



# DISCIPLING MARKETPLACE LEADERS

Church-based Business as Mission



## ANNUAL REPORT 2022

### 10 YEARS!

Dear Brothers and Sisters in Christ,

This month marks ten years since Discipling Marketplace Leaders started. We celebrate what the Lord has done! What started in a small town in Western Kenya has grown to reach four continents! When we began, we were told bringing business development into the church would not work because the local church was “too difficult or bureaucratic.” We heard those words as a challenge.

Ten years later, we have successfully concluded discipleship of all shapes and sizes, including workplace discipleship, belongs in the church. If we agree that God is sovereign, then we must believe that the Church, when gathered, must actively disciple every member to be the Church when they are scattered. As the majority of Christians spend the majority of their time in the Marketplace, saints must be equipped to do the work of the ministry as salt, light, and leaven in every space.

Ten years later, thanks to your support, DML is now in sixteen countries on three continents having reached more than 11,000 pastors and church leaders, and 19,000 business owners. As the church understands the need for a workplace ministry, and as this gains sustainability, longevity, and the materials needed for on-going discipleship, it will become as natural for a church to have a workplace ministry as it has a children's ministry. We have a long way to go yet but we are seeing it happen! And we get to participate, fan the flame, and join in what God is already doing.

Thank you for being part of our journey through the giving of your time, treasure and talent. The body of Christ has come together to join the Lord in what He is doing and we are so thankful!

Dr. Renita Reed-Thomson, DML President



### 10 MINISTRY HIGHLIGHTS

2013 and 2014 – Started DML in Kenya



2015 – Book: *Grand Narrative of God* written; Explored DML potential in Egypt.

2016 – Started DML in Ghana

2017 – Started in Nigeria, Ethiopia, and Uganda;

2018 – Started in Tanzania, Cameroon, Burkina Faso.

2019 – DML starts working in Liberia.

2020 – DML begins work in Burundi.

2021 – DML begins work in Nicaragua and Cote d'Ivoire

2022 – DML begins work in India.

2023 – Starting in Togo and exploring potential in Sierra Leone.

## IMPACT STUDY

In October 2022, our teams did another random sampling of impacts of the DML ministry on 441 businesses and 89 pastors from across Africa. We continue to see exciting results of transformation for churches, businesses and the community! We are excited to share those results with you here:

- Two new jobs created (on average) for every business owner trained
- 26% increase in personal income
- 22% increase in business profit
- 51% of business owners are involved in mentoring
- 66% of pastors are now visiting their members at their workplace
- Prior to working with DML, only 8% of business owners were discipling employees. After DML, that number has grown to 63%



## PERSISTENCE

A theme that initially caused DML to launch and continue pushing ahead despite challenges throughout the past 10 years. Undoubtedly, not only does persistence keep the ministry moving forward, but it also is a word that our partners, and those they work with, know well.

Sometimes we think our challenges are so many but when we think about all that our partners go through – oppression from the government, brutality from terrorists, unfair elections, famine and poverty our challenges are put into perspective. As we look ahead to the new year, we are thankful for our partners who keep persevering.

And while there are challenges, there are also opportunities. We think of governments who are challenging the church to not only get people to heaven, but to help them flourish while on earth. Others are seeking to meet the need of oral learners in the DML network. Still others are turning our printed message into video. (See page 3 for more details on these opportunities!) All of these have the potential to have significant impacts in different places when we keep persevering.

How good and pleasant it is when brothers live together in unity!

Psalm 133:1



## SUMMIT IN REVIEW

We continue to remember the time together with our implementing partners from around the world as we gathered in November for the Global Summit in Tanzania. After the long season of not being able to connect in person, it was so wonderful to be together at long last! We joked that it was a taste of what Heaven will be like. In reality, we know our joking was true. Indeed we will be a people gathered from many places and with different tongues, customs, and appearances but brought together and united as one in Christ. We hope the joy radiating from our faces in the picture conveys that joy! We are so grateful for our sponsors Alsum Produce and Belstra Milling who helped to make this gathering possible.

Through DML, I have learned to use godly principles in my pricing, marketing, and customer service. God is the owner of my business!

