

# BEHOLD



**RELIANT**

**2020 Annual Ministry Report**

*Published 2021*





“BEHOLD, I AM DOING A NEW  
THING; NOW IT SPRINGS FORTH,  
DO YOU NOT PERCEIVE IT? I WILL  
MAKE A WAY IN THE WILDERNESS  
AND RIVERS IN THE DESERT.”

ISAIAH 43:19



## FROM THE **EXECUTIVE DIRECTOR**

This past year presented us all with so many questions and challenges. As a nation, we grappled with the legacy of racism and unequal treatment so many face in their daily lives. We didn't know all the ways the pandemic would affect us or what "normal life" would look like when it was over. From our and our loved one's health to the global economy, so many of our lives were affected in ways we couldn't have known.

Yet, despite this, we were still able to see the incredible work that God is doing through our missionaries worldwide. As our theme verse, this year implies, we can look back at 2020 and see God's hand doing many new things: churches embracing new ways to minister to their communities and young men and women taking steps of faith to follow the call of Christ considering the needs of the world around them.. **We can genuinely behold the Creator of all, creating life in places that might have seemed lifeless, making water sources in the middle of desert wastelands, and truly doing new things**

**beyond our imagination.** As we reflect on what God has done, let us also press on to the hope and expectation of what He has in store for us in the coming year.

We are joined together by one common goal: to see the good news of the glory of God spread to every corner of the world. On behalf of the whole Reliant family, thank you for your continued prayers and generosity.

Through peaceful and trying times, your faithfulness in supporting the mission of mobilizing missionaries for the Great Commission has been incredible. We are so grateful to partner alongside each one of you in the work of the Gospel!



Tom

Tom Mauriello



**MIKE  
BERGEN**  
ASIA MISSIONARY COACH

**IN 1990, MY FAMILY HAD THE OPPORTUNITY TO MOVE TO THE PHILIPPINES AS MISSIONARIES. BUT OUR PLANS FAILED, AND WE RETURNED TO THE U.S. IN 1991. YET GOD HAD BIGGER PLANS.**

One of our Filipino contacts from that year continued our Bible study, building it into a church, which resulted in many more Philippine churches starting! In 2010 these churches caught the vision of going to unreached parts of Asia in partnership with U.S. sponsors. Our first attempt fell apart, but a second team of missionaries was trained and moved to Cambodia in 2017. Yet after a year, only one family remained, Fred and Jolita.

But God had a unique purpose. They were joined by Thom, a Cambodian Christian, and Bona, a translator. Now, despite failures, government policies, and Covid-19 restrictions, this team of three strong leaders are working together to share the gospel, train disciples, and start churches in three different locations in Cambodia!

