



2018
ANNUAL
REPORT

"Processing
mangoes, and
changing lives,
in Indonesia"



**RESOURCE EXCHANGE
INTERNATIONAL**

LETTER FROM THE PRESIDENT

I am grateful to write this, my first letter, to you and other partners of REI. Why my first? It was just last year that I became the president of REI.

It has been a whirlwind of a year! Two trips to Asia and two trips to Africa to meet our staff and professional volunteers, and nine trips around the U.S. to meet key REI financial supporters.

My wife, Joyce, and I have gotten to know REI staff working in the challenging environs of Djibouti, essentially a desert with rocks strewn across the landscape. Twice we travelled to Vietnam, once to accompany REI business volunteers teaching courses like "Dancing with the Elephant: How to do Business with the U.S.," and once to accompany a REI volunteer doctor setting up a cochlear implant program at the national ENT hospital. We spent time with a REI doctor and his educator wife living in Laos, who not only are making professional contributions, but also lead forty (one-on-one or in small groups) through a book that teaches deep truths about life. Finally, we travelled to a factory started by REI staff in Indonesia that allows locals to shift from jobs crushing rocks with hammers for a pittance to jobs with dignity and decent wages.

Big changes have occurred this year at REI, as well. Historically, many of our staff (Joyce and I included) were employed by another organization, and only seconded to REI. For financial and strategic reasons, we asked these staff to become full-time employees of REI. This has helped REI's finances and focus immensely.

Also, we have seen a huge surge of new staff. This surge actually began in September of 2017. Over the next eighteen months, fifteen young people joined our staff, most enrolling in the Apprentice Program.

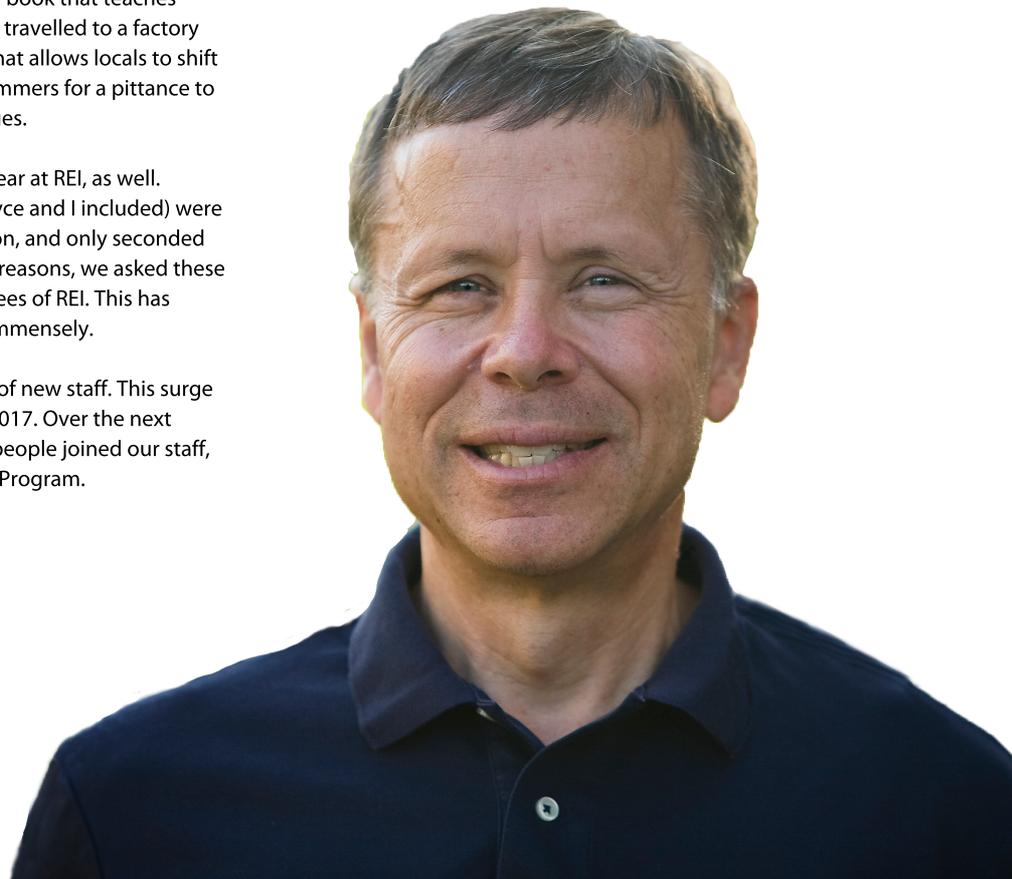
This program trains individuals in holistic work, and then sends them to serve for two years in one of our focus countries.

An agriculturalist and a social worker were sent to Vietnam, an English teacher to Laos, a financial administrator, his wife, four elementary school teachers and a social worker to Djibouti, and four engineers and one English teacher to Indonesia.

These apprentices (featured in a couple pages), as well as the rest of our staff and volunteers, are "blessed to be a blessing." Thank you for your interest and partnership as we seek to bring blessing to the emerging countries of the world.