## NEW INITIATIVES IN 2023

**Research in Burundi** - DML believes in research! We want to know that we are not just doing activities but these activities are actually leading to impacts! We have completed two 2-year studies so far, with more than 800 businesses and 30 churches. This year we hope to start a five-year research project in Burundi, with 800 young adults! We want to know what will happen when young adults are taught a healthy theology of work, along with discipleship in how to do business to the glory of God. Right now, Burundi is losing young adults to other nations, as they look for greener pastures. But we believe that Burundi has the potential to meet the needs of the citizens and help the country to

flourish by doing business. We will keep you posted on this but please pray!

**Digitizing DML** - As people continue to move away from reading and toward watching short videos on their phones, DML wants to keep up! This year we hope to digitize our devotional materials and release our training sessions on video.

**Paying attention to Oral Learners** - While we are digitizing on one side, we also need to make sure that our teaching reaches oral learners. Some of our partners are working in areas where this is a high need, so work will be started this year to make sure our materials can be easily used in areas where oral methods are needed.

**New countries for DML in 2023** - There are three new countries that will be

explored this year: Togo in West Africa, Sierra Leone in West Africa, and Sri Lanka in South East Asia.



## METRICS HIGHLIGHTS

Participants engaged in the following:	2018	2019	2020 (COVID)	2021 (COVID)	2022 (Q4)	Totals
DML Introductory Workshop	21,490	68,473	16,972	93,554	148,417	<b>348,906</b>
DML Foundational Workshop	1,330	3,568	953	2,973	3,047	<b>11,871</b>
DML Seminary Courses	370	202	58	4,323	4,236	<b>9,189</b>
Business training	2,818	1,216	212	6,374	8,877	<b>19,497</b>
Mentoring or Advocacy	3,619	2,535	3,039	2,537	12,261	<b>23,991</b>
<b>TOTALS</b>	<b>29,627</b>	<b>75,994</b>	<b>21,234</b>	<b>109,761</b>	<b>176,838</b>	<b>413,454</b>

## PRAYER REQUESTS

Prayer for new initiatives: youth research project in Burundi, partnering in Brazil and El Salvador, deepening relationships in India and Nicaragua, new partnerships in Africa, Sri Lanka, and Southeast Asia.

The Global team to remain empowered after meeting in Tanzania and for fresh fervor for the year ahead. Many goals have been set by each country team and we want to continue to press ahead despite many challenges.

Continued protection for our ministry partners and churches in places where there is religious persecution, violence or terrorism.

North American church to remember that our workplaces are also places of mission.

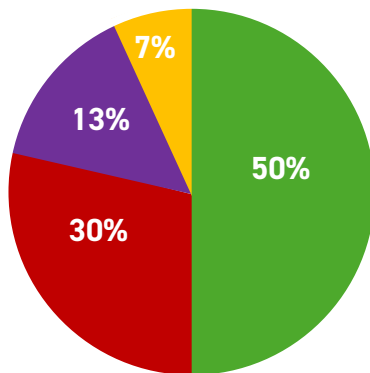


## 2022 FINANCIAL BREAKDOWN

Total Revenue in 2022: \$409,000\*  
 Total Expenses: \$363,000  
 Revenue Over Expense: \$46,000

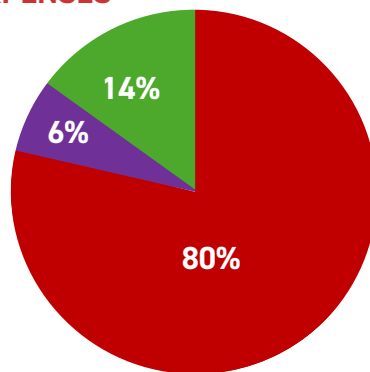
\*Two donations given during 2021 totaling \$130,400 were restricted for use in 2022 and have been included in our 2022 revenue.

### REVENUE



- Major Donors
- Regular Contributions
- Foundations
- Churches and Businesses

### EXPENSES



- Program
- Administration
- Fundraising

## US BOARD OF DIRECTORS

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