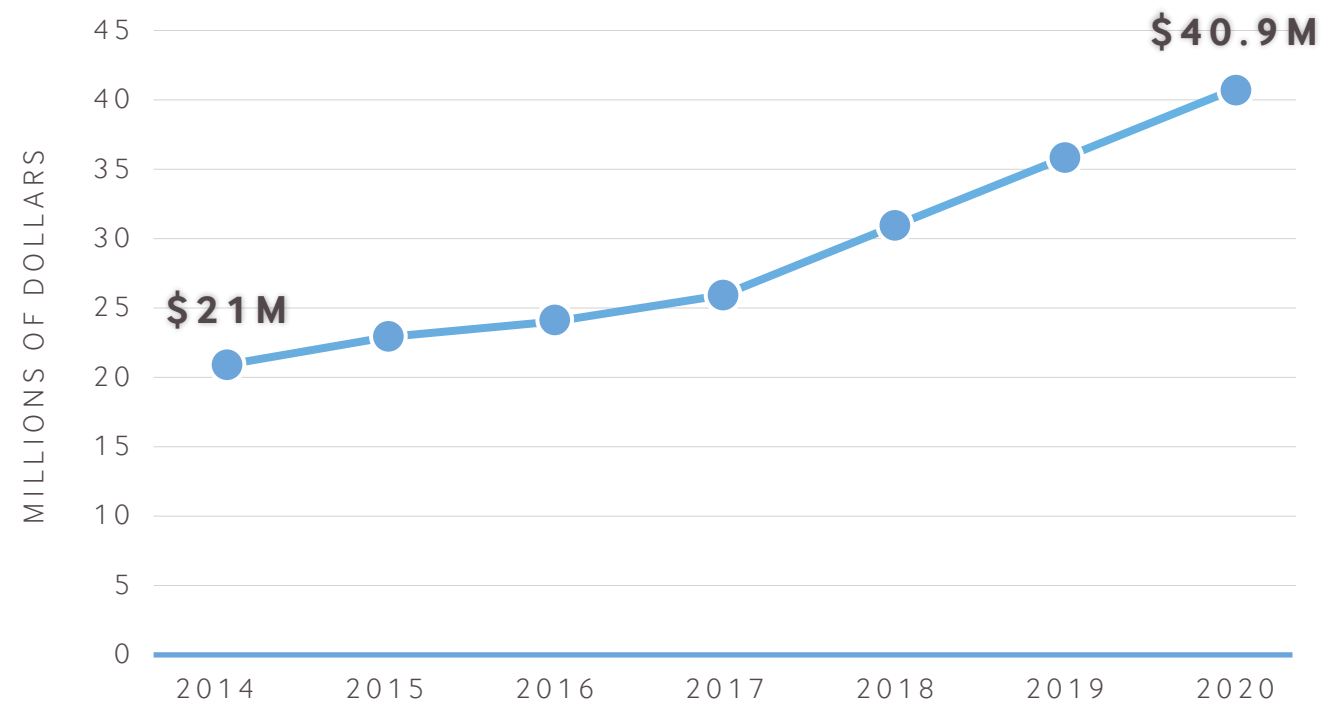
**God had bigger and better plans than ours.**







## GIVING TOWARD THE MINISTRIES OF MISSIONARIES\*



\*This represents only giving towards the ministries of missionaries and does not include giving toward ministry project accounts.

## THE IMPACT OF COVID-19

**IN 2020, WE SAW GIVING TOWARDS THE MINISTRY OF OUR MISSIONARIES INCREASE BY 13.6%.**

Reliant ministry partners had to make decisions that would drastically change the way they ministered, our missionaries were required to pivot their strategies in light of stay-at-home orders, people everywhere experienced financial uncertainty, and even our Central Staff quickly moved to serve missionaries while working remotely.

We have all experienced several ways that this year caused disruptions and even transformed life as we know it. Yet, even in the midst of all of this, we have continued to see God do unexpected and miraculous things. He is making streams in the desert. This would not be possible without donors like you giving generously to missionaries, even in these unusual circumstances. Your giving made a difference in 2020.



# VIRTUAL TRAINING

Reliant's New Staff Training provides missionaries from all over the world with an in-depth and practical guide on raising support. This 5-day training is a blend of instruction on topics ranging from Making the Financial Ask to Biblical Foundations. It includes small group workshops that provide new missionaries an opportunity to construct and practice their support presentation with a trained coach.

