



# focus

FY13 Annual Report



# mission of joy



# 2013 year in review

LETTER FROM CURTIS »

WHAT WE DID »

WHERE WE WERE »

HOW WE'VE GROWN »

WHO IT'S HELPING »

WHY IT'S POSSIBLE »



## LETTER FROM CURTIS »



This has been an amazing year. While many view the Church as shrinking and losing her influence in our culture, FOCUS has experienced record growth, continuing 14 years of consecutive growth. In the fall, I was invited by Pope Benedict to attend the Synod of Bishops in Rome for most of the month of October. The Synod allowed me to work directly with the Holy Father, and I was able to serve alongside 250 Cardinals, Archbishops, and bishops. I was one of 30 or so “experts” (non-bishops) from around the world who were invited to pray and discuss the topic of the New Evangelization.



Thanks to God, and your great support, the Church seems to be undergoing a renewal. FOCUS now graduates over 3,000 students per year; that is more than most of the Catholic colleges and we hope to double our size in the next four years! Throughout the country, Catholic seminaries are filling up with young men (hundreds of them were involved in FOCUS), and a growing number of young families are discovering the joys of Catholic marriage and family.

However, we are just beginning to see that renewed life and there is MUCH work yet

to be done. The culture of death and the breakdown of the family are still the story in the broader culture. If we want to change the culture the time to act is now. Please review our annual report. My hope is that you will see the importance of our mission. My confidence is that you will find us good stewards of your gifts. Your support this year will allow us to reach 100 campuses by Fall 2014 and improve our work on the 83 campuses we currently serve.

Thank you and God bless,

*Chris A. Murphy*

## HELPING STUDENTS GROW IN FAITH AND LEADERSHIP

// UNIVERSITY OF NEBRASKA OMAHA

Greek life: it can be a notoriously dark aspect of campus culture (cue images of drinking, all-night partying, etc), but Greeks are also some of the most motivated and dedicated leaders on the college campus. While life in a fraternity can be a stumbling block to living the Christian life, it can also provide a great environment for growth in faith and leadership.

The story of college senior Lucas Sullivan, a student leader for FOCUS Greek at the University of Nebraska-Omaha (UNO) and president of Sigma Phi Epsilon, one of the largest fraternities on campus, clearly illustrates the effects of Christian leadership in the Greek community.

During his junior year, Lucas, then an atheist, met FOCUS missionary Nick Poretta at a ballroom dancing class. When Lucas finally accepted Nick's invitations to attend a Bible study, he began to reconsider his beliefs about God. "The first time I went completely opened my eyes, so I decided to go another week," said Lucas.

"Then a series of small coincidences happened after that, and eventually I said, 'Alright, maybe there's something more to this.' It started getting me to think and open up more to faith."

Over the next few months, Lucas began to go to Mass more frequently with one of his Catholic fraternity brothers, and eventually decided to go through RCIA. He has now joined the Catholic Church and his faith informs his leadership within his fraternity.

Lucas emphasized the impact that being in a Bible study with his fraternity brothers had in leading him to the decision to become Catholic. "This Bible study is made up of two fraternities, Sigma Phi Epsilon and Phi Kappa Alpha. We all get along great and it's eye-opening to see the quality of men at that table," he said. "We have the support of each other not just from a fraternity standpoint but from a faith standpoint. If it hadn't been for the support of my fraternity brothers, I probably wouldn't have even considered Bible study or joining the Church."

This was the first year that FOCUS Greek did outreach at UNO, and by the end of the first semester, more than 30 young men and women were involved in two FOCUS Greek Bible studies. Adam Ybarra, a FOCUS missionary specifically assigned for outreach to the Greek community, says the growth is due largely to the enthusiasm

*“We have the support of each other not just from a fraternity standpoint but from a faith standpoint. If it hadn’t been for the support of my fraternity brothers, I probably wouldn’t have even considered Bible study or joining the Church.”*

of the students. “They’re inviting brothers and growing. They are chasing down guys in their house, whether or not they are Catholic. But what happens when we get to twenty or thirty guys?” said Adam. “The students recognize that they’ll need to break off and branch out to other houses. They understand what we’re trying to go for – to teach them how to lead their own brothers and sisters in Christian discipleship.”

This is precisely the type of leadership our nation so desperately needs in families, business, and politics. The community built within the Bible studies is expanding throughout Greek life at UNO, specifically between the two biggest fraternities, Phi Kappa Alpha and Phi Epsilon. “Traditionally, those two houses have always been competing against each other, and now they actually have a more unified front,” said Adam.

In addition to Lucas, who is President of Sigma Phi Epsilon, Schuyler Dougherty, President of Phi Kappa Alpha and the Intrafraternity Council at UNO, is also involved in FOCUS Greek. He said he has found a lot of support in Bible study to become a better person and a better leader. “It helps me make sure to take decisions more seriously. It’s not just myself, it’s thinking of the chapter as a whole, or Greek life as a whole and

understanding we all have a common ground as far as faith and understanding each other’s problems,” said Schuyler.

The propensity to give in to the darker aspects of campus culture is why the work of FOCUS Greek is so important. “Adam has told us before

that living a Greek lifestyle and a life of faith are two of the most opposite things in the world,” said Lucas. “The people who choose to do both are more or less

infantry on the front lines, going deep into enemy territory to fight evil, to fight sin.”

