



God is at work...around the world...among the nations.  
Through His church, Jesus is telling His story of grace to those who have NOT HEARD. Advancing Native Missions partners with faithful believers who are serving the one true God in their homelands. These missionaries know the language, the people, and the culture because they ARE the natives. They are courageous, sacrificial, obedient, compassionate, fruitful individuals who are evangelizing, planting churches, discipling, and meeting needs. God is at work through them. Join Him and partner with native missionaries to reach the remaining unreached... 'til all hear.

[advancingnativemissions.com](http://advancingnativemissions.com)

## our calling

“The Gospel of the Kingdom shall be preached in all the world as a witness to all nations and then the end shall come.” – Matthew 24:14

What a challenge! There are over 7 billion people in the world today, of which about 3 billion remain unreached with the Gospel. This means that 40% of the earth’s population has not heard about Jesus. Yet God has provided a solution for this challenge: native missionaries, called by God to share the Gospel with their own people.

Native missionaries frequently work in poor and underdeveloped areas of the world. Often they labor without financial support and in the face of intense persecution. Thus, they usually lack adequate resources for their ministries and workers. Despite these hurdles, they are very fruitful and effective because they know the languages, cultures, and ways of the natives...because they are the natives.

## a bridge

ANM is a bridge between hundreds of local churches and thousands of individuals in the US and over 250 native missionary organizations operating in over 80 countries. These organizations represent over 5,000 individual native missionaries working among thousands of different people groups.

We foster relationships between individuals, organizations, and churches in the West and native missionary organizations in the field. We choose native missionary partners according to strict standards of doctrinal integrity, financial accountability, fruitfulness, and the strategic orientation of their ministry towards reaching the unreached.

## three goals

1. Equip them with the funds and resources they need.
2. Encourage them in an ongoing way as they labor.
3. Advocate on their behalf, increasing their circle of friends and partners.

As we accomplish these goals, we also pray that the western church will be challenged with a broader vision of all that God is doing to reach the unreached before Christ’s return.

## get involved.

Has God placed a passion in your heart to join what He is doing through native missionaries to reach the remaining unreached peoples of the world? Here’s how you can get involved:

**LEARN.** ANM offers various media resources for teaching individuals and churches how God is working through native missionaries around the world.

**CONNECT.** Connect personally with native missionaries by hosting them in your home, inviting them to speak to your church or small group, attending an ANM event, or even bringing an ANM missions conference to your church.

**ENGAGE.** ANM seeks to help US Christians become more fully engaged with missions work through opportunities to pray, give, and go. We want to help you take the next step.



## Program Goals

ANM seeks out, evaluates, and supports native missions organizations that have a clear evangelical statement of faith, are open and transparent in their finances, and seek to primarily work among unreached people groups in their region. We intentionally seek to increase financial support to those organizations we choose to partner with and thereby increase the number of unreached people groups they are collectively engaging.

## Program Results

ANM seeks to help our international ministry partners who are on the front lines reaching the unreached and assisting in building the church in these areas. The missionaries we support through our partner organizations are evangelists, church planters, teachers, and social workers.

We gauge our effectiveness in fulfilling our mission by tracking three distinct metrics:

1. We track the number of missionaries in the field who are directly working through our partners in fulfilling our mission. At the end of 2016 our partners had 8,115 missionaries in the field. Our goal for 2017 is 8,750 missionaries.
2. We track the number of unreached people groups that our partners are working among. In 2016 they were working among 425 unreached people groups. Our goal is that they will be working among 470 by the end of 2017.
3. We also track the total cash and material benefits we actually send to our partners. In 2016 we sent \$10 million. Our goal for 2017 is \$10.7 million.

ANM operates on the smallest possible budget so the missionaries get the largest possible benefit.

