



Donor Brief - November 2020

“Ten maidens took their lamps to meet the bridegroom. Five were foolish and five were wise. The foolish took their lamps, but no oil with them. The wise took flasks of oil with their lamps.” — Matthew 25:1-4

Dear Partner in Ministry:

Through your generous gifts of time, talent, and treasure, you supply us with oil to keep the lamps of our deployed staff burning with the love of Jesus Christ in Henan, China.

We need your help to be wise and prepared for the long-term.

We face many obstacles: political tensions between the U.S. and China, a global pandemic, and restrictive policies toward religious and foreign nonprofit organizations.



Ancient Chinese Oil Lamp

We remain confident. Things will change. We just need to be patient. In the meantime, we do what we can and prepare for the opportune moment. Partner with us this year?

Our Mission



To bear witness to the gospel of Jesus Christ through word and loving service among the rural poor of Henan, China — and Chinese throughout the world.

We are the sweet aroma of Christ, his living letter of love, and ambassadors of reconciliation (2 Corinthians 2:15, 3:3, 5:20).

Covid-19 Impact on Mission

The global pandemic significantly affected our access to students in mainland China. In November 2019, in China, we were working in 4 primary schools, 2 middle schools, and 4 high schools through mobilized volunteers from 3 universities by means of rural library projects, big brother/sister mentoring programs, alternative education curriculum, and financial aid.



The U.S.-China Trade Wars also created an increasing tension and anti-American sentiment toward American nonprofits working in China. This led to increased monitoring and police surveillance, restricted movement, and denied access to schools and children by local and provincial government (i.e., Communist Party) officials.

International travel to China and the U.S. was almost completely halted. Airfares between the U.S. and China became cost prohibitive. Visa and immigration policies became more restricted. Consulates were ordered closed. These were the challenges.

As of November 2020, we are reduced to working with 1 primary school, 1 middle school and 2 high schools and 1 university. This is a result of government restrictions and changes of educational administrators who are risk averse to working with and receiving benefits from foreign NGO's. We offer no international travel experiences to China because of the coronavirus pandemic.



CSV Staff: **Wang Amin** conducts after-school program with students at Longjing Middle School.

These children are “Stay Behind” children of parents, who work outside the province.

CSV helps students with counseling, tutoring, financial aid, life skills, and extra-curricular education not offered by the school.

Our staff includes Yang Guang, Amin, and Shan Shan.

Our Innovations

Quarantine protocols forced a worldwide movement to online communication and commerce. Those who access to online and cellular technologies found new ways to thrive and diversify.

During this pandemic we focused on the following strategies:

1. **Staff Development.** Train our staff to become increasing entrepreneurial through discipleship and organizational management materials so that they can function interdependently. By China Law, our representative office cannot fundraise, conduct commerce, engage in political or religious activities. Our authorization is through the China's Department of Education in the humanitarian endeavors of: 1) financial aid, 2) education environment enhancements (ex. learning tools and spaces like library projects), 3) professional development, 4) faculty/student exchange and 5) international cultural events, e.g., youth camps and events. These are the mechanisms through which we establish relationships for personal evangelism and discipleship with profound discretion due to the hostile anti-religious environment.
 - 1.1. **Discipleship Training.** We use Navigator Church Ministries discipleship materials, *The 2:7 Series* and *Alongsider*, to teach our staff how to disciple others one-on-one. Our staff translated these materials into simplified Chinese for use on the mainland.
 - 1.2. **Leadership Training.** We use Navigator Church Ministries coaching materials, *Growth Guide: Your Christ-centered Journey*, to train our team how to achieve their future goals through personal and organizations alignment, clear communication strategies and efficient workflow management in an accountable coaching relationship. Our staff translated these materials into simplified Chinese for use on the mainland.
 - 1.3. **Coaching Certification.** Our U.S. staff will be certified Navigator Life Coaches by Summer 2021. Our goal is to create a similar professional certification track within China.
 - 1.4. **Networking.** Our China and U.S. staff are networking with existing missional organizations to reduce costs, increase partnerships, and share materials for greater efficiency. Currently CSV is partnered with *Hospitality Center for Chinese* for a returning scholar strategy; *Light 2 Path, Inc.* - A China-based English as Second Language online program connecting English learners with certified English Teachers who are Christian; *Navigators Church Ministries*, a sub-division of the Navigator's who focus on creating discipleship and coaching materials; *Lead Star International* - a U.S.-based NGO that serves Ethiopia.
2. **Virtual Office.** Since our focus is in the mainland, we are divesting of brick-and-mortar office space to go home or virtual office. We currently employ three U.S.-based staff and subcontract. We outsource or partner for additional professional services not provided by the staff.