*FOCUS Greek is a division of FOCUS that exists to reach out to men and women in fraternities and sororities, revolutionizing the Greek culture for Jesus Christ and the Catholic Church, raising up a transformed generation of leaders convicted in bringing truth to the world.*

*This year, 77 FOCUS staff were involved in Greek outreach on 45 campuses; approximately 700 Greek students participated in a FOCUS Bible study or discipleship. At the SEEK conference in Orlando, 450 Greek students attended six Greek sessions. The following spring break, 12 Greek students and five missionaries participated in the first official Greek mission to the Yucatán Peninsula in Mexico where, among other things, they assisted with construction of a chapel in a small fishing village. 📍*



# FRIENDSHIP, FAITH, AND FREE THROWS

Two professional basketball players become full-time Catholic missionaries



When it comes to accepting the call to be a FOCUS missionary, young men and women postpone careers in their chosen fields to return to the college campus for the sake of the gospel. Some FOCUS missionaries have been on their way to lucrative jobs while others had already established professional careers. This was the case with Jennifer Risper and Christina Wirth, two professional basketball players who decided to leave their athletic careers to serve as missionaries with Varsity Catholic.

Risper and Wirth are the first professional athletes to serve as missionaries with Varsity Catholic. After academic and athletic success at Vanderbilt University, both women were drafted to the WNBA in 2009. Wirth helped her team, the Indiana Fever, make it to the final game in the WNBA championship that year. The women continued their professional basketball careers as teammates – in Slovakia, Portugal, and, last year, in Romania.

“I had to ask myself, ‘Do you think you’ll be able to impact other athletes?’ and thought, I really think I can, and I want to,” said Risper. “I realized that God wanted to use me through sports.”

Now Risper and Wirth are each working on a college campus in the United States as missionaries with Varsity Catholic, the branch of FOCUS specifically dedicated to discipleship in the athletic community.

“The way that our culture looks at athletes, there’s a lot of pressure and expectation, but there’s also a platform for athletes that can be used to spread the gospel,” said Wirth. “I think it’s important for those athletes to have an influence in their lives that can help them personally grow, but also show them what a great opportunity they have to lead other people to Christ.”





Though both were satisfied in their athletic careers, they are excited for the next phase of their lives as missionaries. “You get a chance to pour into students’ lives and share about Christ,” said Risper. “But it’s also a beautiful time for me to grow closer to Christ and discern my vocation in a deeper way.”

Varsity Catholic continued to see important growth and fruit in its ministry to collegiate athletes this year. With dedicated missionaries on 8 campuses, plus several campuses offering athlete Bible studies, more than 350 athletes were involved in Varsity Catholic, with 150 in attendance for the Varsity Catholic workshop at SEEK 2013. Over thirty athletes participated in two international mission camps, one in the Dominican Republic and the other in St. Lucia. 🌐

For more information about Varsity Catholic, visit: [www.varsitycatholic.org](http://www.varsitycatholic.org).



# DISCOVERING GOD IN HAITI

Many situations can cause someone to doubt his or her faith. A student hears something in her science classes that doesn't quite match up with what she thought she knew about God. A young man witnesses suffering and poverty and begins to doubt God's goodness. A college freshman gets caught up in the excitement of new independence and forgets that God is there.

Annette Ibarra, a sophomore at the University of Tulsa, went through all these moments of questioning. It wasn't until a FOCUS mission trip to Haiti during spring break that she found what she needed to convince her that God is real and He cares about her.

Although Annette was raised in a Catholic family, her parents divorced when she was six years old and her family stopped going to church.

While she would occasionally go to Mass with her grandparents, and continued to pray daily and thank God for all He had given her, Annette said she never understood the importance of church attendance. When she left home to study petroleum engineering at the University of Tulsa, she stopped praying. "I forgot about being grateful for anything, and I felt no remorse toward not devoting any part of my life to God and not praying," she said.

The less Annette prayed, the more she gravitated toward the typical college party scene. Although she had made a few Christian friends, she was becoming more and more detached from her faith. On top of that, what she was learning in her chemistry and physics classes caused her to question the existence of God. "I just didn't see the point of going to church and

began to think that there probably isn't a God, it's just really hard to believe," Annette said. "I completely lost my faith."

This continued into Annette's sophomore year, which was also FOCUS' first year at the University of Tulsa. One night, while Annette was working late at the Student Activities Center, Mike, a FOCUS missionary, came in. He had stopped by to visit Annette's friend Zach, who was involved at the campus Newman Center, but when Annette heard

*"I have no idea why I went, or kept going. I just knew I wanted to know more about God."*

that Mike had turned down an engineer's dream job with General Motors to be a missionary, she couldn't believe it. "I thought he was completely out of his mind and started asking him all sorts of questions," Annette recalled. "His answers made sense to me, but I didn't want to accept it. I didn't want to accept that God was real."

After that conversation, Annette met Tara, another FOCUS missionary, and began attending her Bible study. "I have no idea why I went, or kept going," Annette said. "I just knew I wanted to know more about [God]."

A bit of coaxing and Tara eventually convinced Annette to go on the FOCUS mission trip to Haiti for spring break. At first, Annette felt disconnected from the rest of the group. One morning in prayer, she realized she wasn't giving it everything she had and resolved to focus more on connecting with God and others on the trip.

"I asked, 'God, give me a sign that you know how I'm feeling and that you listen to me when I pray. Help me find you and my faith.'" That was the moment Annette opened her Bible and found Psalm 31: "Be gracious to me, O Lord, for I am in distress; my eye is wasted away from grief, my soul and my body also" (Psalm 31:9). "When I read that, I felt something in my heart," she said. Something about that verse struck a chord and she realized that in all her struggles growing up, and in her questioning of God, He had always been there, pursuing her through the people He put in her life.





Annette realized that God truly did exist, and cared about her, but as the trip continued, she still struggled with understanding what she believed about God. She was overwhelmed by the distress and poverty she saw in Haiti and couldn't understand why God would allow that.

Leaving a Sisters of Charity orphanage one day, she remembered feeling like she hadn't made any difference, and wished there was more she could do. Anju, a missionary from the United Kingdom who had been working in Haiti for over a year and who had been showing the group around to different schools and orphanages, told Annette that even if she devoted her life completely, she could never fulfill them if God wasn't in their lives.

