

**A. CONTACT INFO**

<b>Ministry Name</b>	Acres of Love
<b>CEO Name &amp; Title</b>	Gerda Audagnotti , CEO
<b>Primary Contact &amp; Title</b>	Ryan Audagnotti, Chairman
<b>Address, City, State, Zip</b>	31920 Del Obispo St., Suite 175 San Juan Capistrano, CA 92675
<b>Phone</b>	949 678 3143
<b>Fax</b>	949 606 9106
<b>Email</b>	ryan@acresoflove.org
<b>Website</b>	www.acresoflove.org

**B. KEY INFO**

<b>Year Founded</b>	1999
<b>Total Employees (FT &amp; PT)</b>	90
<b>Total Volunteers</b>	100
<b>Total Board Members</b>	9
<b>Total Donors (last 24 months)</b>	2208
<b>Organizational Memberships</b>	[ ] Evangelical Council for Financial Accountability (ecfa.org) [ *] Christian Management Association (CMAonline.org) [ *] Christian Stewardship Association (stewardship.org) [ *] Other: GuideStar
<b>Is your IRS 990 form available for public inspection?</b>	[ *] Yes [ ] No
<b>Do you have an annual audited financial statement that meets ECFA's Standard No. 3 and is available to the public?</b>	[ *] Yes [ ] No [ ] We will meet this standard by (date): _____

**C. FINANCIAL INFO** (per ECFA reporting categories – www.ecfa.org)

	<b>2007 Fiscal Year Actual</b>	<b>2008 Fiscal Year Budget</b>	<b>Estimated Budget 2009</b>
<b>INCOME</b>	ZAR	ZAR	ZAR
Donated Income	10,663,892.00	18,362,158.00	49,500,000.00
All Other Income	2,164,678.00	1,200,000.00	2,000,000.00
<b>Total Income</b>	12,828,570.00	19,562,158.00	51,500,000.00
<b>EXPENSE</b>	ZAR	ZAR	ZAR
Program Services	5,733,820.00	8,249,058.00	23,175,000.00
General & Administrative	649,252.00	1,009,918.00	2,832,500.00
Fundraising	962,611.00	1,377,161.00	3,862,500.00
<b>Total Expense</b>	7,345,683.00	10,636,137.00	29,870,000.00

**D. OUR "ELEVATOR SPEECH" (external)**

<b>Brand Promise</b> (slogan or tagline)	Rescue and nurture abandoned infants and children in South Africa
<b>What do you do?</b> (50 words or less)	We establish Forever Homes in upscale neighborhoods for abandoned & orphaned children providing a loving family environment with caring house parents & volunteers. They are supported by a competent network of medical professionals, clinics, social workers, & great schools. Our program is holistic, state of the art and is the bench-mark in South Africa.
<b>Key Endorsements</b> (names of people or organizations)	Bob Shank, Sue Foster, SA Consul General, Casey Hale Esq., Vodacom Foundation, Barclays (ABSA), PIMCO Foundation, Cheri Shank, John Davies, John Schuck, Rob Laskin, Gary Player, Norm Olsson, Axia, Randy Clark, Eric Krueger
<b>Our "BHAG" (Big Holy</b>	

<b>Audacious Goal) is:</b>	1000 Forever Homes in South Africa
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**E. THE FIVE DRUCKER QUESTIONS (internal)**

From: *The Peter F. Drucker Foundation Self-Assessment Tool: The Five Most Important Questions Every Nonprofit Organization Must Ask* (leadertoleader.org)

<b>1. What is our mission?</b>	Solve the problems of abandoned infants & children in South Africa
<b>2. Who is our customer?</b>	<ul style="list-style-type: none"> <li>• Our PRIMARY customer is: Infants and children designated and/or entrusted into our care in South Africa.</li> <li>• Our SUPPORTING customers are: individuals, families, churches, non-profits, public and private foundations, corporations - worldwide.</li> </ul>
<b>3. What does the (PRIMARY) customer value?</b>	Belonging to a <i>de facto</i> family. Consistency. Unconditional love. Security of home (Forever Home).
<b>4. What have been our results?</b>	Bench-mark orphan care. Happy children with a bright future. Removing the stigma of AIDS and poverty. Sustainable and scalable model program.
<b>5. What is our plan?</b>	<ol style="list-style-type: none"> <li>1. Replicate our model program in SA</li> <li>2. Build meaningful relationships with our supporting customers; solve the problems associated with the infants entrusted into our care.</li> </ol>

**F. S.W.O.T. ANALYSIS**

<b>STRENGTHS</b>	<b>WEAKNESSES</b>	<b>OPPORTUNITIES</b>	<b>THREATS</b>
<ul style="list-style-type: none"> <li>• FOCUS</li> <li>• ACTION</li> <li>• SUSTAINABILITY</li> <li>• STRONG RELATIONSHIPS</li> </ul>	<ul style="list-style-type: none"> <li>• US NATIONAL DONOR DEVELOPMENT STRATEGY:                             <ul style="list-style-type: none"> <li>○ ACCESS</li> <li>○ PROCESS</li> <li>○ DEMOGRAPHICS</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• REPLICATE MODEL PROGRAM</li> <li>• FUTURE LEADERS</li> <li>• ETERNAL RELATIONSHIPS</li> <li>• AIDS TREATMENT ADVOCACY</li> </ul>	<ul style="list-style-type: none"> <li>• APATHY</li> <li>• PARALYSIS OF ANALYSIS</li> <li>• LOW EXPECTATIONS</li> <li>• LACK OF KNOWLEDGE</li> </ul>

**G. THREE STRATEGIC (and specific) WAYS FOR TBG MEMBERS TO BECOME INVOLVED**

<b>No.</b>	<b>Opportunity/Task/Volunteer Role</b>	<b>Target Date</b>
<b>1</b>	<b>3<sup>RD</sup> PARTY US NATIONAL DEVELOPMENT CONSULTING</b>	2009
<b>2</b>	<b>HUMAN RIGHTS ADVOCACY</b>	2009
<b>3</b>	<b>ENDORSEMENT</b>	ONGOING
	Major Prayer Requests: FOR RYAN AND GERDA: WISDOM AND FAVOR FOR OUR TEAM: WISDOM AND DIVINE PROTECTION FOR OUR INFANTS: DIVINE HEALTH AND PROSPEROUS FUTURE	