paine says, adding that this organizational humility is an attractive quality to the Foundation.

Over the years, the Stewardship Foundation and World Vision partnership has helped millions of people gain sustainable access to clean water. With relationships like these, Paine encourages other foundations to demand excellence but to be realistic. Ultimately, he says, “Be patient, persistent, and diligent in an effort to be part of something that will have lasting impact.”



## EMPLOYEE ENGAGEMENT SPOTLIGHT

World Vision's Global 6K for Water is a healthy team-building activity that unites employees while doing global good.

Washington state, 2019



Illinois, 2019

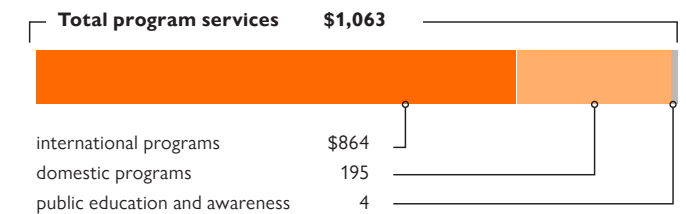


California, 2019

## WORLD VISION 2019 & 2020 FINANCIAL HIGHLIGHTS

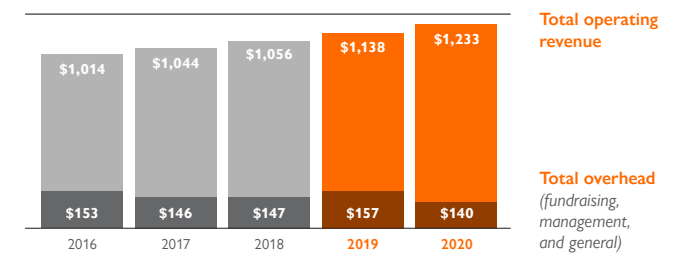
Operating revenue (in millions)	2020	2019	2018
Private cash contributions	\$559	\$547	\$552
Public grants (food and cash)	426	393	329
Gifts-in-kind	243	190	168
Other income, net	5	8	7
<b>Total operating revenue</b>	<b>\$1,233</b>	<b>\$1,138</b>	<b>\$1,056</b>

2020 program services (in millions)



Revenue and overhead trends (in millions)

Operating revenue for the organization increased by 8% during 2020 as private cash, public grants, and gifts-in-kind all grew, primarily in support of our COVID-19 response.

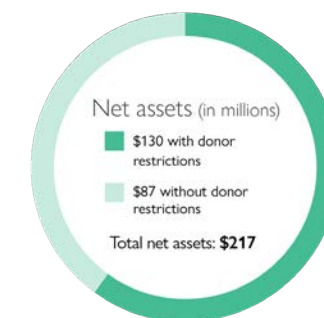


Operating expenses (in millions)	2020	2019	2018
Total program services	\$1,063	\$996	\$907
Fundraising	85	94	91
Management & general	55	63	56
<b>Total operating expenses</b>	<b>\$1,203</b>	<b>\$1,153</b>	<b>\$1,054</b>

In 2020, 88% of World Vision's total operating expenses were used for programs that benefit children, families, and communities in need.

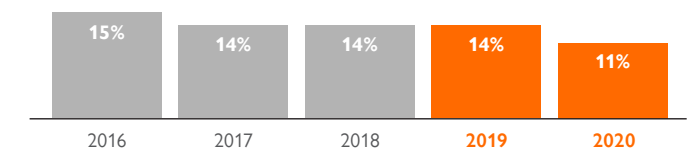
2020 net assets (in millions)

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.



Overhead rate (% of operating revenue)

Fundraising, management, and general expenses (generally referred to as overhead expenses) decreased in 2020 due to wise stewardship during the global pandemic in order to maximize program services. Our overhead rate (overhead expenses as a percent of operating revenue) decreased three points to 11%.



"We hosted our first World Vision Global 6K [in 2019] in Edinburg, Texas, and it was a success. Over 180 participants plus several local businesses came out to join this amazing event to raise funds and awareness for those needing clean water around the world."

—Lani Dolifka, president & CEO, Watermill Express

View our consolidated financial statements online at [worldvision.org/ar](http://worldvision.org/ar)





Washington state, 2020 | World Vision's U.S. response to the pandemic in fiscal year 2020 was its largest ever, reaching 6.7 million people.

## 2020 WORLD VISION U.S. SENIOR LEADERSHIP

Edgar Sandoval Sr. | President and CEO

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

[worldvision.org/corp](https://worldvision.org/corp)

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34834 Weyerhaeuser Way S.  
P.O. Box 9716  
Federal Way, WA 98063-9716

  
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. We serve all people, regardless of religion, race, ethnicity, or gender.*