“To me, that meant a lot, because that's exactly how I had been feeling, without my faith and without God,” said Annette.

When Annette returned to campus, she started getting involved at the Newman Center and with FOCUS. After taking Catechism classes with Tara, she received First Communion at the University of Tulsa Newman Center in April.

“Ever since I've been back, everything's been so much more peaceful. I remember always being stressed about what I was going to do tomorrow or about school,” said Annette. “I now know what it means to have faith in God that He will guide you through the path that He wants for you and that is best for you.” 📍

« WHERE WE WERE

# POPEALARM

## PAPAL ELECTION 2013



Just before Pope Francis was elected, FOCUS introduced PopeAlarm.com, a free notification service that alerted subscribers the moment the pope was elected. PopeAlarm sent a text or e-mail when white smoke was seen.

“The election of the pope is one of the most exciting events in the history of the Church. We want everyone to be able to experience the event live,” said Kevin Cotter, Director of Web for FOCUS. “It is possible that someone would be sleeping or engaged in another activity and not know of the election. Unlike past elections, we currently have the technology to alert you about the Pope’s election and our service can alert you right away, wherever you are.”

PopeAlarm.com also provided live updates about the conclave via the Twitter handle @popealarm, with FOCUS staff monitoring news from the Vatican 24 hours a day.

Overall, the response to the service was overwhelming – 135,000 people signed up for the Pope Alarm service. Moreover, PopeAlarm received international recognition from such prominent media outlets as NPR, CNN, ABC, NBC, and BBC News.

Today, PopeAlarm.com, with Twitter and Facebook pages, continues to offer updates and news from the Vatican. While joining the digital conversation about this historic conclave, PopeAlarm.com was a unique opportunity to share the work of FOCUS with the world. “We have hundreds of campus missionaries in the United States reaching out to their peers with the gospel of Jesus Christ every day,” said Jeremy Rivera, Director of Marketing & Communication at FOCUS. “The gospel hasn’t changed, but the methods and expressions we use to share Christ with the world have; we want to be on the frontlines of this kind of ‘new evangelization’.” 🌐

WHERE WE WERE »

# REACH PRAYER BREAKFASTS



At the forefront of the New Evangelization, FOCUS recognizes a responsibility to equip future leaders with spiritual and practical resources for a lifetime of Catholic mission. This year, FOCUS launched an effort to inspire faithful Catholics for the New Evangelization beyond the college campus, hosting REACH New Evangelization prayer breakfasts in cities across the country.

FOCUS held five prayer breakfasts in Boston, Washington, D.C., Kansas City, Omaha, and Philadelphia, with a total of nearly 700 people. We were privileged to have several respected Catholic leaders as featured speakers at these events, including George Weigel, author of *Witness to Hope*, the biography of Blessed Pope John Paul II; Mike Sweeney, retired first baseman for the Kansas City Royals; Fr. Robert Spitzer, President of the Magis

Center of Reason and Faith; Catholic author and speaker Michaelann Martin; Cardinal O'Malley, Archbishop of Boston; Archbishop Chaput of Philadelphia, Archbishop Neumann of Kansas City; Archbishop Lucas of Omaha, and Sister Joseph Andrew, OP, of the Dominican Sisters of Mary.

“The FOCUS New Evangelization Breakfast was an inspirational event. What FOCUS is achieving on college campuses with the conversion and discipling of young adults provides a model on how to implement the New Evangelization in parishes and dioceses,” said Archbishop Naumann.

REACH is an opportunity for the local community to gather with FOCUS missionaries and students and encounter Jesus Christ in the Eucharist, hear the words of inspirational



speakers, see the fruit of FOCUS' work on local campuses, and learn more about how they can live out the evangelical mission of the Church in their parishes, families, workplaces, etc.

“The REACH prayer breakfast is an excellent way of uniting different parts of the Catholic Church: students, parishoners, clergy. Getting leaders with different talents together always starts a fire,” said Mike Guenther, who attended the Kansas City REACH event while serving as Team Director at the University of Kansas.

In Washington, DC last December, 140 people gathered for the first prayer breakfast which included talks by many prominent voices in the Catholic world: Curtis Martin, President and Founder of FOCUS and Consultor to the Pontifical Council for Promoting the New Evangelization; Msgr. Stewart Swetland, Host

of EWTN's Catholicism on Campus; Thomas Peters of CatholicVote.org and Cultural Director of the National Organization for Marriage.

“Hands down, REACH, DC was one of the better experiences for not only my missionary staff and student leaders, but for people in the local community FOCUS serves,” said Craig Pytleski, who brought his team and student leaders to the prayer breakfast while serving as Team Director at George Mason University. “Having faithful Catholics gather for a morning of prayer, fellowship and formation was a great opportunity for everyone to see the greater vision of what we are doing to fulfill the Great Commission and to serve today in the New Evangelization.”

For more information about REACH events, visit [www.focus.org/reach](http://www.focus.org/reach). 📍

WHERE WE WERE »

# SEEK 2013

PURSUED BY GOD  
Finding His Love at SEEK 2013

In January, nearly 6,300 people gathered in Orlando, Florida, for our SEEK 2013 Conference. It was the largest national conference in the history of FOCUS. Thousands of college students gathered to explore what it means to be a young Catholic today and to grow in faith and leadership.

“The power of six thousand students, just like me, in one room at adoration praying and singing will always be with me,” said Lauren Dubuque, a freshman at the University of Vermont. “He consumed my heart and mind. He gave me courage and, finally, I learned that **I am worth every ounce of love in the world**, not the lust that is glamourized in the media. SEEK helped me find God, and in return I found myself.”