Warmly,

K. Douglas Erdmann
PRESIDENT & CEO





ABOUT REI

Since 1992, REI has sent resident staff and short-term professionals to emerging countries around the world. Their work? Training leaders in the strategic sectors of these countries, who then train others. Their goal? To build these nations and inspire hope for future generations. REI is presently focused on five countries:



DJIBOUTI

Two years ago, REI staff launched the International School of Djibouti (ISD). Djibouti, which is French-speaking, seeks to transform its population into English speakers. The goal of ISD is to train the first generation of Djiboutian teachers and school administrators in an English-based curriculum, preparing them to bring this education to the whole country. The school doubled in size since last year, and now has close to 40 students.



EGYPT

REI's "Lydia," a certified doula and natural childbirth educator, is training doctors, residents and pregnant mothers in natural childbirth. In Cairo, where Lydia is based, the C-section rate is over 80% — double what the World Health Organization recommends.



INDONESIA

REI staff have introduced fruit dehydration to East Java. Mangoes, so plentiful that they used to rot on the trees, are now being processed, packaged, and sent around the world. Locals are earning a living wage. A training factory is now planned, which will equip local entrepreneurs to run their own factories. A government agency on a different island, Sulawesi, is planning their own production facility and has asked us to help run it.



LAOS

REI doctors are training local doctors in laparoscopic surgery and hospital outpatient medicine. A brand new hospital has asked us to provide training in a variety of medical specialties. Because critical medical textbooks are written in English, our staff are also taking doctors, nurses and medical students through a multi-year medical English curriculum being developed by REI.



VIETNAM

Resident staff are providing English education to professors and students, and social work education to hospital social workers. For many years, REI has sent short-term professionals to Vietnam ... over 600 since 1992. This past year was no different, with eleven medical and business teams providing training at a variety of hospitals and universities. Also, we brought eight medical and business leaders to the U.S. for exchange fellowships.

MEET OUR FUTURE

New Apprentices Since
September 2017



Sarah Peterson
Mechanical Engineer,
Indonesia



Alyssa Meyer
English Teacher,
Vietnam



Antony & Rachel Ritton
Teacher & Social Worker,
Djibouti



Josh & Kelsey Manfred
Teachers, Djibouti



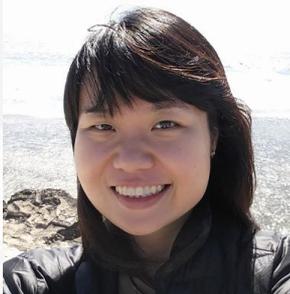
Eric Howe
Mechanical Engineer,
Indonesia



Jake & Amber Fettig
Agricultural/Environmental
Technical Advisor &
English Teacher,
Indonesia



Amara Sunnarborg
English Teacher, Laos



Florence Fong
Medical Social Worker, Vietnam



Kirk and Krystal Galster
Business Manager, Djibouti

INTERVIEW WITH JESAJA LEMKE

Featured New Apprentice

Jesaja was born and raised in Colorado. He attended the Colorado School of Mines where he received a bachelor's degree in mechanical engineering. In March of 2018 he joined the Apprentice Program and is currently working in Malang, Indonesia.

Why were you interested in joining REI?

"As I was getting ready to graduate from college, I was faced with the dilemma of deciding what my next major life step would be. There were a seemingly endless list of possibilities, and even though I was initially leaning toward working overseas, I wasn't sure about which field of work to enter. However, as I continued to seek guidance, I was eventually led to consider joining REI. Ultimately, what got me excited about working with REI was the possibility of making a genuine contribution to better the lives of those less fortunate by combining my technical skills with my passion for developing people to a point where they can train and develop others."

What type of work are you doing in Indonesia?

"Our work in Indonesia focuses on providing sustainable economic development to impoverished rural communities. We do this through three major avenues: enabling struggling farmers to increase sales, providing new jobs in villages with high unemployment, and teaching valuable job skills to villagers with little education. All of this is done through our tropical fruit drying enterprise."

Why Should Other Young People Consider Joining REI?

"Showing love to those less fortunate means taking action to help change their situation for the better. But true transformation requires more than just meeting people's material needs. It involves meeting their spiritual needs as well. REI provides a unique opportunity to bring both of these essential components together. If that sounds like something you would want to be a part of, I would highly recommend considering REI."



A portrait of Gail Jones, a woman with long, light brown hair, smiling. She is wearing a dark blue blazer over a tan scarf and a leopard print top. She is sitting on a grey textured chair.

INTERVIEW WITH GAIL JONES

Short-Term Professional

Gail is the oldest of seven kids, brought up in Iowa and Minnesota. She and her husband, Olin, have four grown kids and five grandkids. After receiving an MBA in management from Indiana University, as a single mom she started a career in organizational development.

She began her entrepreneurial career after marrying Olin, and currently runs an investment, consulting and coaching firm. Gail is committed to developing leaders (especially marketplace women), is a certified executive coach, and serves on several boards including REI.

How did you get involved with REI?

