



# Nonprofit Analytics

## GENERAL

Organization Name	ScholarLeaders International			U.S. Tax ID#	94-2923639	Year Founded	1984
HQ Street Address	27850 Irma Lee Circle, Suite 101			City & State	Lake Forest IL	Zip	60045
Phone	847-295-9308	HQ Nation	United States	Website(s)	www.scholarleaders.org		
Primary Contact & Title	Larry A. Smith, President			Contact Email	lasmith@scholarleaders.org		
Organization Type	Independent Public Charity		Annual Report Link	https://www.scholarleaders.org/annual-report-finances/			
Nonprofit Accountability Listings	<input type="checkbox"/> BBB (give.org) <input checked="" type="checkbox"/> Guidestar <input type="checkbox"/> ECFA	<input type="checkbox"/> Charity Navigator <input type="checkbox"/> Charity Watch <input type="checkbox"/> Ministry Watch	Strategic Partners	Leading schools of theology in Africa, Middle East, Asia, L. America, E. Europe. In the West: Overseas Council, Theological Book Network, Langham, Fuller Seminary, Trinity Divinity School. 4 key foundations			
Primary Program Area	Education		Peer Group	Overseas Council, Langham Partnership			
Other Program Area(s)	Leadership Training		Clients Served	Church Leaders			

## GROWTH TRENDS

	FY 2016	FY 2017	FY 2018	FY 2019	% Change	Explanation
Paid Staff (FTE)	4.5	4.5	4.5	6.6	47 %	+2 FY19 comm, admin (+2 FY20 for VSI & Islam-religions)
Clients Served	140	147	230	264	89 %	FY19: 13 new VSI schools, 13 new scholars, MENA Doctoral
Annual Income	\$1,249,396	\$1,514,606	\$1,683,357	\$1,814,682	45 %	Increased foundation support for WAC and VSI FY18-19
Donors	121	103	109	89	26 %	Fewer small donors FY19 primarily due to 1-time projects
Key Activity					%	

## FUNDRAISING

Donor Retention Rate	61 %	Gov't Funding %	0 %	Cost to Raise \$1 <sup>(NOT %GIFT)</sup>	\$ 0.12	Self-sustainability %	1 %
Largest Gift for FY2019	\$350,000	Reliance on Largest Gift	21%	Last Capital Campaign	N/A - N/A	Endowment Fund	\$0
Donors Listed by Gift Size for FY2019	Gift Size:	< \$1,000	\$1K - 4,999	\$5K - 24,999	\$25K - 49,999	\$50K - 99,999	\$100,000 +
	# of Donors:	29	19	28	2	6	5
	Total Amount:	\$ 10,738	\$ 30,305	\$ 328,554	\$ 55,000	\$ 305,000	\$ 919,921

## FINANCIAL MANAGEMENT

\* Do not record grant revenue that cannot be spent in the year received

Cash & Equivalents on Hand	7-12 Months		Near-term Expendable Net Assets	\$2,179,826	Total Current Debt	\$0						
Written Financial Controls	<input checked="" type="radio"/> Yes <input type="radio"/> No		Independent Financial Audits	<input checked="" type="radio"/> Yes <input type="radio"/> No		Reserve Coverage %	126%					
FISCAL YEAR		FY 2016	FY 2017	FY 2018	FY 2019	2020 <input checked="" type="radio"/> BUDGET <input type="radio"/> ACTUALS	2016-2019 FY TRENDS					
09/01 TO 08/31												
INCOME *	Earned Revenue	\$1,287	\$271	\$2,133	\$12,664	\$10,000	884 %					
	Gifts in Kind	\$15,000	\$166,649	\$166,000	\$152,500	\$130,763	917 %					
	Cash Donations	\$1,233,109	\$1,347,686	\$1,515,224	\$1,649,518	\$1,786,796	34 %					
	Total Income	\$1,249,396	\$1,514,606	\$1,683,357	\$1,814,682	\$1,927,559	45 %					
EXPENSES	Program Services	\$931,929	79 %	\$1,202,378	82 %	\$1,306,917	80 %	\$1,442,377	83 %	\$1,637,559	85 %	55 %
	Administrative	\$76,643	6 %	\$107,664	7 %	\$171,208	10 %	\$95,074	5 %	\$100,000	5 %	24 %
	Fundraising	\$171,502	15 %	\$148,744	10 %	\$152,675	9 %	\$193,792	11 %	\$190,000	10 %	13 %
	Total Expenses	\$1,180,074		\$1,458,786		\$1,630,800		\$1,731,243		\$1,927,559		47 %
SURPLUS/DEFICIT		\$69,322		\$55,820		\$52,557		\$83,439		\$0		

## LEADERSHIP

CEO Name & Tenure	Larry A. Smith	10 yrs	CEO Age	60-69 yrs	Total CEO Compensation	\$ 0	
CEO Annual Evaluation	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO has Board Vote	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO Successor Identified	<input type="radio"/> Yes <input checked="" type="radio"/> No		
Total Paid Staff by Type	FT: 6 PT: 2	Staff Turnover Rate	0 %		Total Volunteers	1	
Yearly Staff Evaluations	<input checked="" type="radio"/> Yes <input type="radio"/> No	CEO Direct Reports	7 staff		Annual Board Meetings	1	
Board Chair & Tenure	Tite Tienou	11 yrs	Board Size	32	Board Gender Diversity	Men:23Women:9	
Donation % from Board	35 %	Board Committees	3	Term Length	None	Consecutive Term Limits	6+ terms
Additional Advisory or Development Board	<input type="radio"/> Yes <input checked="" type="radio"/> No		Number of Board Members Related to the CEO			1	