What happened in Orlando was an encouraging witness to the hope of a bright future for the Catholic Church. At SEEK 2013, students, staff, clergy, and benefactors were challenged

and inspired by four days of dynamic talks, workshops, and keynote addresses by many of today’s most inspiring speakers: Emcee Chris Stefanick; Matthew Kelly, President and founder of the Dynamic Catholic Institute; Pat Lencioni, President and founder of The Table Group; Helen Alvaré, Professor of Law at George Mason University and ABC News consultant; Leah Darrow, apologist for Catholic Answers and former contestant on the television reality show, America’s Next Top Model; and Curtis Martin, President and founder of FOCUS.

The conference also featured entertainment by Matt Maher as well as a powerful night of confession and adoration during which **an estimated 4,800 people received the Sacrament of Reconciliation.**

After attending SEEK 2013, Chelsea Galvin, a senior at the University of Vermont in Burlington, was inspired to establish a Bible





study with her sorority sisters. Before attending SEEK 2013, her faith had been through many ups and downs, hitting a low during her junior year while studying abroad in France.

One of the biggest things that Chelsea took away from SEEK 2013 was that she finally reached an understanding of God's infinite love. "He loves me, but do I love Him in return?" she reflected.

Galvin said that SEEK 2013 helped her realize that God has loved her for the entirety of her life, even when she did not feel like she was receiving it. "I always focused on the bad in my life: the hurt, the jealousy, what I didn't have, why I wasn't good enough" said Galvin. After all the talks and fellowship at SEEK, she finally realized that **"God is always there even when you aren't seeking Him, He is always there loving you, He is the most constant thing in your life."** 🙏



HOW WE'VE GROWN >>

# INTRODUCING OUR NEW

*NEW STAFF TRAINING 2013*

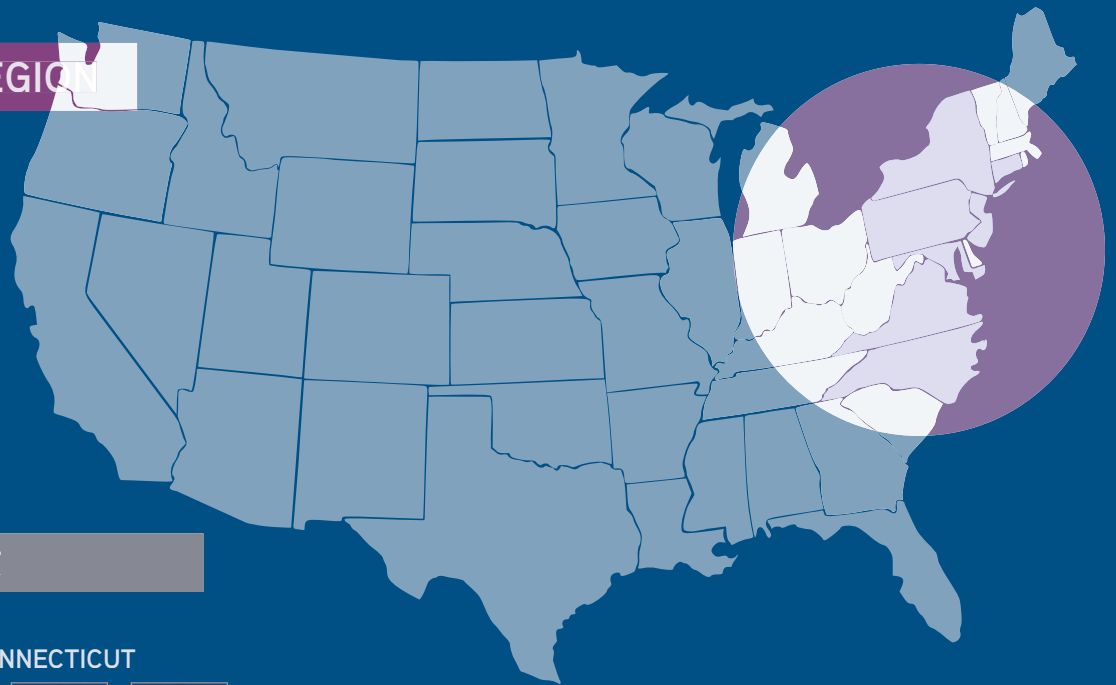




# STAFF

This summer, 150 new missionaries joined hundreds of FOCUS staff for training at Ave Maria University. FOCUS has expanded to 11 new campuses, including three in California, and will serve a total of 83 colleges and universities across the United States.

