

**A. CONTACT INFO**

<b>Ministry Name</b>	Faith Comes By Hearing
<b>CEO Name &amp; Title</b>	Gerald Jackson, President and Founder
<b>Primary Contact &amp; Title</b>	Bert Schrader
<b>Address, City, State, Zip</b>	2421 Aztec Road NE, Albuquerque, New Mexico, 87107-4200
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<b>Website</b>	FaithComesByHearing.com

**B. KEY INFO**

<b>Year Founded</b>	1972
<b>Total Employees (FT &amp; PT)</b>	117
<b>Total Volunteers</b>	Varies from 2 to 10
<b>Total Board Members</b>	12
<b>Total Donors (last 24 months)</b>	8,953
<b>Organizational Memberships</b>	International forum of Bible Agencies (IFOBA) International Orality Network (ION) Christian Leadership Alliance Charity Navigator (Four-Star Rating)
<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	\$14,390,389	\$16,399,228	\$17,330,000
All Other Income	814,066	918,872	970,000
<b>Total Income</b>	<b>\$15,204,455</b>	<b>\$17,318,100</b>	<b>\$18,300,000</b>
<b>EXPENSE</b>			
Program Services	\$10,355,256	\$12,902,555	\$13,635,000
General & Administrative	905,376	1,215,656	1,235,000
Fundraising	846,901	1,137,075	1,180,000
<b>Total Expense</b>	<b>\$12,107,533</b>	<b>\$15,255,286</b>	<b>\$16,050,000</b>

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

<b>Brand Promise</b> (slogan or tagline)	Reaching the world with the Word of God
<b>What do you do?</b> (50 words or less)	We are an international organization with 28 offices around the world where we record the New Testament in the languages of the world because two-thirds of the world is oral and more than half the world cannot read. Recordings are then used to establish listening groups in villages in 97 countries around the world.
<b>Key Endorsements</b> (names of people or organizations)	Bob Creson, President, Wycliffe Bible Translators Steve Douglass, President, Campus Crusade for Christ Int'l Ron Blue, President, Christian Financial Professionals Network
<b>Our "BHAG" (Big Holy Audacious Goal) is:</b>	To reach <b>50% of the world's population</b> in every language group with the life-changing Word of God, by recording Audio Scriptures in more than 2,000 languages by the year 2016.

**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 bring His church together and make disciples from every nation, tribe, language and people, through Bible listening.
<b>2. Who is our customer?</b>	<ul style="list-style-type: none"> <li>• Our PRIMARY customer is: The poor and illiterate worldwide who have no access to the Word of God in their own language.</li> <li>• Our SUPPORTING customers are: Partner workers worldwide who help to facilitate Bible listening programs.</li> </ul>
<b>3. What does (PRIMARY) customer value?</b>	Those we serve value hope for a better life on earth and eternal life in heaven.
<b>4. What have been our results?</b>	To date, Faith Comes By Hearing operates 28 Audio Bible recording centers manned by 46 recording teams around the globe. We currently have Audio Scripture recordings available in 321 languages spoken by <b>4.4 billion</b> people in more than 97 countries.
<b>5. What is our plan?</b>	Together with partners including over 140 Bible Societies, Wycliffe Bible Translators, Campus Crusade for Christ/Jesus Film and others, FCBH has set aggressive goals toward the fulfillment of the Great Commission. These include starting two million FCBH Audio Bible listening programs, in churches and villages worldwide. These groups will reach <b>one billion people</b> .

**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>• Strong infrastructure to handle international growth</li> <li>• Enduring partnerships with all translation and Bible ministries</li> <li>• Listening programs are accepted and endorsed worldwide</li> <li>• 35-year history of financial integrity and stewardship</li> </ul>	<ul style="list-style-type: none"> <li>• Funding for listening programs to follow the each new language recording completed.</li> <li>• Funding for Web and cell phone programs that are ready for worldwide implementation.</li> </ul>	<ul style="list-style-type: none"> <li>• Over 100,000 schools worldwide request Audio Bibles in their classrooms.</li> <li>• To complement every Jesus Film showing with Audio Bibles for long-term discipleship.</li> <li>• Thousands of short-term missionaries want Audio Bibles in missions programs.</li> </ul>	<ul style="list-style-type: none"> <li>• As Faith Comes By Hearing becomes better known there could be negative reaction from people opposed to the Bible and/or Christianity.</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>
	FCBH welcomes TBG support of any of our discipleship programs:	
<b>1</b>	The <b>FCBH/Jesus Film</b> partnership is a discipleship effort that includes forming those who come to Christ after viewing the Jesus Film into New Life Audio Bible listening groups for follow-up long-term discipleship in the Word of God.	Ongoing
<b>2</b>	The <b>FCBH School Listening Program</b> is an answer to pleas of governments and school administrators worldwide who desire to use the Audio Bible for values and morals training as part of a regular school curriculum.	Ongoing
<b>3</b>	Through <b>You've Got The Time</b> , business leaders fund the provision of a free Audio Bible on MP3 disc for each member of participating churches, who listen for 28 minutes a day for 40 days, with a goal of discipling the entire church and creating new habits of daily listening to the Word. Churches in turn receive offerings for poor and illiterate people in other countries to have God's Word in their language.	Ongoing
	<u>Major Prayer Request:</u> The development of a donor-driven fund, controlled by the National Christian Foundation and committed wholly to the Bible cause, in print, audio and video.	Ongoing

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*Thanks for limiting your report to 2 pages!*