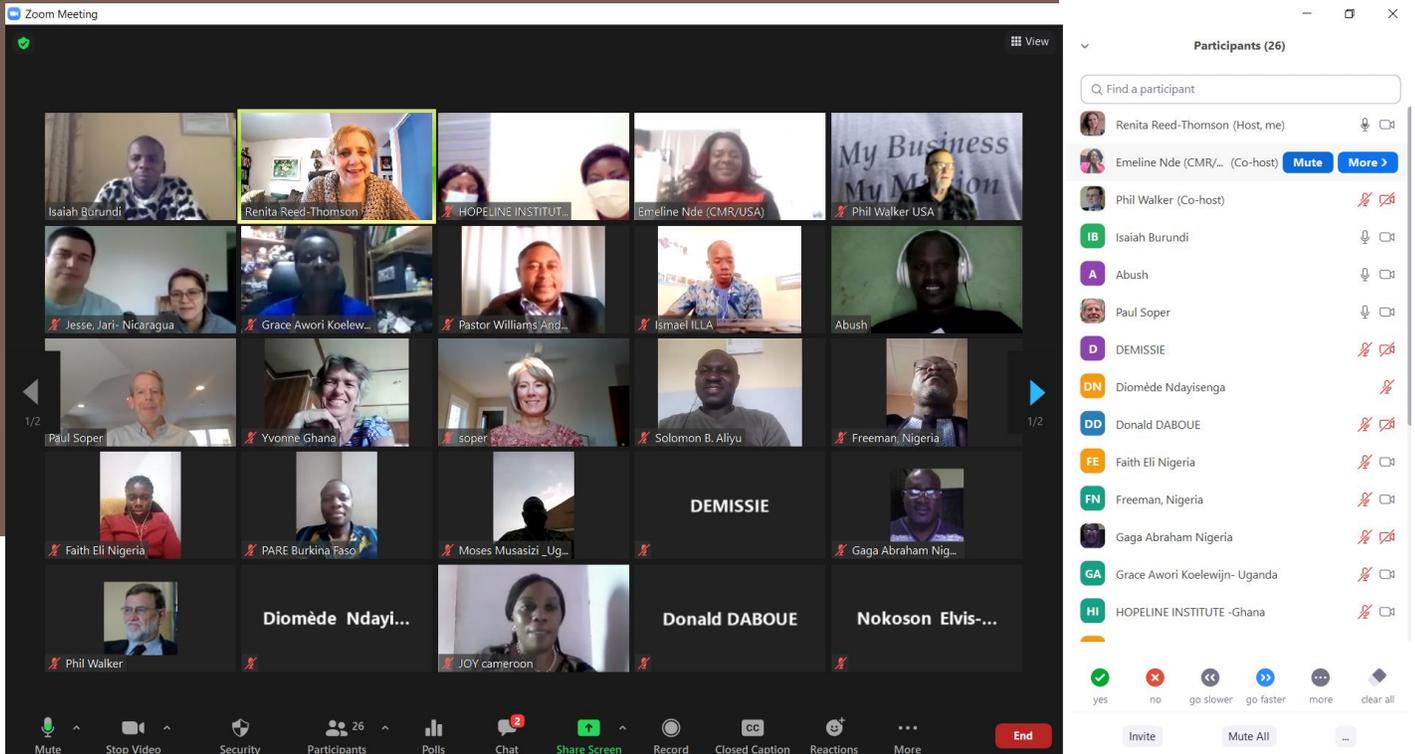




DISCIPLING MARKETPLACE LEADERS

Church-based Business as Mission



ANNUAL REPORT 2020

Discipling Marketplace Leaders

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

Tel: +1-855-441-4244
PO Box 231, Sparta MI 49345
info@dmleaders.org
<https://dmleaders.org/>



TO OUR PARTNERS IN MINISTRY

What a year 2020 was! One of the most used words of the year was “pivot” and pivot we did! It was different than our plans but as can be expected, our faithful God came through to bring good out of tough times. Not only did we pivot, but we all became very familiar with Zoom! It is with great joy that we share with you the report of God’s continued faithfulness in 2020 throughout Discipling Marketplace Leaders.