# ATLANTIC REGION



## CONNECTICUT

### UNIVERSITY OF CONNECTICUT



Shannon Zurcher Paul Moye Amy Janicki Steven DiMassimo

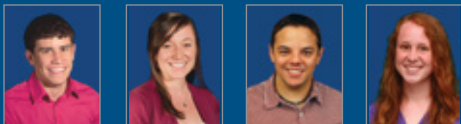
### UNITED STATES COAST GUARD ACADEMY



Ryan Purcell Mary Liz Purcell David Hickson Paola Pena Rojas

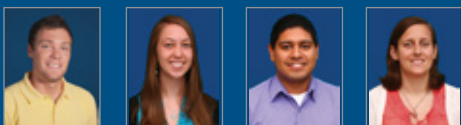
## MARYLAND

### UNIVERSITY OF MARYLAND



Chris Rothschild Mary Manion Jonathan Sanchez-Hidalgo Mary Linn

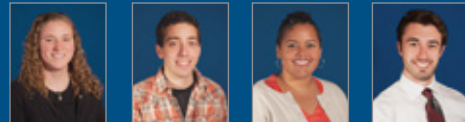
### UNITED STATES NAVAL ACADEMY



Greg Schmidt Gina Goettler Marcos Nino Jennifer Wukawitz

## DISTRICT OF COLUMBIA

### GEORGE MASON UNIVERSITY



Carrie Wagner Mike Antonacci Ninoska Moratin Arragon Perrone



Maria McDonough Daniel Carmichael Emma Dickinson

### GEORGE WASHINGTON UNIVERSITY



Daniel Paris Samantha Deschane James Beatty Megan Fountain Sarah Jane Leder

## NEW YORK

### COLUMBIA UNIVERSITY IN THE CITY OF NEW YORK



Laura  
Scharmer



Niru  
De Silva



Dana  
Lange



Joseph  
Austin

### NEW YORK UNIVERSITY



Madelynn  
Perez



Pat  
Dunford



Erica  
Johnson



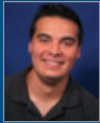
Thomas  
Murphy

## NEW JERSEY

### FAIRLEIGH DICKINSON UNIVERSITY-COLLEGE AT FLORHAM



Brenda  
Harter



Eric  
Munoz



Katheryn  
Dugan



Pierce  
O'Connor

### MONTCLAIR STATE UNIVERSITY



Perla  
Garcia



Mike  
Bovino



Ania  
Majdosz



Chris  
Goulet

### RAMAPO COLLEGE OF NEW JERSEY



Ann  
Gennaro



Steven  
Piorkowski



Danielle  
LaPointe



Nicholas  
Grevas

### SETON HALL UNIVERSITY



Anna  
Capizzi



Timothy  
Cobb



Katie  
Brady



Brendan  
Niklason



Terry  
Phillips

## NORTH CAROLINA

### BELMONT ABBEY COLLEGE



Tyler  
Rossner



Alexandra  
Casals



Tyler  
Landry



Sarah  
Landry

## PENNSYLVANIA

### TEMPLE UNIVERSITY



Vince  
Sartori



Caitlyn  
Usher



Steven  
Lewis



Amy  
Cleeter

## VIRGINIA

### JAMES MADISON UNIVERSITY



Susie  
Maurer



Emmanuel  
Carreno-Garcia



Ambria  
Martin



Kyle  
Ambrose

### UNIVERSITY OF MARY WASHINGTON



Anthony  
