

2017



# Esperanza International

## Annual Report



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## A Letter From Our Founder

It is my pleasure to share with you Esperanza's story for 2017. The focus for the year was "Creating Strong Foundations", to provide stability and growth for both our organization and our associates across the Dominican Republic. We saw education provided to children, clean water to our communities, and great growth in businesses by entrepreneurs who received an opportunity. It is always humbling to see God work through all of the services we provide that give hope to those in need.

Throughout 2017, Esperanza deepened and strengthened our operations in the U.S. and D.R. offices. We celebrated the launch of our new website to engage and inform audiences to support our microfinance services. We also surpassed a milestone of lending over \$74 million in loan capital propelling thousands towards their hopeful future.

We are so thankful for the provision that has been provided by God, our Esperanza partners and our amazing team that have faithfully served the physical, financial, and spiritual needs of those we serve.

Esperanza is very excited about 2018 as we strive for increased impact through all of our services, equipping people to flourish and reach their full potential. Because their potential is our passion!

Thank you again for your great generosity towards the work of Esperanza and walking alongside us on this journey. May the Lord continue to bless you and cover you with His love and grace!

**David Valle,**  
Founder & CEO



## Chairman of the Board

Steve Brookshire served faithfully as Chairman of the Board for Esperanza International. Cheryl Hunter will assume the role of Chairman in 2018.

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Under the leadership of Steve Brookshire, Esperanza International increased its impact in the Dominican Republic tenfold. Guided by Steve's leadership in private-sector best practices and unwavering dedication to the Lord, Esperanza served thousands in need of financial and holistic services.

As Steve is an integral part of Esperanza's story, our hearts extend our gratitude for his service. He left a legacy that broadened the scope and effectiveness of Esperanza's work. Steve gave hope to the underserved that will shine through our associates for years to come.

Cheryl Hunter will step into the role of Chairman of the Board in 2018. Cheryl began her career teaching and has over 45 years of leadership experience. Cheryl was Director for McDonald's Corporation and comes to Esperanza with a life mission to "encourage and influence business people who desire to become all God called them to be." Cheryl will lead the Board with her God-given gifts as she commits to further Esperanza's mission to "free families from poverty and share the hope of Christ."

*"Steve was the perfect example of God's timing for Esperanza. His steady hand was perfect in guiding the organization through many changes over the last several years. His energy, attitude, and enthusiasm was never ending and contagious. He made an incredible difference in the lives of all involved in Esperanza!"*

### **Dan Devine, Board of Directors**

*"Steve, thank you for your faithfulness and leadership. You have the mind of a banker and the heart and soul of a pastor. Esperanza's mission fulfillment, financial stability, and operational quality improved dramatically under your guidance. Muchas gracias, mi hermano!"*

### **David Wasik, Board of Directors**



*"We as a Board want to thank Steve for his years of service as a member and our President of Esperanza. Steve added structure and form to our work as a Board and this influence spilled into the work on the ground with Esperanza. He made us stronger by helping measure the critical areas that drove our mission."*

*Steve is an encourager, generous with his time and money, and leads with a servant's heart. Thank you, Steve for all you did and continue to do to support Esperanza."*

### **Cheryl Hunter, Board of Directors**

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# Board of Directors

We are committed to serving the Dominican Republic and sharing the hope of Christ through microfinance, education, and health services.



DAVID VALLE  
FOUNDER, CEO



STEVE BROOKSHIRE  
CHAIRMAN OF THE BOARD



ALEX NUNEZ  
EXECUTIVE DIRECTOR



DANIEL DEVINE



CHERYL HUNTER



TOBY KILGORE



RICK LOGSDON



JENN TARBELL



DAVID WASIK



## Esperanza International

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**Mission:** To free families from poverty and share the hope of Christ