Strategic Highlights

The year 2020 was DML’s first year as a fully independent 501(c)3. This process led us to spend time reframing who we are and what we do, which is as follows:

- The good that we saw come from COVID-19 in DML:
 - **Praying in One Accord:** When the pandemic broke out, the DML international team began praying every day for half an hour and are now continuing to pray three days a week for an hour. It has been powerful for us to learn to pray in one accord and listening to God’s voice as a team. We thank God for this growth!
 - **Spheres of Influence:** As we lost the ability to gather in large groups, we asked God to provide ways for us to expand our sphere of influence during this time. And He did! DML teams began working with local governments, police officers, in prisons, and in more small mentoring groups for specific business concerns.
 - **COVID-19 Response:** When the pandemic hit, our team wasted no time to develop a plan of action, including four different responses from relief to development to building an alliance of ministries joining the fight to contain COVID-19. We ended up giving out \$160,000 to our partners who in turn blessed many businesses and churches.
- **Research Results:** Our research from the DML work in Northern Ghana (2017-2019) came in and showed positive impacts on local churches, businesses, and for the community. If you have not yet seen the summary, please email us for a copy or you can find it on our website.
- **Marketplace Ignitors:** In 2020, we launched Marketplace Ignitors for those donors who give monthly and wish to be more engaged with the DML work in a specific country.

Financial Highlights

One of the challenges of becoming an independent non-profit organization is working with our own financials and directly with our donors. Thanks to Paul and Sue Soper, who volunteer as DML CFO and accountant, this went smoothly! We are thankful for our donors who continue to give so faithfully. Our financial year ended up looking different than planned; our expenses decreased due to less travel but the donations for COVID-19 increased our overall income. In short, we met our budget and we were so blessed to give out \$160,000 in COVID relief and business development.

Operating Highlights

The year 2020 also saw operational changes from Implementing Partners primarily in Africa, to working with church-planting organizations in other parts of the world. We have trained ministry leaders in DML through these partners in Brazil, Sri Lanka, India, Germany, and elsewhere. This is an unexpected development, and it allows the message and training to go out even more rapidly than we had planned. We are thankful that we continue to be able to join God where He is already working!

Looking Ahead



In this document you will see reflections of what God allowed us to do through DML in 2020, as well as looking forward to what God will permit us to do in 2021.

Renita Reed-Thomson, DML President

MOVING FORWARD IN 2021

Starting in 2019, we began to see God opening new doors to partner with international ministries and it continued in 2020. There are many church planting organizations who are wanting to plant healthy, holistic churches that are able to disciple all of their members.

In 2020, DML formalized a partnership with Global Advance. Through this partnership, DML is beginning work in five countries: Sri Lanka, India, Brazil, Nigeria, and Mexico. We look forward to see that work begin in earnest in 2021.

In 2020, we also began a dialogue with a missionary couple in Nicaragua, Jesse and Jari Rodriguez, who have been working on business initiatives there for the past few years. They requested to become a partner with DML as well and we are looking forward to seeing that start in 2021 as well!

In 2020, we started a conversation with a denomination called Harvest International Ministries Unlimited. They are located in many countries throughout the world, and DML will start a pilot project with them in Liberia, where they have 80 churches and 50,000 members. We look forward to seeing how God moves in and through them in 2021!



“The sending forth of gathered worshipers is the pivotal moment when worship turns from adoration to action...in the sending, worship redirects its focus from the liturgy of assembly to become the living liturgy of discipleship.”

From Rice to Life

Story of Transformation from Burkina Faso

The Christian Missionary Alliance (CMA) has been our denominational partner for about two years now. In response to the COVID-19 crisis, CMA-DML responded by bringing rice to a village where there was no church. They had been praying for a way to enter this village and this seemed a perfect opportunity. The response of the village? They said, “Since this village has existed, no one, not even the government, has done anything like that in this village. So, when are you beginning a church here?” On Sunday, September 20, a church was planted and it is known affectionately as the “Rice Church.”

(Clayton Schmit in his book, *Sending and Gathered*)



NUMBERS THAT TELL A STORY

There are narrative stories and there are number stories. On this page, you will see a story that the numbers can tell, but it is not a complete story. On the next page, a story of one of our partner's experience in 2020, but again, it is not a complete story.