Christiansen



Maria  
Buchholz



Richard  
Girardin



Katrina  
Oteyza

### UNIVERSITY OF VIRGINIA - MAIN CAMPUS



Ruth  
Kalscheur



Alex  
Lohn

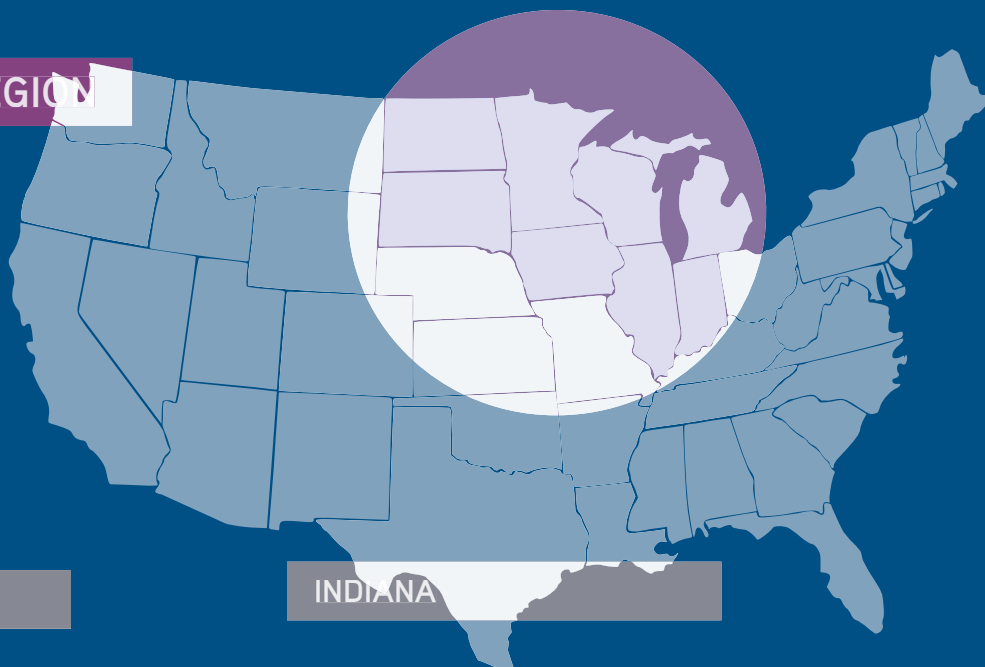


Danietta  
Charles



Anthony  
Welch

# GREAT NORTH REGION



## IOWA

### DRAKE UNIVERSITY



Katie Harris



Jonathan Clark



Leslie Sear



Jedidiah Taubel

### LORAS COLLEGE



Craig Novak



Rachel Rock



Shaun Clynce



Mary Vercollone

## INDIANA

### BALL STATE UNIVERSITY



Joanna Brady



Brendon Pond



Rachel Holmes



Keaton Leach

### INDIANA UNIVERSITY PURDUE UNIVERSITY INDIANAPOLIS



Anne Marie Brummer



Jake Firestine



Brooke Yessa



Robert Froeschl



Meghan Hamson

## SOUTH DAKOTA

### SOUTH DAKOTA STATE UNIVERSITY



Andrew Tomsche



Kaitlyn Reindel



Buck Teeter



Kathryn Houle

### UNIVERSITY OF SOUTH DAKOTA



Jeremy Cassidy



Jennifer Wade



Anthony Menke



Evonne Corrales

## WISCONSIN

### UNIVERSITY OF WISCONSIN



Tyler Degen



Kristin Fimian



Mike Smith



Mary Ferraro



Brian Preisler



Stephanie Twedt

### UNIVERSITY OF WISCONSIN - LA CROSSE



Theresa O'Loughlin



Matthew Koczur



Emily Loney



Kevin Decker

## NORTH DAKOTA

### NORTH DAKOTA STATE UNIVERSITY



Bryan  
Thiry



Kelsey  
Kaufman



TJ  
Beyer



Jane  
Voelker

### UNIVERSITY OF MARY



Alison  
Wanner



Cullen  
Gibbons



Amy  
Surmont



Benjamin  
Keller

### UNIVERSITY OF NORTH DAKOTA



Luke  
Hellwig



Teresa  
Nuar



Karl  
Eby



Jamie  
Fox

## MINNESOTA

### MINNESOTA STATE UNIVERSITY - MANKATO



Phillip  
Stone



Cathryn  
Bettendorf



Jonathon  
Spaid



Diane  
Butler



Ismael  
Rodriguez



Courtney  
Ripoll

### UNIVERSITY OF MINNESOTA - DULUTH



Kristen  
Vetter



Joseph  
Richards



Rosalin  
Schlosser



Mathew  
Wuebben

### WINONA STATE UNIVERSITY



AJ  
Garcia



Jodi  
Barth



Matt  
Bowen



Lisa  
Papiernik

## ILLINOIS

### BRADLEY UNIVERSITY



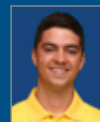
Amy  
