



Nonprofit Analytics

GENERAL

Organization Name	Love Does, fka Restore International			U.S. Tax ID#	83-0417128	Year Founded	2003
HQ Street Address	2508 Historic Decatur Road, Suite 120			City & State	San Diego CA	Zip	92106
Phone	619.885.1507	HQ Nation	United States	Website(s)	www.lovedoes.org		
Primary Contact & Title	Deborah Eriksson, Executive Director			Contact Email	dae@lovedoes.org		
Organization Type	Charity with separate Support Org		Annual Report Link	https://bit.ly/2zsa50H			
Nonprofit Accountability Listings	<input type="checkbox"/> BBB (give.org)	<input type="checkbox"/> Charity Navigator	Strategic Partners	Project 7, A Jesus Church Family, A Village Church, Venture Ride Expeditions, Cornerstone Leadership, Love Does Parade (covers overhead expenses)			
	<input type="checkbox"/> Guidestar	<input type="checkbox"/> Charity Watch					
	<input type="checkbox"/> ECFA	<input type="checkbox"/> Ministry Watch					
Primary Program Area	Education		Peer Group	Unknown			
Other Program Area(s)	Human Rights		Clients Served	Children			

GROWTH TRENDS

	FY 2015	FY 2016	FY 2017	FY 2018	% Change	Explanation
Paid Staff (FT&PT)	3.0	3.0	4.0	0.0	%	7-8 contracted staff annually N/I; 4 paid through LDP '18
Clients Served	926	1,214	1,635	2,143	131 %	All served by projects; expanded Uganda, Afgh., Som. '18
Annual Income	\$1,334,365	\$1,407,208	\$1,927,920	\$1,978,458	48 %	'18: Unaudited; Most overhead now covered by LD Parade
Donors	495	1,147	1,016	840	70 %	Pure Charity platform counted as 1 donor starting '18
Key Activity	344	459	578	779	126 %	# of students enrolled in Uganda

FUNDRAISING

Donor Retention Rate	Unknown	Gov't Funding %	0 %	Cost to Raise \$1 (NOT "GIVE")	\$ 0.00	Self-sustainability %	12%
Largest Gift for FY2018	\$413,677	Gift Income % from Largest Gift	23.0%	Invested Endowment Fund Balance	\$453,205		
Donors Listed by Gift Size for FY2018	Gift Size:	< \$1,000	\$1K - 4,999	\$5K - 24,999	\$25K - 49,999	\$50K - 99,999	\$100,000 +
	# of Donors:	675	120	35	4	4	2
	Total Amount:	\$ 125,745	\$ 209,666	\$ 278,815	\$ 123,008	\$ 246,080	\$ 817,889

FINANCIAL MANAGEMENT

Cash & Equivalents on Hand	1+ Year(s)	Near-term Expendable Net Assets	\$3,876,498	Total Current Debt	\$0		
Written Financial Controls	<input checked="" type="radio"/> Yes <input type="radio"/> No	Independent Financial Audits	<input type="radio"/> Yes <input checked="" type="radio"/> No	Reserve Coverage %	265%		
FISCAL YEAR 01/01 TO 12/31		FY 2015	FY 2016	FY 2017	FY 2018	2019 <input checked="" type="radio"/> BUDGET <input type="radio"/> ACTUALS	2015-2018 FY TRENDS
INCOME	Earned Revenue	\$344,671	\$354,200	\$116,216	\$177,255	\$178,000	49 %
	Gifts in Kind	\$0	\$0	\$0	\$0	\$0	%
	Cash Donations	\$989,694	\$1,053,008	\$1,811,704	\$1,801,203	\$1,440,000	82 %
	Total Income	\$1,334,365	\$1,407,208	\$1,927,920	\$1,978,458	\$1,618,000	48 %
EXPENSES	Program Services	\$520,423 60 %	\$501,463 51 %	\$1,176,012 79 %	\$1,420,812 97 %	\$1,081,100 95 %	173 %
	Administrative	\$208,894 24 %	\$255,033 26 %	\$300,081 20 %	\$41,628 3 %	\$51,000 5 %	80 %
	Fundraising	\$145,064 17 %	\$228,999 23 %	\$14,647 1 %	\$0 0 %	\$0 0 %	%
	Total Expenses	\$874,381	\$985,495	\$1,490,740	\$1,462,440	\$1,132,100	67 %
SURPLUS/DEFICIT		\$459,984	\$421,713	\$437,180	\$516,018	\$485,900	

