

HERALDS OF HOPE, INC.

Ministry Report 2018

I. RADIO – English Broadcasts

A. *The Voice of Hope* 30-minute program aired 77 times weekly in 12 US states and 6 provinces of Canada. (This weekly total includes 26 First Nations communities in Northwestern Ontario.)

B. Programs Aired in 2018

24 messages from I & II Peter
4 messages from John
3 messages from Isaiah, Romans, & II Timothy
2 messages from Acts & Genesis
1 message (each) from Leviticus, I Thess., James, Psalms, Phil., Gal., Matt., Eph., Joshua, & I John
1 Christmas program



C. *Hope for Today* 15-minute English program aired internationally 64 times weekly from Shortwave, AM/FM stations, satellites, and 15 stations in Canada.

D. Programs Aired in 2018

52 messages from Luke

II. RADIO – International Non-English Broadcasts

Hope for Today was translated into 15 languages and aired 364 times weekly in: Mandarin Chinese, Hindi, Spanish, Guarani, Amharic, Oromo, Hausa, Albanian, Arabic, Turkish, Swahili, Nepali, French, Pashto, and Korean (to North Korea!).

III. LITERATURE

95,176+ pieces distributed internationally
2,399 *Hope Herald* (Bible study) booklets
23,850 *The Choice is Yours* tracts
25,570 *Hope News* tracts
20,859 tracts (not produced by HOH)
3,840 books & literature in Nigeria
800 devotional books in Ethiopia



14,500 tracts in Swahili, Chichewa, Kiluba, etc.
3,358 books & literature in 73 library boxes

IV. BIBLE DISTRIBUTION – 33,775 total

23,431 Hope Bibles distributed in Africa
225 Amharic Bibles purchased for Ethiopia
454 Chichewa/Chitimbuka Bibles in Malawi
1,040 Swahili Bibles purchased for Kenya/Congo
140 Kiluba Bibles purchased for Congo
440 Urdu/Nepali Bibles purchased for Nepal
1,900 Telegu Bibles purchased for India
200 Urdu Bibles purchased for Pakistan
5,046 Bibles purchased for Ghana and Nigeria
742 Giant print English Bibles & 155 Study Bibles

V. RESPONSES

A. English Intl. Responses Received

433 letters/emails
1,518 Bible requests



B. TWR 360 - Internet Responses

971 monthly average page views
553 monthly average file streams/downloads
169 monthly average app screen views.

C. Average Monthly Responses to Intl. Broadcasts

Amharic: 1x weekly - Ethiopia = 115
Arabic: 2x weekly - M. East/N. Africa/Europe = 12
Hausa: 1x weekly - Northern Nigeria = 1,233
Hindi: 5x weekly - Northern India = 155
Swahili 3x weekly - Kenya = 28
Turkish 13x weekly = 6,250

Your fervent prayers and generous financial support make ALL this ministry possible!

PO Box 3 Breezewood, PA 15533 // Toll-free: 1-866-960-0292 // www.heraldsfhope.org

HERALDS OF HOPE, INC.

2018 Economic Report

SCHEDULE OF CASH FLOW

INCOME RECEIVED	2018	2017
Contributions		
General Fund	\$297,583	\$444,669
Bibles/Literature/Postage	190,660	108,995
Radio Broadcasts	147,387	128,316
Special Projects	154,014	101,083
PR & Dinner Programs	90,009	75,002
Partner Ministries	68,579	113,812
Wills & Estate Gifts	45,753	33,808
Total Contributions	\$993,985	\$1,005,685
Non-Operating Income		
Net Investment Income/Loss	(1,847)	11,970
Literature, CD Sales	1,520	1,603
Rent, Misc. Income, sales gain	6,788	5,007
Total Non-Operating Inc/Loss	6,461	18,580
Total Income*	\$1,000,446	\$1,024,265
EXPENSES		
Purchase of Radio Time	\$443,058	\$561,816
Radio Supplies	2,215	3,115
Postage & Freight	12,375	11,427
Printing Lease & Copies	23,824	19,885
Office Supplies	1,443	810
Bibles & Literature**	217,750	112,515
PR/Dinner Expenses	33,118	27,127
Salaries & Wages***	160,653	134,238
Payroll Taxes	13,876	13,387
Health Ins/Workers's Comp*	12,660	12,384
Auto & Travel	6,361	6,237
Electric & Insurance	13,041	12,408
Telephone, Website & Internet	5,025	5,495
Equip. Bldg. Maint. & Taxes	10,478	12,435
Bank, Credit Card & Misc.	7,976	4,190
Legal & Accounting	9,101	7,746
Dues & Subscriptions	1,385	8,512
Depreciation	25,363	24,446
Pension, Staff, & Bldg. Exp.	7,535	13,196
Nepal Orphan Support	6,815	6,600
Unfunded Pension	1,166	54,367
Total Operating Expenses	\$1,015,218	\$1,052,336
Non-Operating Expenses		
Ministry Partner Projects	62,301	102,764
Interest & Gift Plan Payments	15,599	16,989
Total Non-Operating Expenses	\$77,900	\$119,753
Total Expenses	\$1,093,118	\$1,172,089
Net Income/Loss****	(\$92,672)	(\$147,824)

BALANCE SHEET

ASSETS AND LIABILITIES	2018	2017
Assets		
Current Assets	\$48,305	\$61,409
Investment		
Hope Annuity Funds	55,787	152,955
Other Investments	258,424	311,674
Property, Bldg. & Equip	842,744	831,105
Less Depreciation	(640,231)	(614,868)
Net Prop, Bldg. & Equip	205,106	216,237
Total Assets*****	\$565,029	\$742,275
Liabilities and Equity		
Current Liabilities	7,485	5,337
Long-term Investment Cert.	18,600	20,100
Gift Annuity Contracts	42,715	50,210
Revocable Living Trusts	13,000	13,000
Total Liabilities	\$81,800	\$88,781
Excess of Assets Over Liabilities	\$483,229	\$653,494
Total Liabilities & Net Assets	\$565,029	\$742,275

NOTES

*Heralds of Hope provides coverage for full-time employees and family with Christian Healthcare Ministries and Worker's Comp. for all employees.

**This \$115,235 increase was mostly the cost of printing and shipping the 30,000 Hope Bibles.

***This \$26,415 increase is mostly adding a half-time PR position staff.

****This loss was covered by investments of previous years' Estate Gifts.

*****This \$177,246 reduction in total assets is largely due to the \$92,672 net income deficit in 2018 and the \$75,000 removal of an HOH Canada Savings Acc.

We use the straight-line method of depreciation to recover the cost of assets during their useful lives.

Operations were audited by Hostetler & Hostetler, Certified Public Accountants, Quarryville, PA. For a complete report contact Bob Kauffman at bob@heraldsofhope.org or 440-313-8408.