**Method:** We offer holistic, Christ-centered financial and holistic services that equip families to flourish

**Motivation:** We seek to glorify God by loving our neighbors in word and deed

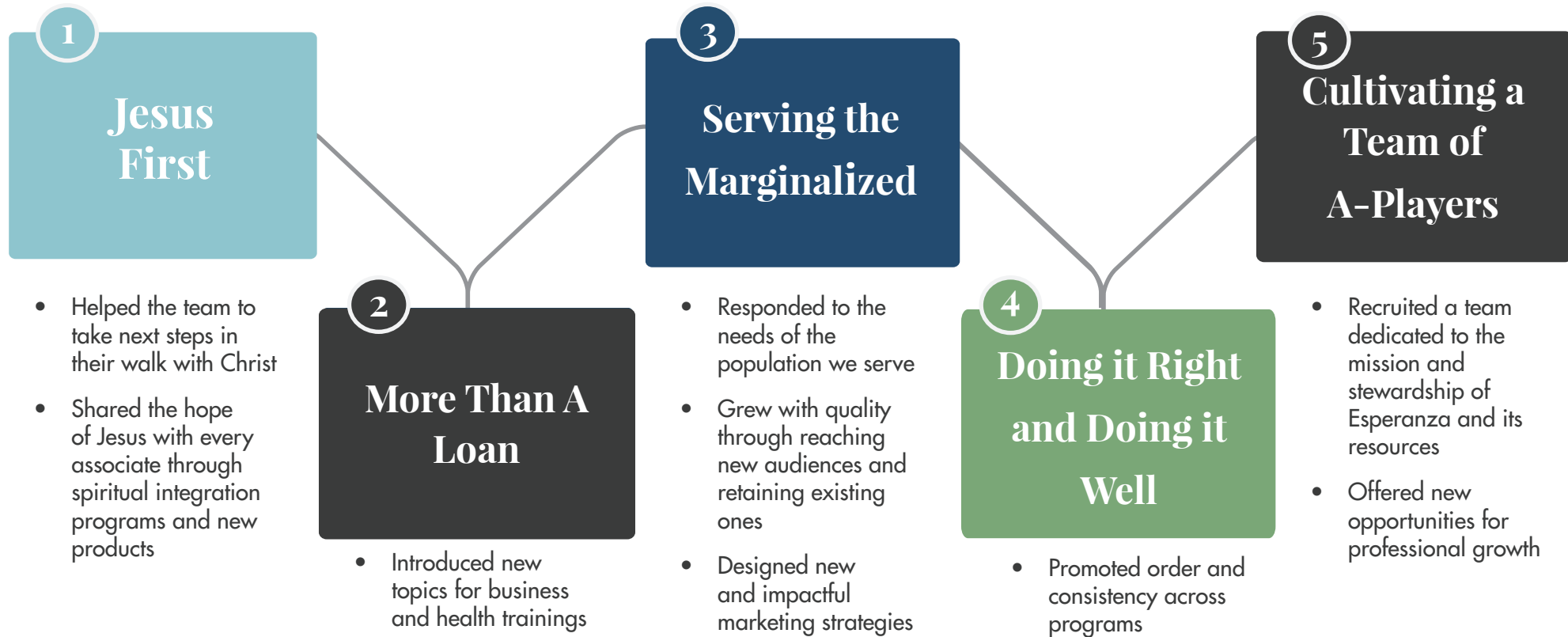
*“For I know the plans I have for you,” says the Lord, ‘plans to prosper you and grow you, plans to give you hope for the future.’” Jeremiah 29:11*



## Strategic Pillars

Esperanza is preparing for the future through our five strategic pillars. Each pillar will be achieved through practically-defined projects to advance our work of service in the D.R.

In 2017, Esperanza implemented tactical projects to support each strategic pillar. These projects contributed to our overall mission to free families from poverty and share the hope of Christ.



# Who We Serve

Esperanza serves entrepreneurs, women, families, and children. Our commitment in 2017 was to those in poverty and living outside of the formal financial sector.



## Entrepreneurs

Business owners of bakeries and corner stores borrowed and stewarded loans to invest in and grow their business.



## Single Mothers

Esperanza cares for those in greatest need. **1,824** of Esperanza's associates in 2017 were single mothers.



