

**A. CONTACT INFO**

<b>Ministry Name</b>	Children’s Hunger Fund
<b>CEO Name &amp; Title</b>	Dave Phillips, President
<b>Primary Contact &amp; Title</b>	Paul Ackermann, Executive Director of Resource Development
<b>Address, City, State, Zip</b>	12820 Pierce Street Pacoima, Ca. 91331
<b>Phone</b>	818.899.5122
<b>Fax</b>	818.899.9552
<b>Email</b>	packermann@chfus.org
<b>Website</b>	www.chfus.org

**B. KEY INFO**

<b>Year Founded</b>	1991
<b>Total Employees (FT &amp; PT)</b>	50
<b>Total Volunteers</b>	13,000
<b>Total Board Members</b>	10
<b>Total Donors (last 24 months)</b>	20,000
<b>Organizational Memberships</b>	<input checked="" type="checkbox"/> Evangelical Council for Financial Accountability (ecfa.org) <input type="checkbox"/> Christian Management Association (CMAonline.org) <input type="checkbox"/> Christian Stewardship Association (stewardship.org) <input type="checkbox"/> Other: _____
<b>Is your IRS 990 form available for public inspection?</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
<b>Do you have an annual audited financial statement that meets ECFA’s Standard No. 3 and is available to the public?</b>	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No <input type="checkbox"/> We will meet this standard by (date): _____

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

	<b>Last Fiscal Year Actual</b>	<b>Current Fiscal Year Budget</b>	<b>Estimated Budget 2010</b>
<b>INCOME</b>			
Donated Income	127,231,838	117,186,250	121,873,710
All Other Income	94,728	90,000	100,000
<b>Total Income</b>	127,326,566	117,276,260	121,973,710
<b>EXPENSE</b>			
Program Services	126,335,412	116,082,556	120,732,050
General & Administrative	664,566	688,892	716,448
Fundraising	418,791	505,012	525,212
<b>Total Expense</b>	127,418,769	117,276,260	121,973,710

**D. OUR “ELEVATOR SPEECH” (external)**

<b>Brand Promise</b> (slogan or tagline)	Serving children in need across America and around the world
<b>What do you do?</b> (50 words or less)	Seeking to alleviate the suffering of children by equipping God’s church to communicate the Gospel through effective compassion ministry.
<b>Key Endorsements</b> (names of people or organizations)	Forbes.com, Ministrywatch.com, CharityNavigator.com Franklin Graham, John MacArthur,
<b>Our “BHAG” (Big Holy Audacious Goal) is:</b>	Distribute \$1 billion in humanitarian aid to assist 40 million children worldwide through relational evangelism by 2015.

**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>	To serve the needs of children
<b>2. Who is our customer?</b>	<ul style="list-style-type: none"> <li>• Our PRIMARY customer is: A needy child</li> <li>• Our SUPPORTING customers are: The family and the Church</li> </ul>
<b>3. What does the (PRIMARY) customer value?</b>	Restoration of hope Sustenance of life Improved physical and spiritual health Caring relationships
<b>4. What have been our results?</b>	Through our model of developing Mercy Networks (churches trained to engage in relational evangelism through the method of home delivery of food), since our inception millions of children have had physical needs met, tens of thousands of children have accepted Christ and had their hope restored.
<b>5. What is our plan?</b>	To establish Mercy Networks of churches in targeted areas across the United States, and in as many countries internationally as possible, supplying them with the training and resources necessary to reach the next generation for Christ.

**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>• Efficiency</li> <li>• Relational approach</li> <li>• Depth of relationship with the local church</li> <li>• Integrity of program (commitment to the Gospel)</li> </ul>	<ul style="list-style-type: none"> <li>• Awareness/name recognition</li> <li>• Depth of relationship and reliance on the local church</li> <li>• Dependency on CHF for growth of Network</li> </ul>	<ul style="list-style-type: none"> <li>• Regional growth in US</li> <li>• Expand the effectiveness of the church globally</li> <li>• Ministry to corporate America</li> <li>• Educate our youth on a biblical worldview</li> </ul>	<ul style="list-style-type: none"> <li>• Government policy in US and abroad</li> <li>• Dependency on CHF to sustain/grow network</li> <li>• Acquisition of quality food commodities</li> <li>• Integrity of leaders</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>	Assist CHF in developing a local Mercy Network in Orange County. Needs include funding, church partnerships, corporate partnerships, local warehousing, and volunteerism	ASAP
<b>2</b>	Assist CHF in developing Mercy Networks in one or more foreign countries	2010
<b>3</b>	Become a Nehemiah partner, assisting CHF in developing strategic corporate/business partnerships	ASAP
	<u>Major Prayer Request:</u> That God would ignite a desire in OC churches to be involved in compassion ministry and that CHF would be given the opportunity to provide training and resources to these churches to reach the next generation for Christ.	

*Thanks for limiting your report to 2 pages!*