



# Nonprofit Analytics

## GENERAL

Organization Name	Love Does, fka Restore International			U.S. Tax ID#	83-0417128	Year Founded	2005 (2003)
HQ Street Address	PO Box 60370			City & State	San Diego CA	Zip	92166
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	http://lovedoes.org/wp-content/uploads/2020/07/2019.pdf			
Nonprofit Accountability Listings	<input type="checkbox"/> BBB (give.org) <input type="checkbox"/> Guidestar <input type="checkbox"/> ECFA	<input type="checkbox"/> Charity Navigator <input type="checkbox"/> Charity Watch <input type="checkbox"/> Ministry Watch	Strategic Partners	Project 7, A Jesus Church Family, A Village Church, Venture Ride Expeditions, Cornerstone Leadership, Love Does Parade (covers overhead expenses)			
Primary Program Area	Education		Peer Group	Unknown			
Other Program Area(s)	Human Rights		Clients Served	Children			

## GROWTH TRENDS

	FY 2016	FY 2017	FY 2018	FY 2019	% Change	Explanation
Paid Staff (FT&PT)	3.0	4.0	0.0	0.0	%	Support organization began covering staff pay in '18
Clients Served	1,214	1,635	2,143	2,360	94 %	All served by projects; Expanded in Uganda, AF, & SO '19
Annual Income	\$1,407,208	\$1,927,920	\$1,970,998	\$1,999,089	42 %	'19: Unaudited; More program expansion & fundraisers
Donors	1,147	1,016	840	777	32 %	Pure Charity platform counted as 1 donor '18-'19
Key Activity	459	578	779	1,300	183 %	# students enrolled in Uganda. Added primary school '19

## FUNDRAISING

Donor Retention Rate	Unknown	Gov't Funding %	0 %	Cost to Raise \$1 (NOT "GIVE")	\$ 0.00	Self-sustainability %	21%
Largest Gift for FY2019	\$523,200	Reliance on Largest Gift	30%	Last Capital Campaign	N/A - N/A	Endowment Fund	\$589,477
Donors Listed by Gift Size for FY2019	Gift Size:	< \$1,000	\$1K - 4,999	\$5K - 24,999	\$25K - 49,999	\$50K - 99,999	\$100,000 +
	# of Donors:	609	118	42	4	2	2
	Total Amount:	\$ 125,575	\$ 225,108	\$ 378,144	\$ 137,021	\$ 112,781	\$ 765,851

## FINANCIAL MANAGEMENT

\*FY18-20 overhead expenses covered by support organization Love Does Parade

Cash & Equivalents on Hand	1+ Year(s)	Near-term Expendable Net Assets	\$4,520,692	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 %	380%							
FISCAL YEAR 01/01 TO 12/31		FY 2016	FY 2017	FY 2018	FY 2019	2020 <input checked="" type="radio"/> BUDGET <input type="radio"/> ACTUALS	2016-2019 FY TRENDS					
INCOME	Earned Revenue	\$354,200	\$116,216	\$0	\$254,609	\$180,000	28 %					
	Gifts in Kind	\$0	\$0	\$0	\$0	\$0	%					
	Cash Donations	\$1,053,008	\$1,811,704	\$1,970,998	\$1,744,480	\$1,140,000	66 %					
	Total Income	\$1,407,208	\$1,927,920	\$1,970,998	\$1,999,089	\$1,320,000	42 %					
EXPENSES	Program Services	\$501,463	51 %	\$1,176,012	79 %	\$986,092	96 %	\$1,139,375	96 %	\$746,400	95 %	127 %
	Administrative*	\$255,033	26 %	\$300,081	20 %	\$42,611	4 %	\$50,212	4 %	\$42,000	5 %	80 %
	Fundraising*	\$228,999	23 %	\$14,647	1 %	\$0	0 %	\$0	0 %	\$0	0 %	%
	Total Expenses	\$985,495	\$1,490,740	\$1,028,703	\$1,189,587	\$788,400	21 %					
SURPLUS/DEFICIT		\$421,713	\$437,180	\$942,295	\$809,502	\$531,600						

## LEADERSHIP

CEO Name & Tenure	<b>Bob Goff</b>	<b>16 yrs</b>	CEO Age	<b>60-69 yrs</b>	Total CEO Compensation	<b>\$ 0</b>	
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: <b>0</b> PT: <b>0</b>	Staff Turnover Rate	<b>Unknown</b>		Total Volunteers	<b>3</b>	
Yearly Staff Evaluations	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO Direct Reports	<b>2 staff</b>		Annual Board Meetings	<b>2</b>	
Board Chair & Tenure	<b>Bob Goff</b>	<b>16 yrs</b>	Board Size	<b>3</b>	Board Gender Diversity	Men: <b>2</b> Women: <b>1</b>	
Donation % from Board	<b>0 %</b>	Board Committees	<b>0</b>	Term Length	<b>None</b>	Consecutive Term Limits	<b>None</b>
Additional Advisory or Development Board		<input checked="" type="radio"/> Yes <input type="radio"/> No		Number of Board Members Related to the CEO	<b>0</b>		

## STRATEGY

MISSION	To help kids, promote education, and fight for human rights.					
CLIENTS SERVED	Love Does serves underprivileged, impoverished, and exploited women and children.				LENGTH of Primary Client Relationships	<b>12 Year(s)</b>
The PROBLEM	There are human rights violations in the countries we are reaching. These countries have a lack of educational opportunities and development, and access to justice for children.					
Your SOLUTION	We work to fight human trafficking through investigations, raids, and the 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	Construct a new girls leadership academy in a new area in Somalia that 200 girls can attend in 2021 and set up a small enterprise component that will fund its operations.					
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.) Somalia: In 2020, we were very excited to begin the construction of our new Girls Leadership Academy in Somalia. This academy opened its doors to 200 girls between the ages of 12-18. In 2019, we gave 574,000 meals. 2.) Uganda: In 2019, 1,408 nursery, primary, and secondary students attended the Love Does school. 108 women and men enrolled in our school at the local prison. 200 traditional healers attended literacy classes. 3.) Afghanistan: In 2019, 60 students attended our school. 4.) India: In 2019, we continued our work through the investigation of brothels, working to free slaves, and teaching & caring for kids at our after-school program. 5.) Nepal: In 2019, 55 students attended our after-school program.					
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 2020, two containers filled with 574,000 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 millions of people's access to food. It has been amazing to have the resources to help these families.					
Recent Program IMPROVEMENT	For many years, we have had a school program in the men's prison in Gulu, Uganda. In 2019, we expanded to the women's side as well. We now have Functional Adult Literacy and vocational skills programs for these women to attain valuable tools.					

## GEOGRAPHY

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: <b>Ashton Padberg</b>	Date: <b>02/24/2021</b>
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