## \$2-4/Day

Those living in poverty typically earn between \$2-4/day. Esperanza served **7,413** associates in 2017.



## Women

As they are the primary caretakers of the household and family, **84%** of our associates were women in 2017.



## Dominicans

Over 30% of the population lives below the poverty line in the Dominican Republic. Our commitment is to those who desire resources for flourishing.



## Haitians

Earning the lowest living wages throughout the country, Haitians made up **47%** of our associates in 2017.



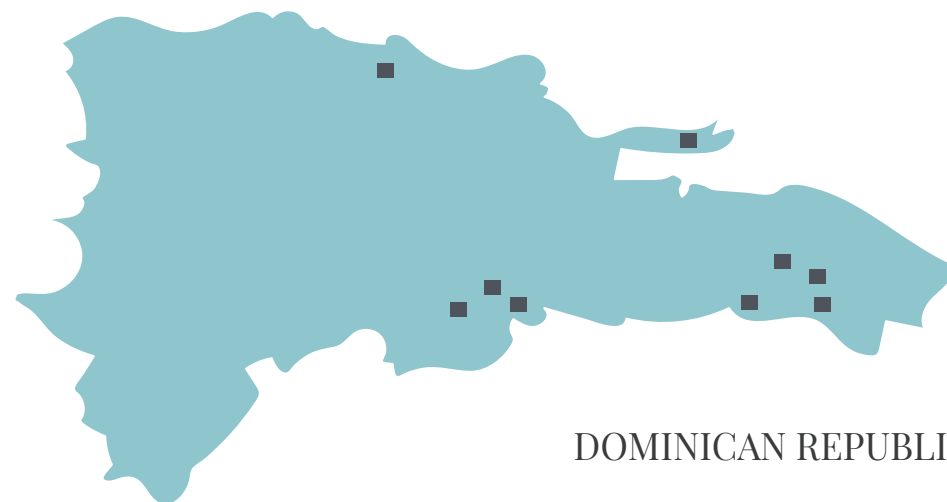


## WHERE WE SERVE

Esperanza works in the areas where our associates live and raise their families. Our commitment is to serve in the communities of the underserved.

Esperanza works in the Dominican Republic, which shares the Caribbean island of Hispaniola with Haiti. Esperanza has one Central Office and eight branch offices throughout the country in the towns of Santo Domingo Oeste, El Seibo, Santo Domingo Norte, La Romana, Hato Mayor, Puerto Plata, Samana, and San Pedro.

With over 30% of the population living below the poverty line of \$4/day, we work where the most vulnerable live. Esperanza services are offered where access to capital and resources are most sparse. This is primarily in rural communities, the regions where our associates work, live, and raise their families.



DOMINICAN REPUBLIC

### Loan Disbursements:

Santo Domingo Oeste	781	Hato Mayor	1,384
El Seibo	816	Puerto Plata	1,669
Santo Domingo Norte	998	Samana	2,054
La Romana	1,198	San Pedro	2,998

# LOAN PRODUCTS

Our portfolio consists of five core loan products - group, individual, housing, education and church initiative loans. In 2017 we disbursed over \$4M in loan capital.



## 11,909 Total Loans Disbursed

In total, Esperanza disbursed **\$4,294,554** in loan capital in 2017.



## 56 Housing Loans Disbursed

Esperanza had **90** active housing loans in the D.R. in 2017.



## 34 School Loans Disbursed

Education is a main source of empowerment for children. **\$96,082** was disbursed to schools in 2017.



## 20 Church Initiative Loans Disbursed

Church pastors serve their communities. This year, **\$737,432** was disbursed to support local church initiatives.

## IMPACT STATISTICS

**\$74,829,045**  
Disbursed Historically

**98%**  
YTD Repayment Rate

**\$313**  
Average Group Loan Size

**\$761**  
Average Individual Loan Size

# HOLISTIC SERVICES

Esperanza utilizes a comprehensive approach to poverty alleviation. We recognize the importance of caring for the physical and spiritual concerns of our borrowers in addition to their needs for capital.

