



HOMES
FOR HOPE

PARTNERSHIP MENU

INDUSTRY EDITION

*Building locally
to fight poverty globally*



Savera Mutuyemariya
Shop owner
RWANDA

HISTORY

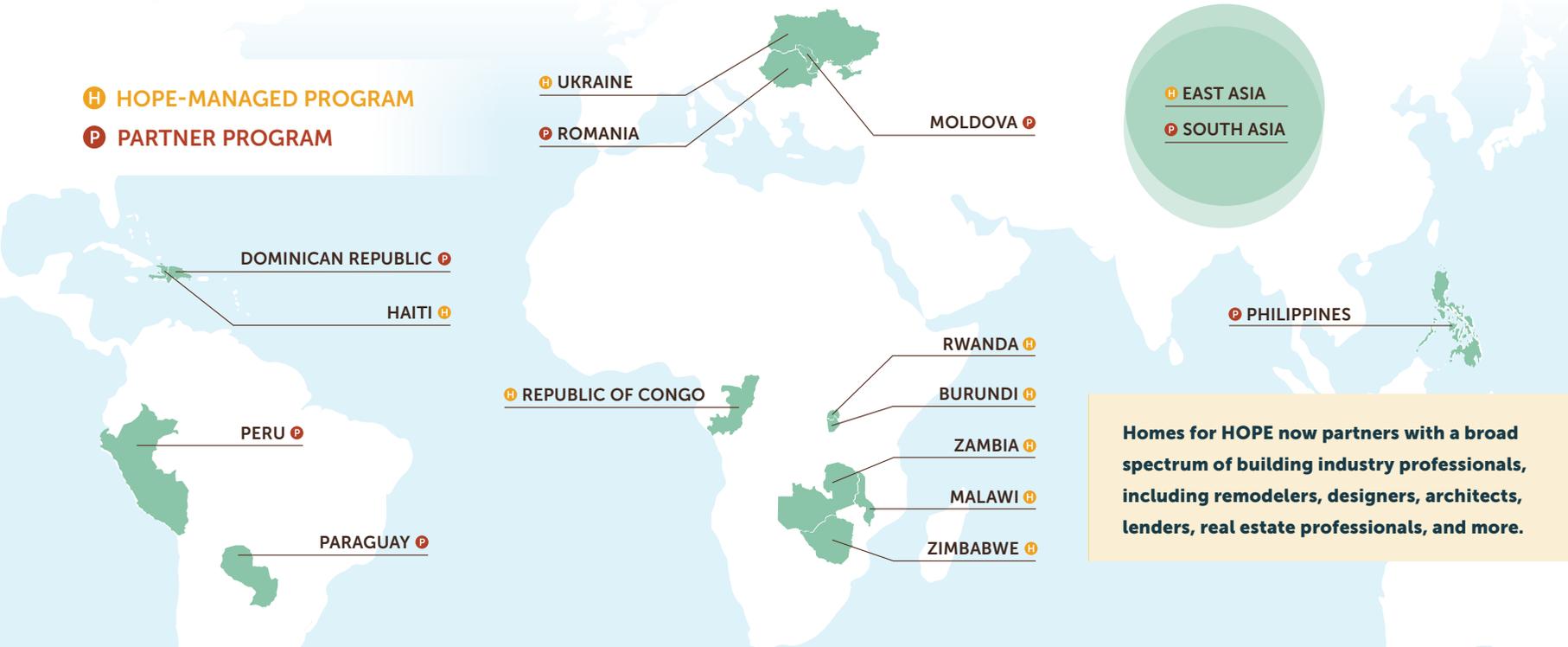
Following the collapse of the Soviet Union in the early 1990s, Jeff Rutt—three-time winner of the NAHB America’s Best Builder award—traveled to Ukraine numerous times with his church, transporting containers of food, clothing, and medical supplies to the city of Zaporozhye. After several visits, their Ukrainian host, Pastor Petrenko, pulled Jeff aside and told him candidly that the shipments were not helping. Though people were accessing needed supplies, they had become dependent on American charity. Local businesses couldn’t compete with the free handouts. Pastor Petrenko asked Jeff: **“Isn’t there a way you can help us help ourselves?”**

Emboldened by Pastor Petrenko’s challenge, Jeff created HOPE International in 1998. Using profits from one of Jeff’s home sales, HOPE issued loans of about **\$500 each to 12 entrepreneurs**, who then invested these loans in their businesses and repaid HOPE—with interest. The local staff in Ukraine called Jeff and said they had good news and bad news. The good news was that they had many men and women ready to take out loans to invest in their businesses. The bad news was that they were going to need a lot more funding.

