



Discipling
Marketplace
Leaders
Church-based
Business as Mission



ANNUAL REPORT 2019

Discipling Marketplace Leaders

TO OUR PARTNERS IN MINISTRY



Dear Friends,

It is with great joy that we share with you the report of God's faithfulness in 2019. Discipling Marketplace Leaders (DML) touched and impacted over 70,000 marketplace Christians through ten partnerships in nine countries. It was a year of growth in every aspect as the stories below will show, thanks in part to your generous prayers and support.

Strategic Highlights

In 2019, DML shifted from the safe umbrella of International Christian Ministries to becoming an independent 501c3. This process led us to spend time reframing who we are and what we do, which is as follows:

Our vision: Discipling Marketplace Leaders envisions every local church discipling every member to be the church in every marketplace so that all may flourish.

Our mission: Discipling Marketplace Leaders educates, equips, and empowers the local church to establish a ministry that disciples every believer to live out work as worship and mission.

These conversations help to shape what we do, how we do it, and where we move. Read more below!

Financial Highlights

Due to the demands of the work, our 2019 budget was increased by 22% from the year before and we are thankful to God for ability to meet that demand through the generous support of our friends and partners. Our planning for 2020 projects an additional 17% increase again as the demands for this message to reclaim and realize the redeemed marketplace through the local church continues to grow. Read more below!

Operating Highlights

The year 2019 was clearly a breakthrough year of connecting with denominations (we added five more!) and we pray that 2020 will be a breakthrough year of connecting with other ministries. God continues to open doors and opportunities for His message to be spread! Read more below!

"Amazingly little theological reflection has taken place in the past about an activity which takes up so much of our time. The number of pages theologians have devoted to transubstantiation, which does or does not take place on Sunday, for instance I would suspect far exceeds the number of pages devoted to work that fills our lives Monday through Saturday."

Miroslov Volf, *Work in the Spirit*

Looking Ahead

In this document you will see reflections on what God allowed us to do through DML in 2019, as well as looking forward to what God will permit us to do in 2020. We look forward to sharing this with you in this report!



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MOVING FORWARD IN 2020

Ministry to Denomination

In 2018, Dr. Walker shared with our team that he believed 2019 would be the “year of breakthrough” for DML to work with denominations. Those words turned out to be prophetic, as we entered the year with one formal denominational partner but left the year with six:

- Kale Heywet Church, Ethiopia: 10,000 churches
- Anglican Church of Kenya, Kitale Diocese: 300 churches
- Pentecostal Assemblies of God, Uganda: 6,000 churches
- Assemblies of God, Ghana: 6,000 churches
- Full Victory Gospel Ministry, Tanzania: 60 churches
- Christian Missionary Alliance, Burkina Faso: 1,000 churches

When a denomination understands the importance of a discipleship ministry for the workplace, it begins to become part of the DNA of the local church. It becomes as “regular” as youth ministries or women’s ministries. We believe that when this happens, the business as mission movement will grow deep roots that will not fade away as tends to happen with movements, but rather can last throughout the ages.

Ministry to Ministry

Towards the end of 2019, we began to see God opening new doors again but in a new area. In addition to the DML ministry partnering with denominations, we began to see opportunities to partner with other ministries. There are many mission agencies that focus on church planting or church multiplication but lack this component of addressing the whole individual in the work that they do. There are also many ministries that work with missionaries or with businesses but lack the component of how to do this in the church. These new opportunities are leading us to speak in Thailand and Germany this year, just to name two. We are thankful for these new doors and continue to pray that this message of “work as worship” and the importance of discipling people in the workplace become part of the fabric of each local church!



Story of Transformation from Cameroon

“We were blessed this quarter with Pastor Adolph of Baptist Church Mfou who shared that our awareness creation resolved a serious challenge between himself and his wife. He is a secondary school teacher who makes sure that his entire student body at least 80% must always make it in their final exams every year. In order for this to happen, he spends extra time to work with his students. His wife always had problems with this and would ask, “Who pays for this extra work?” Pastor Adolph responded that God is his employer. During our DML event in their church she finally came to understand that every work is worship unto God.”

“If it falls to your lot to be a street sweeper, sweep streets like Michelangelo painted pictures, sweep streets like Beethoven composed music...sweep streets like Shakespeare wrote poetry. Sweep streets so well that all the host of heaven and earth will have to pause and say here lived a great street sweeper who swept his job well.” Martin Luther King Junior

NUMBERS THAT TELL A STORY

There are narrative stories and there are number stories. On this page, will see a story that the numbers can tell, but it is not a complete story. On the next page you will see a narrative story of just one person, which clearly does not capture all the impact but gives you a good example.

An interesting thing to note is that DML works through a flow chart made up of a number of different steps, and all of our African Implementing Partners are at different points in the flow chart. We start with the church and then move toward the businesses. Several of our partners are starting with denominations so there is an emphasis for a time on Awareness Creation in order to get the churches on board.

The ultimate goal that we work towards is an equipped Marketplace Minister who has been commissioned by the church and accepts the calling to be salt, light, and leaven in the Marketplace.

<i>DML Metrics</i>			
All African Implementing Partners: Kenya, Uganda, Tanzania, Ethiopia, Nigeria, Cameroon, Ghana, Liberia, Burkina Faso	2018	2019	Plan for 2020
Awareness Creation: Two-hour, four-hour, or other sensitization workshops	21,490	68,473	32,900
DML Seminary Courses	370	202	420
Pastor and Church Leader Workshop	1,330	3,568	1,670
Number of businesses who completed business training	2,818	1,216	3,295
Number of Commissioning Services	1,197	491	1,900
Number of businesses actively involved in a mentoring relationship or advocacy.	3,619	2,535	4,274

What makes DML unique?