- 2.1. Digital Resource Projects.** We are creating digital resources for public consumption online. The Chinese government monitors all social media applications in the mainland, so discretion and caution is advised. These projects include:
- 2.1.1. Lutheran Missionary Accounts.** This March 2020 we started researching public domain (expired copyright) of Lutheran missionary accounts in China as historical references. Almost all of these books are out of print. We will republish and issue print version in paper and e-versions (kindle) with audible recordings.
 - 2.1.2. China Service Ventures' 20th Anniversary Book Project.** We will publish in early 2021 a book detailing CSV's impact and work in mainland China the past 20 years to use in future promotion of the work. The manuscript is in final editing stages.
 - 2.1.3. CSV "Family" ZOOM Meetings.** We have invested in ZOOM video platform to engage our donor base with "family meetings" with our staff in China for live updates and real-time Q & A on a monthly basis. This gives our donors access our Chinese staff to hear real-time updates.
 - 2.1.4. Founder's Series: "Beginnings."** We filmed our organization's founders through a series of interviews on the origins, design, and intent of our organization. The founders shared their vision for the future work of China Service Ventures. This project is filmed and in process of editing for distribution.
- 2.2. Future Projects.**
- 2.2.1. Daily Texts in Chinese.** We hope to partner with *Ground Up Grace* ministry to explore the possibility of producing their materials in simplified Chinese. *Ground up Grace* prints booklets and e-versions of their daily devotional texts, which are modeled on the Moravian Texts, and produces and distributes daily audio files for reflection. We hope to offer a Chinese version (Year 2022).
- 2.3. Programs put "on-hold" due to Coronavirus**
- 2.3.1. Summer Camps/International Exchanges.** These connect Chinese and U.S. students together in camp environments near Rooster Mountain, once an international summer resort area. These camps are highly effective and create life-long relationships and goodwill.
 - 2.3.2. Hearts 4 Henan Tour.** This is a guided travel tour of historic, ancient Imperial China and modern sites within Henan Province featuring Jigonshan (Rooster Mountain), Kaifeng (Old Imperial City) and other provinces City of Xi'an (Teracotta Warriors) and Beijing (Great Wall and Imperial City). It is a great entry into Chinese culture through its people, culture, food, and history.
 - 2.3.3. Bethel Bible Series.** China Service Ventures translated this series into simplified Chinese and holds the license to teach the materials. This series provides an in-depth overview of the Old and New Testament. This series is currently restricted by the political climate and pandemic in mainland China.

Currently, we are able to teach on a limited basis through social media and video platforms.

2.3.4. Ethiopia Initiative. In partnership with *Lead Star International* ministry, we are exploring an initiative to train and equip Ethiopian students studying in China and professionals working with Chinese companies with discipleship and coaching resources translated into their own language to work with the Chinese. This work started in January 2019, but was stalled by the global pandemic.

3. Our Impact. Our work is about people whose lives have been touched and transformed by the love of Jesus Christ experienced through the word and deed. We don't know all the fruit of our work, but nothing done in Jesus' name is every wasted. We know good seeds have been planted. Some have already bloomed. They are our staff and partners in ministry.

By Chinese law, we are restricted from engaging in proselytizing activities and publicizing results. We measure the number of students who participate directly in our programs. We measure the interactions we have with local and provincial police, party members, and educators, but not the word of mouth appeal in the community.

4. Library Projects. The best, current avenue we have to build positive relationships with educators, party members and community leaders is our library projects for rural primary schools.

From a government approved list, we coordinate with local primary school principals and education boards to purchase multiple copies of a selection of math, science, geology, cultural and ancient Chinese literature books. We purchase shelving, tables, chairs, lamp fixtures, and decorative items. The schools partner to provide the building space and electricity. They provide all the manual labor. The Chinese educators prohibit placement of any religious or western literature. We politely decline to purchase any books related to communist ideology or revolutionary history.



