

Special Message: Field Staff Board Report

Dear ISI Family,

It was an honor to serve as the field representatives for the October 2020 ISI Board of Trustees meeting. Overall, we were encouraged by the Board of Trustees' capable and diligent guard over the organization and keeping us all focused on our mission.

Each day began on Zoom with Dr. Seng Tan leading us to seek God's will through prayer and worship. We were led to "Incline our ears toward God" so we could hear from one another how the Lord is leading us. The Board sought to know God's purposes and plans and for strength and wisdom that comes from God alone.

There was prayer for Doug and Susan Shaw as they begin enjoying retirement and work on a book.

Dr. Tan reported the positive ministry climate of field staff and highlighted how innovative we have been. We have mobilized and taken food to students in dorms & apartments. Some returnees have even sent ISI staff masks out of concern! Returnees have been joining Zoom meetings from overseas as well. Staff were appreciated for improvising and transitioning to **Zoom** formats including: the Regional Staff Retreats; the TRUE Leadership Conference, which had an increase in attendance with 24 countries represented; the National Conference, which had a record high participation of over 400; the Dallas ISI Team who oversaw the execution of the ACMI Conference with nearly 700 participants (3x the average attendance); the ISI's online COVID Relief event and Experts on Call trainings which all went well using Zoom.

Ministry Statistics: Student introductions took a large dip (usually 62K, this year 47K). The Big Howdy had a much lower turnout too. Likewise, fewer salvations were reported, but there were still over 5,000 salvations (praise God)! There were much higher numbers of disciplining relations and reproducers. There was a decrease in churches and volunteers. The volunteers decreased from 2019 by 2,188 less volunteers and 2020 had 876 less. There were 8,455 volunteers in 2020.

This year, the UK has edged out the USA for number of international students from China. Due mainly to the US Department of Homeland Security restrictions for international students and visa issues.

Recruitment: Teri Crowell reported this year 12 Ministry Representatives and 9 staff. Teri did an analysis of the age make up of field staff by decade. She noted the largest number of staff are by far in the 60's age group; 121 staff from other decades were evenly spread.

Teri emphasized how prayer alone resulted in filling a much-needed position in Arizona. There are new recruitment videos in the works.

There is now a partnership with “Perspectives on the World Christian Movement.” They intend to communicate to alumni about opportunities with ISI.

Every Campus had an event which resulted in 43 students responding for more information about opportunities with ISI and International Women’s Connection had more groups formed.

Finance: In summary, ISI not only finished in the black this year, also our reserve balance is higher than the previous two years! Considering the economy, this gives us great hope. President Seng referenced Jeremiah 32:27 *“I am the LORD, the God of all mankind. Is anything too hard for me?”* The increase in income was in part due to foundations and major donors. The decrease in expenses is due to less travel and special projects. As a result, a principal reduction payment on the building loan of \$400K will significantly reduce the payoff time!

Pastor Roger Martin reported of 392 Staff and Ministry Representatives, 20 are internationally focused and living outside of the US and 15 are currently stateside with an international focus. One staff family relocated from New Zealand to the UK.

Jeff Townsend reported nine staff currently in PD. There are currently 8 coaches for staff in PD. A video training project for PD and NSO is in the works, revising the new staff on-boarding process.

Gordy Decker reported a few ISI events have been postponed till 2021: World Changers Conference and M28 training. We are currently updating/editing “The World At your Door” and training videos are in process.

Global Media Outreach GMO partnership will begin to be phased out. The reason is that most of the people assigned to us are not students. ISI hopes to do a similar outreach in-house.

Ministry Advancement/Marketing: Chair of the Board, Steve Heinz, reported positive responses to the Home Office direct mail and that they are looking to replace Halo online giving software with something that will integrate with Salesforce software.

Research and Innovation Director, Derrah Jackson, reported crisis management plans for our teams to be shared soon.

We noticed one more reason to be encouraged is the ratio of hard-working Home Office staff to field staff - 1:18!

As we were reminded at the beginning of each meeting, “To Him be all the Glory!”

Respectfully submitted,

Jason Casper and Calen Thomas
ISI Field Staff Representatives to the Board of Trustees