**152**  
MISSIONARIES  
ATTENDED VIRTUAL  
TRAINING IN 2020

**250**  
HOURS OF VIRTUAL  
TRAINING IN 2020

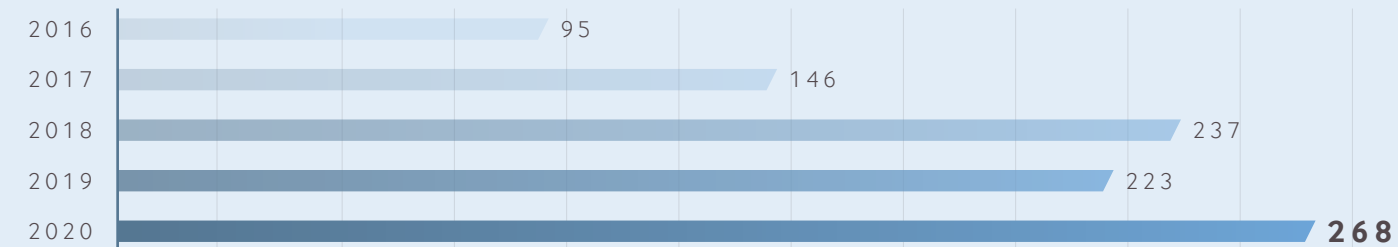
Reliant making virtual training possible was huge for our organization. Despite the year we've had, our organization had its largest recruitment class ever wanting to step into overseas missions. **Thanks to the virtual training, these new residents, who are located all across the US, were able to get trained and started on support raising in the middle of a pandemic.** And not only that, some of our current staff were able to join in the training and coach them through MTD specifics pertaining to our organization. This has potentially opened up the door for our overseas staff to be more involved in Reliant training even when they're launched back overseas. We're so thankful for Reliant. They are incredibly helpful, flexible, and willing to take the extra steps necessary to help our teams get overseas.

— Mike Ironside, Campus 2 Campus Board Chairman & Mobilization Director

I know that this was a first. KUDOS. There are so many moving pieces. I appreciated the organization and the timeliness. The Word of God is clearly woven into every session, but I especially loved when it was used to illustrate how significant our work is going to be. I got excited thinking about how I would be ministering to people when I met them, in addition to sharing my story and asking for support. Inviting them into the dreams of God means so much more than 'fundraising for support.'

— Andrea Johnson, U.S. Training Participant

## TOTAL NUMBER OF MISSIONARIES TRAINED





SEAN  
LYONS  
CHURCH PLANTER

WE WERE ALWAYS PLANNING TO LAUNCH OUR  
NEW CHURCH IN THE FALL OF 2020.

But when the pandemic hit, everyone kept asking us whether it was wise to move forward in planting a church or not. As we prayed, fasted, and sought wise counsel, God kept pressing upon us the truth that Jesus will build His church. And a pandemic wouldn't stop Him.

Planting Salt & Light LA during Covid-19 has certainly been challenging. But barriers are often opportunities to see how God wants to work differently than we expected. In this season of gathering in parks or online, we've forged a greater sense of family and mission. We've been able to start multiple online Bible studies with unbelievers, minister to the homeless, and give at least half of our offerings away. And maybe most importantly, being forced to start a smaller, simpler form of church has given others among us the vision to start their own. In the midst of a pandemic, God isn't just birthing one church, but potentially many.

CHARITABLE

	RECURRING GIFTS	SPECIAL GIFTS	TOTAL
2016	\$20,479,360	\$3,818,701	<b>\$24,298,061</b>
2017	\$22,430,507	\$4,196,498	<b>\$26,627,005</b>
2018	\$25,321,497	\$5,745,846	<b>\$31,067,343</b>
2019	\$30,122,928	\$6,661,089	<b>\$36,784,018</b>
2020	\$34,687,093	\$7,831,492	<b>\$42,518,585</b>

GIVING

GIVING  
BREAKDOWN

TOTAL GIFTS  
GIVEN IN 2020  
**376,618**

SPECIAL GIFTS  
**16,362**

ONLINE GIVING  
**90.54%**

AVERAGE GIFT  
**\$113**





HILLARY

CAMPBELL



CAMPUS  
MISSIONARY

**I AM REALLY EXCITED ABOUT HOW GOD HAS TAKEN MY PERSONAL MINISTRY IN A TOTALLY NEW DIRECTION IN THE LAST YEAR!**

My husband (Stephen Campbell, also serving at Fellowship Church) and I have always felt called to church planting. A little over a year ago, we were actually in the process of scouting out a potential church plant location in south Texas that ultimately didn't feel like where the Lord was leading us.