The story that is told for 2020 was a story of shut-down, social distancing, closing of schools, and so on. For a ministry that does a lot of teaching this definitely took a toll, and our numbers show it. Much of what you see is what happened within the first few months of the year, and then again toward the end of the year as some countries opened up.

Where the numbers do tell an interesting story is in the mentoring and advocacy number, where we see a total of 3,039 business owners engaged. As our COVID-19 relief turned into COVID-19 business development, we began to see an engagement that went deeper with smaller groups.

DML Metrics

All African Implementing Partners: Kenya, Uganda, Tanzania, Ethiopia, Nigeria, Cameroon, Ghana, Liberia, Burkina Faso, Burundi	2018	2019	2020	Plan for 2021
Awareness Creation: Two-hour, four-hour, or other sensitization workshops	21,490	68,473	16,972	58,481
Students taking DML Seminary Courses	370	202	58	917
DML Foundational Workshop	1,330	3,568	953	3,110
Number of businesses who completed business training	2,818	1,216	212	4,519
Number of Marketplace Ministers Commissioned by Church	1,197	491	496	3975
Number of businesses actively involved in a mentoring relationship or advocacy.	3,619	2,535	3,039	7,505

Dorothy Sayers, in Letters to a Diminished Church, writes:

“Work is not, primarily, a thing one does to live, but the thing one lives to do. It is, or it should be, the full expression of the worker’s faculties, the thing in which he finds spiritual, mental, and bodily satisfaction, and the medium in which he offers himself to God.”

2020 FINANCIAL HIGHLIGHTS

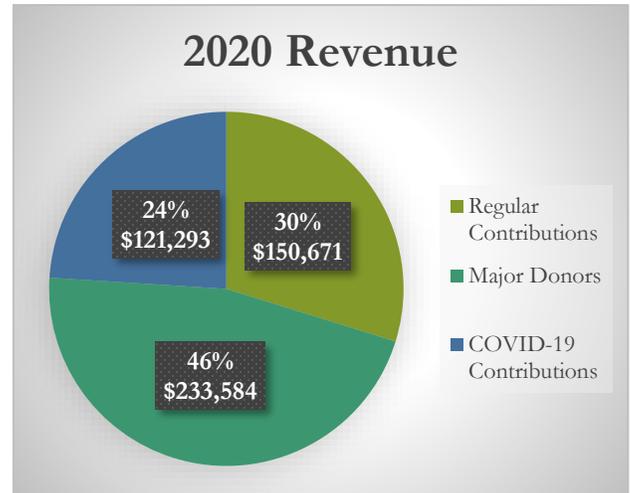
The work of Discipling Marketplace Leaders is only possible because God has blessed us with individuals, families, churches, businesses and foundations whose support allows us to contribute to those doing this work in ten countries. We are thankful for each person who gives through their time, treasure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

We thank God for the donations of our wonderful and loyal supporters in 2020, of approximately \$500,000, supporting partners in ten countries to carry on this work.

The funds go toward:

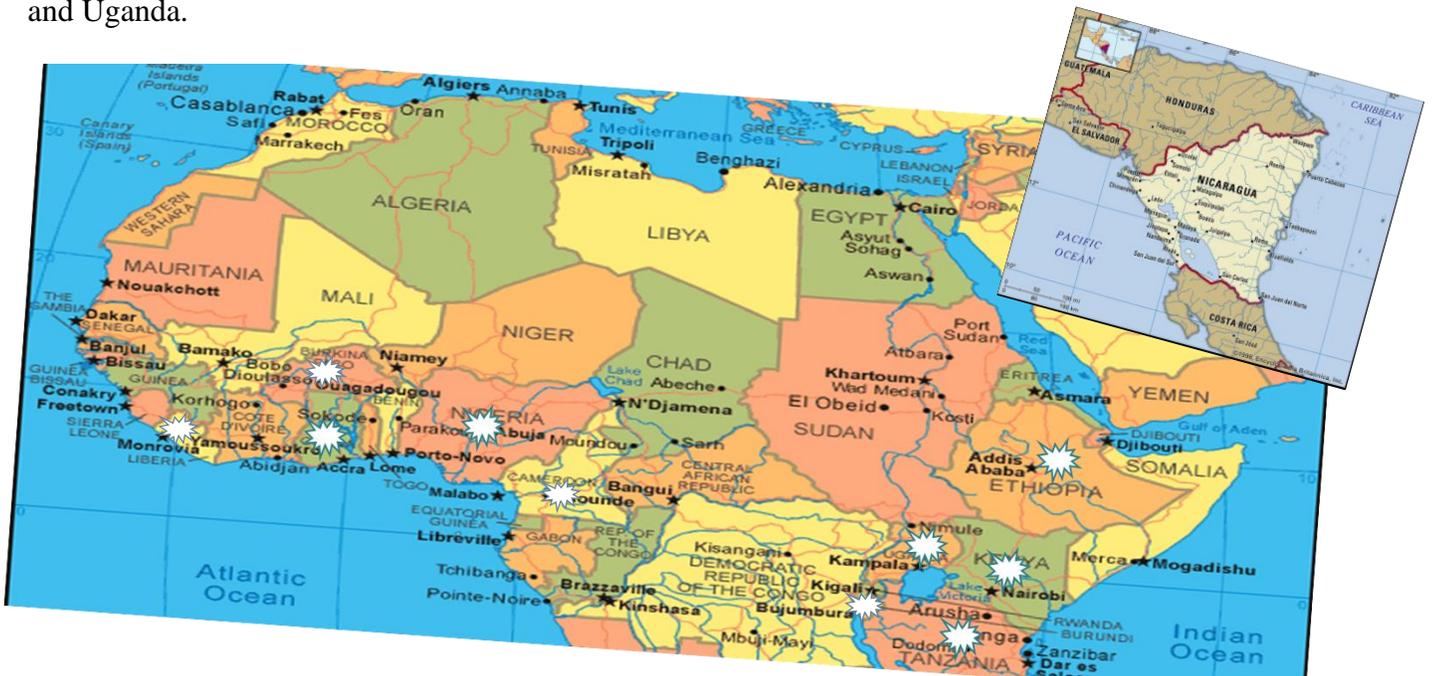
- Support for our Implementing Partners, for staff time, equipment, and other expenses incurred in delivering the message.
- Scholarships for those who need extra help to be able to attend the workshops and seminars.
- International, regional, and local travel
- Regional meetings
- Resource development

Our budget for 2021 has a 24% increase in expenses as we begin to travel again and add two implementing partners to our ministry. We continue to believe that where the Lord leads, He also will provide!



Where We Work:

Burkina Faso, Burundi, Cameroon, Ethiopia, Ghana, Kenya, Liberia, Nicaragua, Nigeria, Tanzania, and Uganda.



A Story of transformation in Tanzania

~Written by DML Tanzania team leader, James Kamau



Rev. Venant Kayombo from Morogoro attended the DML foundational workshop in 2019 in Dar es Salaam. As a result, he started raising cows.

When COVID-19 struck, he decided to move this activity to another farm in a remote place but felt instead he should grow crops rather than keep cows. In that area, live two groups of people: herders (cattle raisers) and farmers (crop growers). The herders graze their animals wherever there is grass.

This has frequently resulted in conflicts between herders and farmers, which at times lead to destruction of animals and crops, and even human deaths. Rev. Kayombo saw possible conflicts coming sooner or later.

God gave Rev. Kayombo the thought of creating peace between the herders and farmers. Whenever there are no rains, the herders take their animals a long way for water. Rev. Kayombo drilled a well and built watering troughs and started selling water to the herders for very little money (see picture). The herders always saw farmers as enemies and never thought a farmer could act in their interest. This has created peace and even the government has taken note of it.

This has opened a wide door for Rev. Kayombo to share the gospel message with the herders when they bring their cattle for water. He plans to start a church that will be made up of both groups of people.

All this started after Rev. Kayombo attended the DML Foundational Workshop training and understood work (farming) as the will of God.

We see a quadruple bottom line:

- **Economic:** Rev Kayombo starting to keep cows and later crops, both of which help the population flourish through the milk/food/meat created.
- **Environmental:** Both using and protecting the land for all to flourish.
- **Social:** Rev Kayombo providing water to the herders, an act of loving his neighbors by promoting peace for all.
- **Missional:** Rev Kayombo sharing of the gospel with the herders.