**89.2%**

of income benefits our missionary partners

**10.8%**

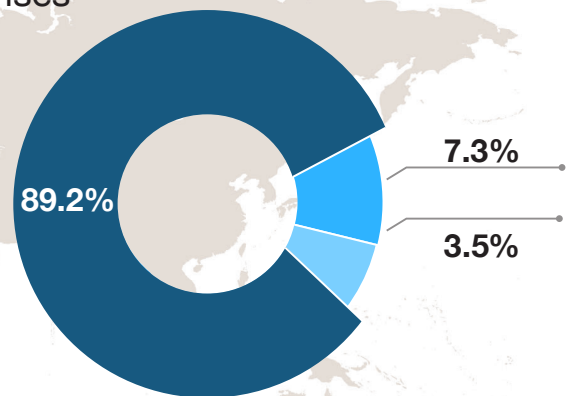
of income is used for ANM operating expenses

### ANM Operating Expenses

7.3% Administrative Expenses

3.5% Fundraising Expenses

89.2% Program Expenses



## FINANCIAL OVERVIEW

### CASH GIFTS

Because of the generosity of many like you, God has richly blessed native missionaries through ANM. Cash income was a record in 2016. The amount that went to our ministry partners was the second most ever. All glory to God!

CASH GIFTS	2016 Audited	2015 Audited	2014 Audited	2013 Audited
Cash Income	\$8,209,428	\$8,047,969	\$7,585,620	\$7,842,274
Benefit to Missionaries	\$6,654,865	\$7,405,076	\$6,529,898	\$6,497,233

### GIFTS IN KIND

Gifts in kind are the donations you make of materials requested by our native ministry partners. ANM locates, collects, and ships these materials overseas in containers and smaller shipments that richly bless our ministry partners throughout the world. These critical materials meet essential needs. They include medicines, hygiene products, office and school supplies, furniture, and other items key to ministry operations and outreach. In the last two years, our shipments have increasingly been used to bless refugees from Iraq and Syria as a testament to God's love for them. Gifts in kind donations continue to be recorded in strict compliance with IRS regulations and ECFA standards. All glory to God!

GIFTS IN KIND	2016 Audited	2015 Audited	2014 Audited	2013 Audited
Gifts in Kind	\$4,363,564	\$4,447,545	\$5,970,300	\$8,264,509
Benefit to Missionaries	\$4,382,431	\$4,131,613	\$5,767,983	\$7,463,184

### ANM OPERATING EXPENSES

ANM operates on the smallest possible budget. Our goal is to send the most funds possible to our international ministry partners. As good stewards of God's calling, we routinely examine every expense in relation to our mission. This year, despite record cash revenues, we were able to slightly cut our operating expense. Most of ANM's staff live sacrificially so our goals can be achieved, and we also rely on the faithfulness of volunteers.

One of the best ways to gauge the efficiency of any charitable organization is the "Expense Ratio." This is the measurement of total operating expenses relative to total donations: the lower the ratio, the greater the percentage of each donation that is actually benefiting those who are served. ANM's expense ratio of 10.8% means that more than 89% of each dollar donated to ANM directly benefits our native missionary partners. This is a level of efficiency that continues to earn ANM the highest ratings from the top non-profit watchdog groups. All glory to God!

ANM OPERATING EXPENSES	2016 Audited	2015 Audited	2014 Audited	2013 Audited
Total Income*	\$12,625,865	\$12,522,926	\$13,555,920	\$16,106,783
Operating Expenses	\$1,364,814	\$1,460,910	\$1,386,568	\$1,277,888
Expense Ratio	10.8%	11.67%	10.23%	7.93%
Change in Net Assets**	\$223,755	\$(474,673)	\$(128,529)	\$868,478
Benefit to Missionaries***	\$11,037,296	\$11,536,689	\$12,297,881	\$13,960,417
Net Assets	\$2,841,153	\$2,617,398	\$3,092,371	\$3,220,900

\*Includes cash income & gifts-in-kind received during the year

\*\*Change in net assets includes cash & gifts-in-kind received but not spent by year end

\*\*\*Actual cash & gifts-in-kind spent by year end less operating expense

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