In a gathering of Collegiate churches from our region, one of the church plants sent out from ours in 2000 was sharing about the state of their church, their struggles, and the deep need for more ministry workers serving there. Long story short, the Lord really moved in our hearts in a way totally different than we were expecting and led us into a process of being mobilized to join them as that church experiences a "reboot" of their ministry and we are planning to move in January!

We are so excited about the new things the Lord is doing at Hope Fellowship Church in Denton and look forward to being a part of that team.

In addition to this, for a long time, as a Person of Color, I have been deeply passionate about God's heart for justice and unity and have prayed that the Lord would create a way for that passion to intersect with my role in ministry. Last summer, God led our church into establishing a small team, including myself, to focus on racial unity and to keep that aim in front of us. That led to us creating space to intentionally listen to the experiences and hurts of People of Color in our church. It also resulted in us offering a church class called Conversations about Race.

In the class, we trained and challenged members in having Gospel-centered, often uncomfortable conversations related to race that reflect the heart of Jesus and His ministry of reconciliation. Having these conversations in our church has been challenging, refining, and is leading to great healing and restoration! **These are just a couple of examples of how we have seen God making "springs in the desert".**

*"HAVING GOSPEL-CENTERED CONVERSATIONS RELATED TO RACE IN OUR CHURCH HAS BEEN CHALLENGING, REFINING, AND IS LEADING TO GREAT HEALING AND RESTORATION!"*





# REVENUES

Revenue Source	2020	2019	Change
Contributions	\$42,515,048	\$36,785,263	▲ 16%
Conference and Program Fees	\$192,772	\$373,783	▼ 48%
Investment Income (Loss)	\$244,203	\$389,841	▼ 37%
Other Revenues	\$26,258	\$23,431	▲ 12%
<b>Total Revenues</b>	<b>\$42,978,281</b>	<b>\$37,572,318</b>	<b>▲ 14%</b>

# NET REVENUE

Excess (Deficit)	2020	2019
<b>Excess (Deficit) of Revenue over Expenses</b>	<b>\$3,248,650</b>	<b>\$2,013,963</b>

# EXPENSES

Expense	2020	2019	Change
<b>Ministries and Programs</b>			
U.S. Staff and Ministries	\$27,764,600	\$25,173,202	▲ 10%
International Staff and Ministries	\$7,672,676	\$6,145,805	▲ 25%
Conferences and Events	\$114,459	\$337,856	▼ 66%
<b>Total Ministries and Programs</b>	<b>\$35,551,735</b>	<b>\$31,656,863</b>	<b>▲ 12%</b>
<b>Supporting Services</b>			
Management and General	\$4,177,896	\$3,901,492	▲ 7%
<b>Total Expenses</b>	<b>\$39,729,631</b>	<b>\$35,558,355</b>	<b>▲ 12%</b>

## FROM THE DIRECTOR OF ORGANIZATIONAL AFFAIRS & TREASURER

Reliant Mission would like to sincerely thank you for your faithful partnership. Through generous donors like you, God graciously supplies the needed financial resources for this ministry. We never take this generous provision for granted. The ministry of Reliant continues to flourish and multiply in its mission because of our dedicated ministry partners. Even in the midst of a global pandemic, we were amazed at how God increased giving to Reliant!

Reliant is also committed to the highest standards of integrity, both financially and in our governance. Thus, we want to keep you informed annually about the finances of the ministry you support. In the midst of an ever-changing, virtual world, we stand firm to keeping our rigorous financial standards.

Our Christian Board of Directors and our Audit Review Committee provide strong leadership and accountability for Reliant management. Since 1992, we have been a committed member of the Evangelical Council of Financial Accountability (ECFA), which represents and reflects our pledge to transparency and careful oversight and to honor charitable expectations.

As always, our 2020 financial records were audited by Capin Crouse, LLP, a national leader in nonprofit accounting and auditing. Their 2020 audit report is always available upon request.



*David*  
**David Meldrum-Green**



## BOARD OF DIRECTORS

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