"I was introduced to REI by friends Don and Lassie Colebourn. Don invited me to join the Vietnam business team and Brian Teel invited me to do strengths training for Vietnam staff."

What type of work are you doing in Vietnam?

"I've been joining the business teaching team once or twice each year since 2017 teaching courses like "Building Effective Teams" and "Strategic Decision Making."

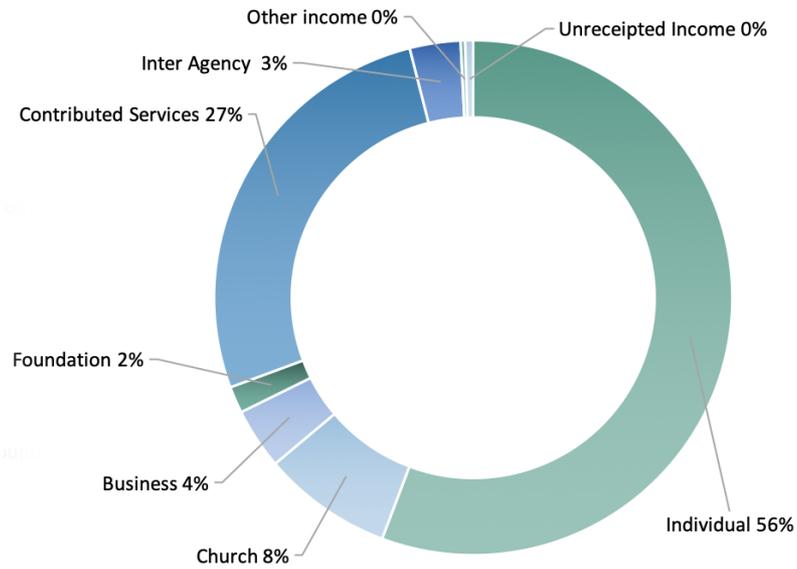
Why should other professionals consider serving short-term with REI?

"It's great fun to use my business, leadership and coaching skills in a completely different setting and I have fallen in love with Vietnam and the Vietnamese people, counting many as friends."

FINANCIAL REPORT

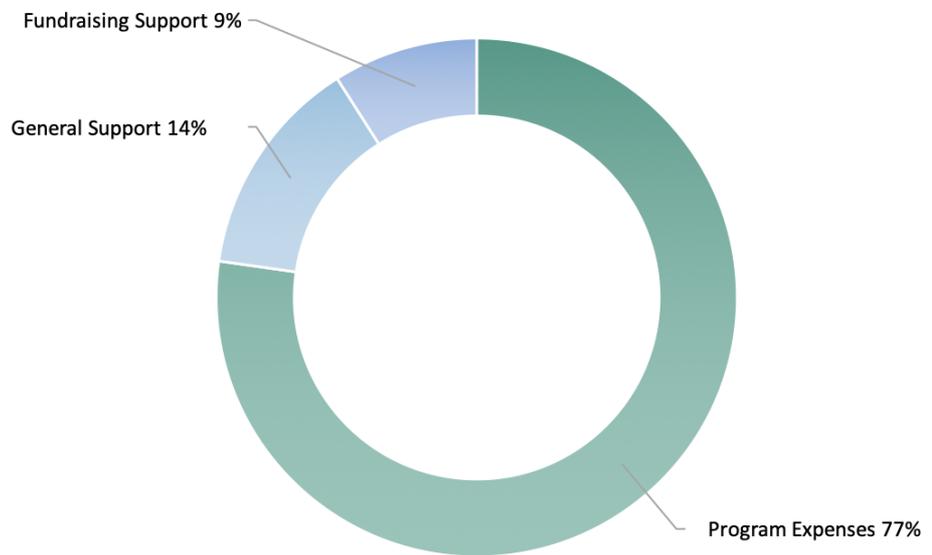
2018 Income - \$2,298,833

- Individual
\$1,280,943
- Church
\$186,838
- Business
\$87,796
- Foundation
\$38,505
- Contributed Services
\$614,024
- Inter Agency
\$72,784
- Other income
\$43,493
- Unreceipted Income
\$11,450



2018 Expenses \$2,112,750

- Program Expenses
\$1,632,022
- General Support
\$290,571
- Fundraising Support
\$190,157



"Inspired by the life and teaching of Jesus, we send resident staff and short-term professionals to train leaders in emerging nations so that they can train others - building their nations and bringing hope to future generations."



CORPORATE OFFICERS

K. Douglas Erdmann
President and CEO

Brian Teel
Senior Vice President

Jay Smidt
Vice President for
Administration & CFO

BOARD OF DIRECTORS

Ken Gray, Chairman
Member since 2012

David Lyons
Member since 2014

K. Douglas Erdmann
Member since 2018

Leon Neumann
Member since 2018

Brian Teel
Member since 2009

Dr. Brent Senior
Member since 2014

Scott Ainslie
Member since 2018

Zachary Sparks
Member since 2017

Linda Bruce
Member since 2011

Paul Yankey
Member since 2016

Gail Jones
Member since 2014

Andy Weeks
Member since 2011