DISCIPLING MARKETPLACE LEADERS IS UNIQUE BECAUSE:

- 1. WE PROVIDE A TANGIBLE, SYSTEMATIC METHOD FOR IMPLEMENTING WORK AS WORSHIP AND MISSION THROUGH AND IN PARTNERSHIP WITH THE LOCAL CHURCH.***
- 2. WE PARTNER WITH INDIVIDUALS AND ORGANIZATIONS THAT HAVE A COMMON VISION AND PURPOSE, SERVING AS THE CATALYST FOR TRANSFORMATION.***

FINANCIAL SUMMARY

The work of Discipling Marketplace Leaders is only possible because God has blessed us with individuals, families, churches, businesses and foundations whose support allows us to contribute to those doing this work in nine countries. We are thankful for each person who gives through their time, treasure and talents!

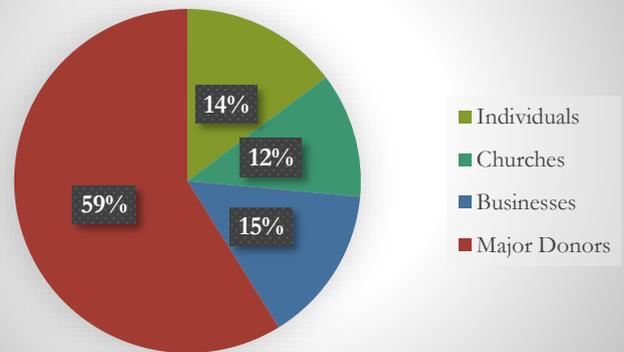


Since 2015, our donations have consistently come in through different donors as evidenced in the graph.

The funds go toward:

- Support for our African Implementing Partners, for staff time, equipment, and other expenses incurred in delivering the message.
- Scholarships for those who need extra help to be able to attend the workshops and seminars.
- International, Regional, and Local travel
- Regional Meetings
- Resource development

DML Donor Distribution



Our budget for 2020 includes an increase of another 17%. We continue to believe that where the Lord leads, He also will provide!



Discipling Marketplace Leaders is an international nonprofit, Christian organization serving the church worldwide. We believe the marketplace is central to the mission of the church. We partner with the local church to affirm, equip, and empower its members to renew and reclaim the marketplace by modeling godly business principles, creating jobs to promote human flourishing, and generally to see their work as worship and mission.



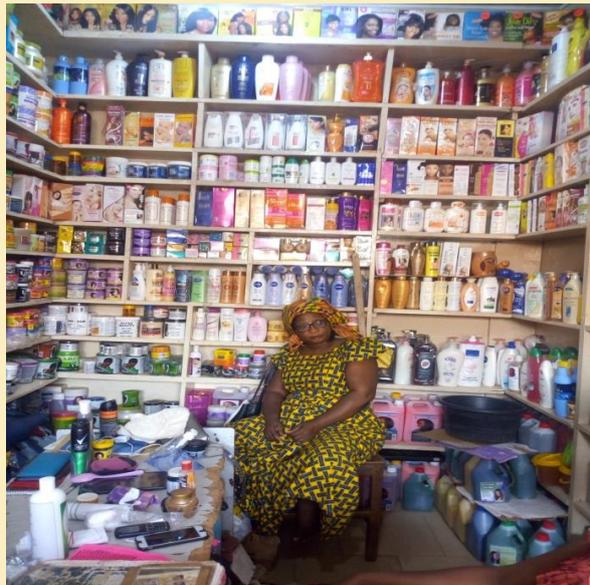
A STORY OF TRANSFORMATION IN GHANA: JANET AKOMEA

Janet Akomea, after completing Senior High School, relocated from Kumasi to Tamale to stay with her aunt, who introduced her to trading. After several years of trading with her aunt, Janet decided to operate her own business. Her extensive research convinced her to venture into the cosmetic industry. She noticed that there were very few cosmetics shops in the Tamale metropolis. Therefore she seized the opportunity to open a cosmetic shop to serve the people within the Tamale community. She kept the relationship with her aunt and consulted with her from time to time in order to draw from her wealth of experience in the cosmetic business.

Her Pastor noticed her enthusiasm and the way she manages her business. Therefore, in 2016 he invited her to the DML Conference in Tamale. Through this program, Janet was also introduced to Hopeline Business Training Program for Small and Medium Entrepreneurs (SME).



In the course of the training, Janet was taught an important module known as “Business as Mission.” This training had a fulfilling impact on her. *“I realized for the first time that God is the true owner of my business and I am just a steward who will render account to Him for my stewardship. I have now understood that my account will be based on what I have been able to achieve in my business in terms of missional, environmental, social and economic impact on society”* she stated. The training also transformed her perception about customer service as key in business sustainability. Now, customer satisfaction is one of her topmost business priorities owing to this insight gained from the training. *“Since my customers are the ones who pay my employees and determine the products I should sell,”* Janet indicated, *“I am going to*



work very hard to ensure that their needs and satisfactions are met.”

After completing the SME training, Janet requested for a DML loan from Hopeline Microfinance to expand her business. In November 2018, her request was granted, which enabled her to purchase more cosmetic products into her shop. *“Over the years, every effort to expand my business had been hindered due to high interest rates charged by the banks. However, with the flexible loan policy run by Hopeline Microfinance, I have been able to secure a loan, expand my business and pay the loan in full.”* she reported.

As a strong believer, Janet’s business is built on three main core values: integrity, selflessness and customer satisfaction. Janet is optimistic about the future of her business, and she anticipates that she would become the main distributor of cosmetic products in Tamale Metropolis and its environs. To attain this goal, she is working towards the quadruple bottom line: social, missional, economic and environmental. This approach will result in a holistic transformation of her personal development, her business and her contribution to the community at large.