So Jeff began raising money through more home builds, and Homes for HOPE was born to support HOPE International. Today HOPE serves in 16 countries worldwide, has disbursed over \$1.3 billion in loans, and has equipped over 6,200 local churches to serve their communities through savings groups.

H HOPE-MANAGED PROGRAM

P PARTNER PROGRAM



Homes for HOPE now partners with a broad spectrum of building industry professionals, including remodelers, designers, architects, lenders, real estate professionals, and more.

WHY CHOOSE HOMES FOR HOPE?

While there are many excellent building-industry-backed nonprofits that deserve your consideration, Homes for HOPE offers our partners many distinctives:

- We partner with **building industry professionals**. We do not rely on volunteers.
- We do not build charity homes domestically or internationally. **We utilize donated profit generated by domestic building industry projects** to provide biblically based training, savings services, and loans that restore dignity and break the cycle of poverty around the world.
- **We do not require a 100% contribution** from our partners to participate in our projects.
- One Homes for HOPE partnership has the potential to **impact thousands of families**.
- In the last five years, **entrepreneurs in the HOPE network have repaid over 97% of loans disbursed**, allowing us to recycle repayments to invest in even more families! Savings group members have **saved more than \$13 million** of their own funds—to stabilize household finances, prepare for emergencies, and invest in businesses.

Based on decades of experience, we've developed multiple ways to effectively partner with the building industry. We invite you to examine this resource to find the options that might work best for you and your company. We are so grateful for your interest and consideration!



PER JOB PARTNERSHIP

An industry professional chooses to donate a designated amount per completed job.

- HOPE's **average loan size** per job
 - *As of 2019, our average loan size is around \$400.*
 - *An industry professional could complete a job and make a \$400 donation, enough to empower an entrepreneur to start or expand a business!*
- HOPE's **average investment per person** per job
 - *As of 2019, it costs HOPE only \$18.56 to serve one person for one year.*
 - *An industry professional could calculate and communicate how many people might be served per year per job based on the size of their donation. A \$464 donation has the potential to help us serve 25 people for a year!*
- A **percentage of the profit** per job
 - *An industry professional could take 10% (or another predetermined percentage) of the \$5,000 profit they earned on a job and make a \$500 donation.*
 - *They could then choose how to communicate about the donation with their team and clients using our average loan size or average investment per person calculations (above).*

Why choose this approach?

- Attractive storytelling and marketing strategy for socially conscious clients
- Ongoing impact
- Easily customizable and very flexible timetable
- Predictable and tangible results
- A good fit for anyone who completes multiple projects per year (e.g., remodelers, designers, architects, lenders, real estate professionals, and more.)



Fatima Ramirez Justamango
Clothing vendor
PARAGUAY (DIACONÍA)

TRADITIONAL GIVING PARTNERSHIP

A building industry professional chooses to give through a more traditional philanthropic vehicle.

- **Corporate giving:** We would be happy to discuss strategies that facilitate charitable giving and catalyze philanthropy within your company's culture.
- **Foundation grants:** If you prefer, we can also submit grant proposals for your foundation's consideration. Please inform us of the application process and appropriate timing for submissions.
- **Personal giving:** Some partners choose to give personally through a variety of charitable giving options. We would be happy to discuss these options with you.

All gifts are tax-deductible, and you will be provided with a receipt acknowledging your donation.

Why choose this approach?

- Simply insert Homes for HOPE into the philanthropic processes you've already established
- Expand your giving portfolio
- Easy to plan



Eugeniu Petrov
Farmer
MOLDOVA (INVEST CREDIT)

PARTNERSHIP BY DESIGN

Are you intrigued by the work of Homes for HOPE but don't see a partnership structure that fits your company?

Contact us! We would love to design a mutually beneficial partnership alongside you and your team.



Matthew Baehr

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