LEADERSHIP

CEO Name & Tenure	Bob Goff	15 yrs	CEO Age	60-69 yrs	Total CEO Compensation	\$ 0	
CEO Annual Evaluation	<input type="radio"/> Yes <input checked="" type="radio"/> No	CEO has Board Vote	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO Successor Identified	<input type="radio"/> Yes <input checked="" type="radio"/> No		
Total Paid Staff by Type	FT: 0 PT: 0	Staff Turnover Rate	Unknown		Total Volunteers	3	
Yearly Staff Evaluations	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO Direct Reports	2 staff		Annual Board Meetings	2	
Board Chair & Tenure	Bob Goff	15 yrs	Board Size	3	Board Gender Diversity	Men: 2 Women: 1	
Donation % from Board	0 %	Board Committees	0	Term Length	None	Consecutive Term Limits	None
Additional Advisory or Development Board		<input checked="" type="radio"/> Yes <input type="radio"/> No		Number of Board Members Related to the CEO	0		

STRATEGY

MISSION	To help kids, promote education, and fight for human rights.					
CLIENTS SERVED	Underprivileged, impoverished and exploited women and children.				LENGTH of Primary Client Relationships	11 Year(s)
The PROBLEM	The human rights violations in the countries we are reaching. A lack of educational opportunities and development, as well as access to justice for children.					
Your SOLUTION	We work to fight human trafficking through investigations, raids, and perpetration of offenders. We put on conferences to educate traffickers on the laws against trafficking. We built schools in Uganda, Iraq, and Afghanistan; with safe houses in Somalia and Uganda, and; a hospital and refugee village in Iraq.					
1-3 year PLAN	1.) By the end of 2019, we plan to have a new primary school in Afghanistan and to enroll at least 70 students. 2.) In 2020 we will construct a new library at our secondary school in Uganda that all 700 students can use for multipurpose studying and research.					
Up-to-date Board-approved STRATEGIC PLAN		<input checked="" type="radio"/> Yes <input type="radio"/> No		CUT (or Modified) PROGRAM in last 3 years for bad results		<input type="radio"/> Yes <input checked="" type="radio"/> No

IMPACT

Long-term VISION	To continue bringing justice, hope, peace, and progress to children in need and their communities.					
RESULTS Report outcomes <i>not</i> activities	1.) In 2018 our primary school campus in Uganda was completed and is home to 433 students. It has 4 classroom blocks, a library, an administration building, a kitchen, a soccer field, and a playground. 2.) This year, we also opened a new school in Afghanistan and raised \$93,502 for its opening and its first year of operations. 60 students are currently enrolled. 3.) In September of 2018, we held a leadership conference for 130 young leaders from all of the provinces in Afghanistan. We talked about their ambitions for themselves, their country, and peace - it was inspiring and hopeful.					
Measure outcomes against benchmarks	<input type="radio"/> Yes <input checked="" type="radio"/> No	Track Key Performance Indicators	<input type="radio"/> Yes <input checked="" type="radio"/> No	Completed independent impact evaluation	<input checked="" type="radio"/> Yes <input type="radio"/> No	
Completed program logic model(s)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Survey program beneficiaries	<input type="radio"/> Yes <input checked="" type="radio"/> No	Conducted randomized controlled trial (RCT)	<input type="radio"/> Yes <input checked="" type="radio"/> No	

Impact STORY	In June, a container filled with 287,000 nutrient-packed meals arrived in port in Mogadishu, Somalia. These meals are needed now more than ever as consecutive seasons of extremely low rainfall and rising temperatures have caused crops and livestock to die, rapidly diminishing access to food for millions of people. It has been amazing to have the resources to help these families.
Recent Program IMPROVEMENT	The Love Does Baby Home was opened this year, and we now have an amazing team of nurses and caretakers that look after 8 babies each day. These nurses give the babies all of the love & attention they need & deserve. We also purchased an incubator to help take care of even the smallest babies.

GEOGRAPHIC SCOPE

Where do your programs operate?	<input type="radio"/> Local <input type="radio"/> Regional <input type="radio"/> National (USA) <input checked="" type="radio"/> International (List nations or regions served below alphabetically)
Afghanistan, India, Iraq, Nepal, Somalia, Uganda	

S.W.O.T. ANALYSIS

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
Personal communication with donors and friends of the organization. Drive, energy, and motivation to help those in need. Momentum from books, conferences, and projects.	Small staff - which can affect our communications, reporting, marketing, and efficiency.	Investing in an endowment fund that will work to help fund all of our education projects.	Lack of funding and political instability in the countries we work in.

SOURCE	Completed By: Ashton Padberg	Date: 08/30/2019
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