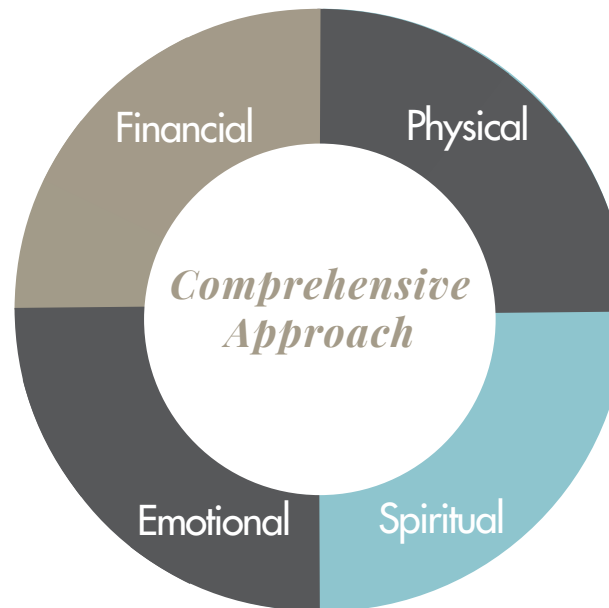
**173** Cervical Cancer Screenings

**446** “God Provides” Video Showings

**1,361** Individuals Served through Dental Outreaches

**1,431** Health Trainings

**3,648** Business Trainings



- WE BELIEVE IN THE RESTORING POWER OF JESUS CHRIST
- WE BELIEVE IN A HOLISTIC APPROACH TO DEVELOPMENT
- WE BELIEVE IN SUSTAINABLE SOLUTIONS FOR THOSE IN POVERTY





# LORENZA'S STORY

Lorenza is an entrepreneur living in Hato Mayor, Dominican Republic. With her loan borrowed from Esperanza, Lorenza is building a hopeful future.



Lorenza Gil began her entrepreneurship journey with a small clothing business in Hato Mayor, Dominican Republic. At the beginning, Lorenza struggled to meet her family's needs as a single mother with six children to support. Many times, Lorenza found herself without capital and as a result, experienced hopelessness, fear, and despair.

Lorenza's situation changed however once she met Esperanza International. Through Esperanza, Lorenza received a small loan that helped her develop her business with a triumphant and hopeful spirit.

With the loan provided by Esperanza, Lorenza grew her business and even started new ones! Led by her creative mind, Lorenza opened a beauty salon, hairdressing salon, and even a small pastry shop. Lorenza bought a van with the revenue earned from her business which allowed her to distribute merchandise to her customers and neighboring community members. With her newfound success, Lorenza for the first time experienced hope.

Lorenza's dream is to see her family stable and educated. Additionally, she hopes to provide jobs for members of her community so they can be empowered and self-sustained.

As she reflects on the future, Lorenza says, *"I hope that when I am no longer here, my daughter will continue to be a part of Esperanza. She will be in good hands."*

## WHERE WE ARE HEADED

Pray with us as we seek God's vision and wisdom for the future.  
Join us as we walk alongside our associates and equip them to flourish.



## HOPE FOR THE FUTURE

It is a gift to be given new years and new seasons to see God at work allowing the seeds He's asked us to plant start to grow. In 2018, we have big dreams for both our U.S. and D.R. teams.

In the D.R. we plan to strengthen our monitoring and evaluation program to better assess our long-term impact and progress toward our intended goals. In the U.S., we are focused on growing awareness of Esperanza's work which transforms lives through a comprehensive approach to poverty alleviation.

By telling the stories of lives transformed, we hope others will join in the journey toward dignity restored for the vulnerable. What a privilege it is to share in this work with you as we remain confident of this, "that He who began a good work in you will carry it on to completion until the day of Christ Jesus."

**Many blessings,**

*Esperanza International*



# Thank you for your support.

To continue to support Esperanza International, please visit our website and contribute a gift. Your impact will provide hope to the people of the Dominican Republic.

PO BOX 140807  
Dallas, TX 75214-0807  
[www.esperanza.org](http://www.esperanza.org)

