Standards of Excellence in Short-Term Mission

2019 Annual Report

Making Mission Trips Better.
Because organizing and leading mission trips is hard.
Letter from the CEO

America is filled with opportunities, ideals, and bonuses that make wonderful things possible. But there are also cultural influences that cause more harm than good. In particular, I want to challenge the idea that “more is better,” and that “doing something is better than doing nothing.” Both are clichés that you will hear from time to time, but they represent DOING without the required wisdom and best practices that bring proper CARE and EXCELLENCE.

There is a sense that bigger numbers of short-termers, teams, and countries we serve in equals more success. There are nervous reactions to needs worldwide that mobilize us to “go do something” even while there may not be qualified partnerships in place or where proper cultural considerations and logistical impact have not been considered.

At SOE, we are dedicated to making mission trips better. Instead of the other clichés, we believe that “any better is better than no better.” In other words, we should be focused on learning and improving, and finding ways to be more effective and more relevant. We get better, little by little, leading to more excellent short-term missions. Better at selecting our people, better at training and equipping, better at timing, and better at discerning what ministry to do and with whom.

That’s why we exist – to help anyone do any better with any mission from anywhere to anywhere. Your giving and praying made it possible to affect the lives of more than 250,000 short-termers in 2019! Whether you know all that goes into organizing an effective mission trip or not, one thing you can be sure of: because you support the efforts of SOE and all its partners, you are part of encouraging team leaders, pastors and missionaries to strive for excellence and that translates into better mission trips everywhere.

Thank you for being part of changing so many lives,

Brian Heerwagen, CEO

Standards of Excellence in Short-Term Mission

www.soe.org
2019 Ministry Summary

PROGRAM SUMMARY

The SOE Board and Staff, though commonly thought of as SOE, are just two parts of what makes up SOE. The full SOE community includes our prayer and financial supporters, member churches, organizations, and schools who make significant contributions to the SOE community and to the global Great Commission effort. While the numbers below are significant, behind each number is a God-ordained part of the Body of Christ. Every prayer, dollar given, member, training event, and mission trip represents God at work in the past, present, and future! What a blessing it is to be part of this community!

<table>
<thead>
<tr>
<th>SOE Member Organizations</th>
<th>150</th>
</tr>
</thead>
<tbody>
<tr>
<td>Participated in SOE Training</td>
<td>246</td>
</tr>
<tr>
<td>Attendees of Conferences/Workshops/SIW's</td>
<td>425+</td>
</tr>
<tr>
<td>Mission Trip Participants</td>
<td>153</td>
</tr>
</tbody>
</table>

FINANCIAL SUMMARY

INCOME

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions &amp; General Support</td>
<td>$261,625.25</td>
</tr>
<tr>
<td>Direct Missions Team Support</td>
<td>$190,048.80</td>
</tr>
<tr>
<td>Various Team Fee Revenue</td>
<td>$15,962.65</td>
</tr>
<tr>
<td>Product Sales</td>
<td>$4,937.23</td>
</tr>
<tr>
<td>In-kind- Contribution</td>
<td>$19,964.00</td>
</tr>
<tr>
<td>Membership</td>
<td>$28,226.21</td>
</tr>
<tr>
<td>Training/Coaching Revenue</td>
<td>$15,941.00</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$4,321.35</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE</strong></td>
<td><strong>$541,026.49</strong></td>
</tr>
</tbody>
</table>

EXPENSES

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program</td>
<td>$551,548.38</td>
</tr>
<tr>
<td>Support &amp; Administrative</td>
<td>$72,734.08</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$624,282.46</strong></td>
</tr>
</tbody>
</table>

Change in Net Assets

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning Net Assets</td>
<td>$139,567.00</td>
</tr>
<tr>
<td>Ending Net Assets</td>
<td><strong>$34,846.00</strong></td>
</tr>
</tbody>
</table>

Board of Directors

Don Johnson,
Board Chairman
Assistant to US Director, SEND International

Brian Heerwagen,
Board Vice-Chairman
Chief Executive Officer, Standards of Excellence

David Armstrong,
Board Treasurer
Executive Director, Mission Data International

Jenny Collins,
Board Secretary
Associate Professor of Missions, Taylor University

Anne Akiyama
Patient Relations Representative, Providence Medical Group

Charlotte Kassis
 Substitute Teacher, Travel/Guest Worship Leader

Jolene Erlacher
Founder, Leading Tomorrow

Jesse Kroeze
Executive Director, Touch the World

Larkin Briley
Director of Missions and Outreach, Belmont University

Randy Schmor
Gateway Director, North American Baptists, Inc.

Steve Ingram
Volunteer Board Advisor, Association Management and Consulting
Vision Statement
Standards of Excellence in Short-Term Mission assists mission sending and receiving entities in pursuing excellence for effective Kingdom service.

Mission Statement
Standards of Excellence in Short-Term Mission is a catalyst for excellence in all short-term mission endeavors by the promotion of the Standards through training, membership, accreditation, resources, facilitation, and donor connections.

Standards of Excellence in Short-Term Mission
1800 NE 136th Avenue, Suite 201
Vancouver, WA 98684
503-360-1865
admin@soe.org | www.soe.org

“I listened to the partnership webinar. Really this was so helpful. You know I just went through a big learning experience with a partnership. But this was very insightful as we already have a few new partnerships on the table. I’m so thankful for SOE and what you guys are doing to help us out navigating through the mission field and trying to build the kingdom. I feel blessed to have found SOE!”

Johnathan Kraus
Executive Director
Love Never Fails International

“I attended [an] SOE seminar [Standards Introductory Workshop – SIW] with mixed feelings. I had hosted nearly 140 teams prior to taking the class and I was wondering, on one hand, what I had to learn, yet on the other hand, I figured there must be plenty to learn if the class lasted 1 1/2 days! Wow! I was so enlightened by the dynamic teaching I began rewriting and expanding all of my teams documents as soon as I boarded my flights back to Central America.”

Steve Gilroy
Director of Missions
Face of Justice