Brammer



Bryan  
Wilburn



Rebecca  
Mumma



Mark  
Pica

### NORTHWESTERN UNIVERSITY



Derek  
Lyssy



Molly  
Falke



Andrew  
Dejka



Hannah  
Kauffold

### UNIVERSITY OF ILLINOIS



Nick  
Meyer



Holly  
Lancaster



Sierra  
Goeden



Travis  
Todd



Madison  
Kinast



Robert  
Cargill



Rebekah  
Alva

### UNIVERSITY OF ILLINOIS - CHICAGO



Anna  
Hall



Kelby  
Meyers



Maeg  
Spethman



Zachary  
Hayes



Mary  
Wagner

## MICHIGAN

### EASTERN MICHIGAN UNIVERSITY



James  
Kozlowski

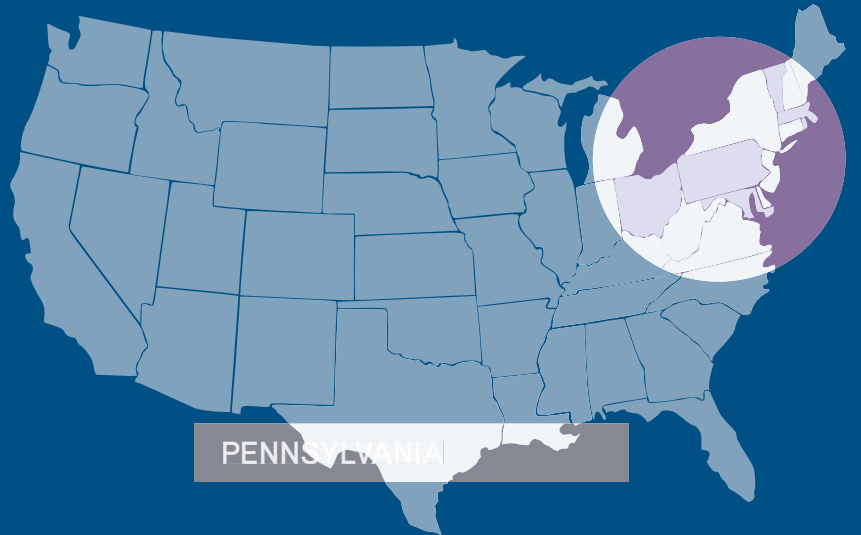


Becky  
Nowak



Mikayla  
Koble

## NORTHEAST REGION



### MASSACHUSETTS

#### BOSTON UNIVERSITY



Gina  
Koshute



Wesley  
Woods



Jenn  
Stenzel



John  
Huynh

#### HARVARD UNIVERSITY



Michael  
Selenski



Tricia  
Lester



Eric  
Maschue



Federica  
Wade

#### MASSACHUSETTS INSTITUTE OF TECHNOLOGY



Nate  
Whipple



Ashley  
Moersch



Griffin  
McHaffie



Samantha  
Shepard

### PENNSYLVANIA

#### CARNEGIE MELLON UNIVERSITY



Joseph  
Gruber



Rachel  
Foley



Keith  
Gatzke

#### UNIVERSITY OF PITTSBURGH



Chris  
Schilmoeller



Colleen  
Zbiegien



Matthew  
Keeny



Kathryn  
Showalter

### OHIO

#### FRANCISCAN UNIVERSITY OF STEUBENVILLE



Luke  
Oestman



Hannah  
Brehm



Sean  
Zimprich



Kristin  
Laylock

### MARYLAND

#### MOUNT ST. MARY'S UNIVERSITY



Luke  
Reetz



Ellen  
Klein



TJ  
Bench



Jenna  
Lewis



Megan  
Elliot

### RHODE ISLAND

#### UNIVERSITY OF RHODE ISLAND



Meagan  
Kline



Maura  
Donnelly

### VERMONT

#### UNIVERSITY OF VERMONT



Sean  
Pott



Tori  
Vissat



Steve  
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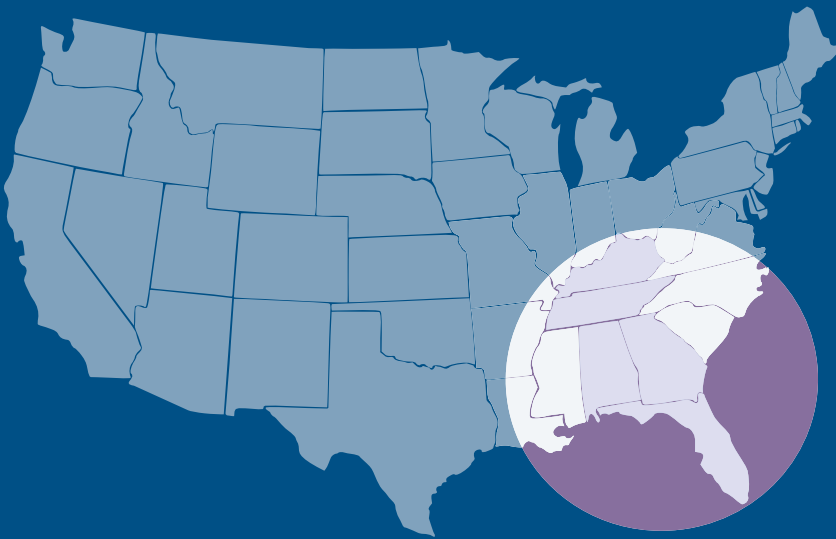


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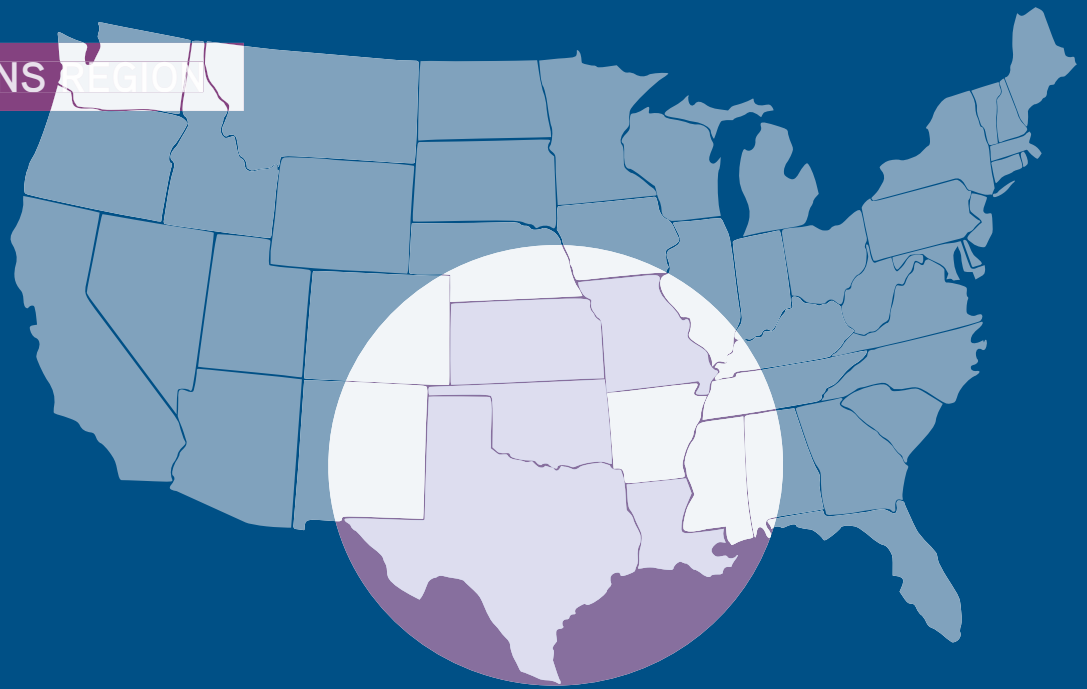


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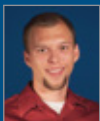


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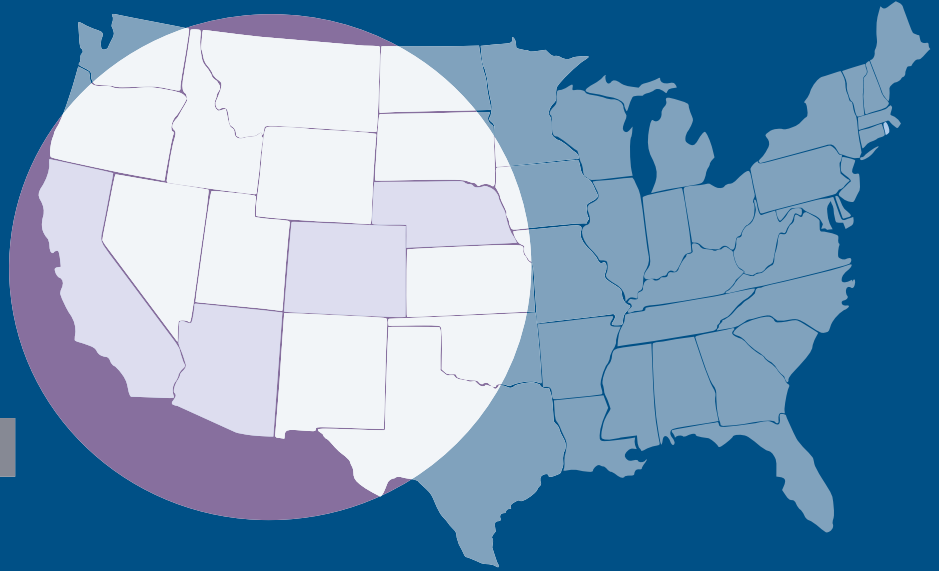