## STRATEGY

MISSION	To encourage and enable Christian theological leaders from the Majority World for the Global Church.					
CLIENTS SERVED	Christian theological leaders. Directly: faculty (teachers & prophets), ministry entrepreneurs, executive leaders of Majority World seminaries. Indirectly: teachers in formation, pastors, denominational leaders, activists, missionaries.				LENGTH of Primary Client Relationships	1-20 Year(s)
The PROBLEM	Needs of theological leaders in the Majority World are unique & pressing due to a lack of resources & special contextual challenges (e.g., growth, oppression). Needs include: theological reflection, understanding other religions, teaching, ministry entrepreneurship, and executive guidance of theological institutions.					
Your SOLUTION	Provide access to advanced education for faculty leaders. Guide executive leaders in schools of theology to clarify their mission and formulate strategic plans. Equip the Church intellectually for mission among Muslims. Enable the exchange of theological ideas and educational practices across the Majority World.					
1-3 year PLAN	Primary goals: 1) Continue successful program for faculty development (LeaderStudies). 2) Expand successful Vital SustainAbility Initiative toward 50 onsite schools within a learning community of 200 schools. 3) Continue to fulfill priorities related to equipping the Church intellectually for its ministry in Muslim-majority settings. 4) Integrate programs and share findings through the InSights Journal and related initiatives.					
Up-to-date Board-approved STRATEGIC PLAN	<input checked="" type="radio"/> Yes <input type="radio"/> No		CUT (or Modified) PROGRAM in last 3 years for bad results		<input checked="" type="radio"/> Yes <input type="radio"/> No	

## IMPACT

Long-term VISION	That leading Majority World schools of theology uniquely discern Jesus's call to the Church in their context and beyond and that they form Church leaders, intellectually and spiritually, to respond to that call.					
RESULTS Report outcomes not activities	FY2019 Results: 1) Returned 13 scholarship recipients as faculty to schools in 10 countries. 2) Advanced 52 future faculty in their studies. 3) Assisted 12 leading schools of theology to complete strategic plans and share results (incl. measurable outcomes assessment at VSI 1.0 schools). 4) Planned for expanding VSI learning community to 200 schools in early FY20. 5) Began onsite VSI work at 14 schools of theology. 6) Launched The Sanneh Institute for Advanced Study of Christianity and Islam in West Africa. 7) Advanced a cooperative doctoral program in theology in Islamic contexts. 8) Linked scholarships & writing grants to VSI school concerns & to help equip the Church for Islam. 9) Published VSI findings in the InSights Journal.					
Measure outcomes against benchmarks	<input checked="" type="radio"/> Yes <input type="radio"/> No	Track Key Performance Indicators	<input checked="" type="radio"/> Yes <input type="radio"/> No	Completed independent impact evaluation	<input type="radio"/> Yes <input checked="" type="radio"/> No	
Completed program logic model(s)	<input type="radio"/> Yes <input checked="" type="radio"/> No	Survey program beneficiaries	<input checked="" type="radio"/> Yes <input type="radio"/> No	Conducted randomized controlled trial (RCT)	<input type="radio"/> Yes <input checked="" type="radio"/> No	
Impact STORY	In FY2018, we demonstrated the importance and feasibility of a center for the advanced study of Christianity and Islam in Africa. In FY2019, The Sanneh Institute was launched in Accra. John Azumah directs the institute, which is independent but affiliated with the University of Ghana at Legon. Reception -- by Evangelicals, Catholics, Muslims, and the government of Ghana -- has been overwhelmingly positive.					
Recent Program IMPROVEMENT	VSI was re-designed and re-launched as VSI 2.0. The revised program includes various enhancements; the cost per school has been reduced, and we have identified 200 schools that are critical to the system (outside China) and prepared to launch a learning community in early FY20.					

## GEOGRAPHY

Where do your programs operate?	<input type="radio"/> Local	<input type="radio"/> Regional	<input type="radio"/> National (USA)	<input checked="" type="radio"/> International (List nations or regions served below alphabetically)
50+ countries in Africa, Asia, Eastern Europe, Latin America, and the Middle East.				

## S.W.O.T. ANALYSIS

STRENGTHS	WEAKNESSES	OPPORTUNITIES	THREATS
Strategically clear: On-time delivery of promised results. Excellent, committed, & diverse ministry team; generous & diverse board. Strong partnerships in West & in Majority World. Foundation partnerships.	Scale: At this size, advancement with churches and individuals is a particular challenge. Individual donor base is limited. Program expansion is limited by funding & personnel.	Expand 2 program areas: Equip the Church intellectually for its ministry among Muslims and in Muslim Majority settings (for which we added expertise in FY20); extend VSI to more schools.	Most client leaders and their schools are in contexts (Africa, Middle East, Asia, Latin America, Eastern Europe) challenged by poverty, often by corruption, civil strife, and war. SL staff are occasionally at risk.

SOURCE	Completed By: Larry A. Smith	Date: 03/25/2020
--------	------------------------------	------------------