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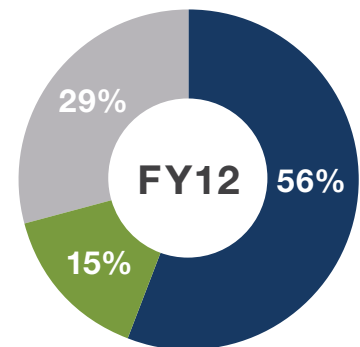
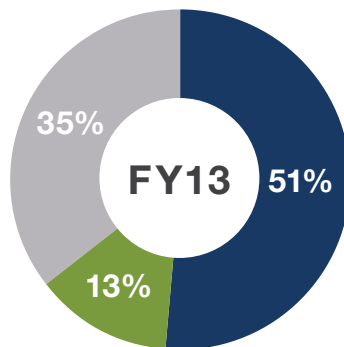
## WHY IT'S POSSIBLE >>

### FISCAL YEAR ENDING:

	5/31/13	5/31/12
Campus Revenues	\$ 24,269,551	\$ 18,421,059
Non-Campus Revenues	\$ 3,389,477	\$ 1,565,594
Total Revenue	\$ 27,659,028	\$ 19,986,653
Campus Expenses	\$ 21,167,071	\$ 17,219,736
Non-Campus Expenses	\$ 5,673,565	\$ 3,034,317
Total Expenses	\$ 26,840,636	\$ 20,254,053
Total Change in Net Assets	\$ 818,392	\$ (267,400)
Fundraising as % of Total Expenses	10%	10%
General & Administrative as % of Total Expenses	8%	8%
Program as % of Total Expenses	82%	82%

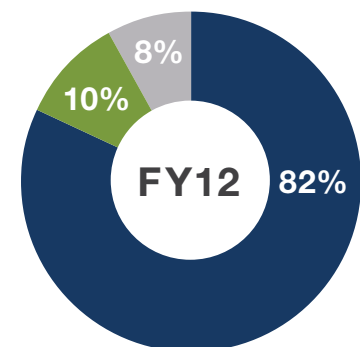
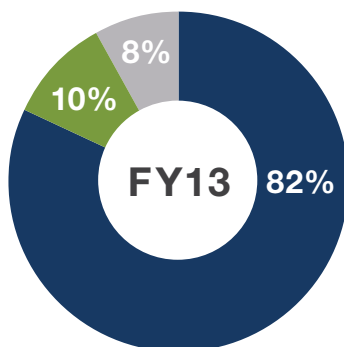
### SOURCES OF CASH RECEIVED

- Support Team Contributions
- Campus Fees
- Other General Support

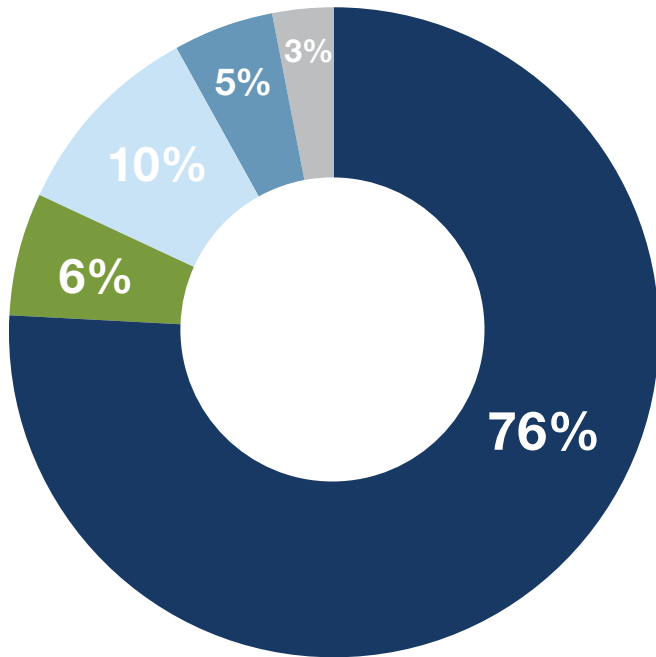


### OPERATING EXPENSES

- Program services
- Fundraising expenses
- Administrative expenses

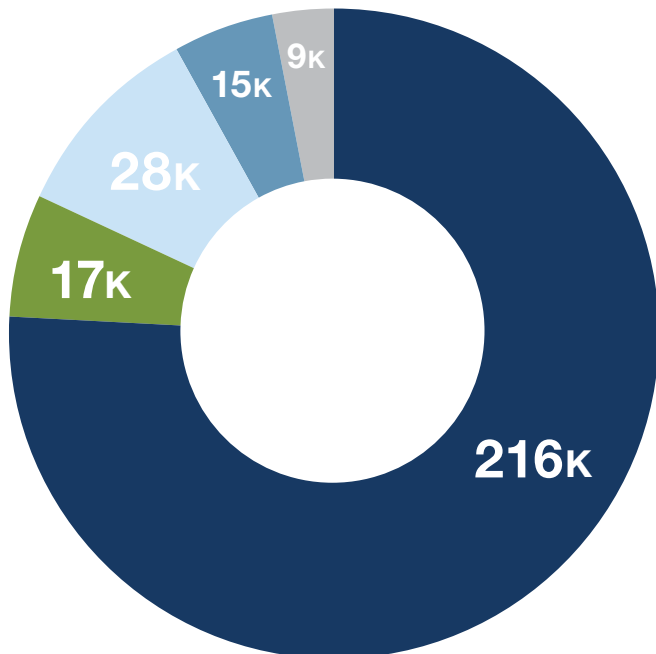


**SAMPLE ANNUAL BUDGET** *for a four-person missionary team*



**TOTAL BUDGET: \$285,000**

\*This budget represents the costs of an average four person missionary team. Teams vary in size from two missionaries to eleven. This budget represents direct campus costs only and does not include costs for off campus programs such as international missions and national conferences which are funded by registration fees and participant fundraising.



- Salaries and Benefits
- Formation and Training
- Collegiate Outreach Program Expenses
- Accounting and Technology Services
- National Program Expenses

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