Our Library Project for Zhoufan Primary School

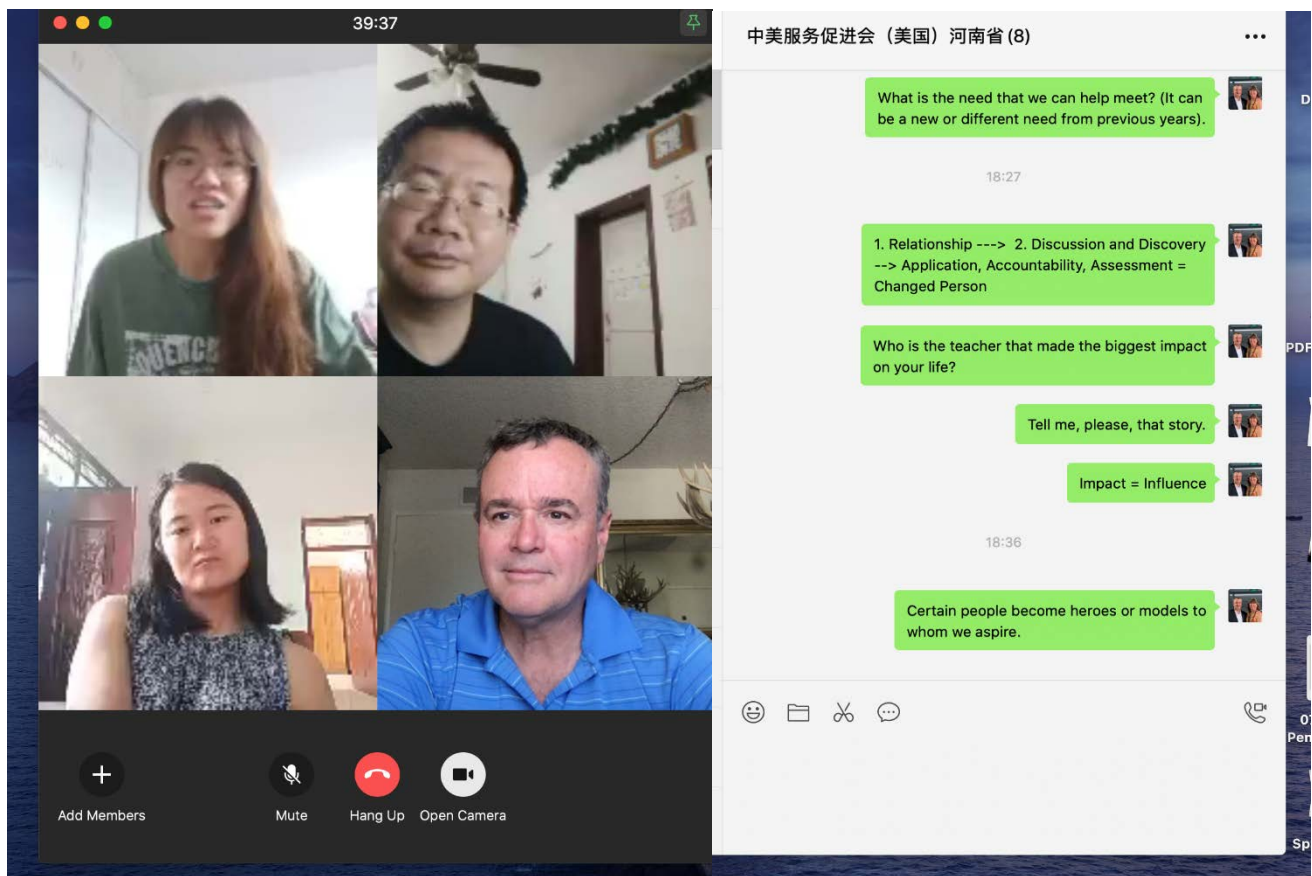
The rural schools do receive some funding from the State, but not enough to cover libraries. The rural schools of Henan have no designated library space for their students. Any books are kept in the head master's rooms. Our program is highly desired by provincial officials. The students benefit and goodwill is created within the community for future endeavors.

This requires developed new leadership able to change with the times. Our investment is increasingly in indigenous leadership. The current Chinese laws prohibit foreign nonprofit organization (like CSV) from fundraising from the Chinese citizenry in China. Our registration of a representative office in China; however, enables us to move financial resources from the U.S. to China and to employ staff and fund programs.

We are looking for ways to build sustainability through joint ventures and partnerships under Chinese law. The current environment in China is critically and negatively nuanced toward our work, but we are still permitted to work in China. We are resolved to be stubbornly committed to the work while looking for ways to innovate and bless. Water runs down the mountain. If its natural course ways are blocked, water will always finds another way. So will we.

Thank you for your generous support of China Service Ventures through many years. The challenges ahead of us are to engage a new generation with service opportunities for the gospel in China.

God bless your generosity!



CSV Representative Office Staff Meeting by WeChat video conferencing. In this meeting we were discussing the important role of a mentor. Our desire is to form significant relationships of love and support with Stay Behind in rural Henan. Our lives are all deeply impacted by those who encourage and support us. The friendship must be genuine. We discuss and discover truth together over time and learn to applying it in the context of affirming and accountable relationships. Our staff are our greatest investments in our work in China.

Dear Partner: We are included a summary of our financials from 4/01/20 to 9/30/20. We have managed expenses, but our giving has decreased significantly this past fiscal year. Please consider a year-end gift to keep our “lamps” burning this next year.

Financials (4/01/20 - 9/30/20)

Total Income = \$98,442 (a decrease of \$90,340 compared to last year)
Total Expenses = \$98,461 (a decrease of \$75,448 compared to last year)
NET = (\$19) deficit

Comments: Giving by church organizations decreased by \$17,177. Giving from individuals decreased by \$50,325. Expenses were managed by reducing travel expenses from \$48,939 to zero and reducing health insurance for staff from \$13,258 to \$491. Operational costs were also reduced.

Total Current Assets = \$535,355 (a decrease of \$95,288).

Comment: The decline in assets is attributed in part to single withdrawal of \$57,297 from a dedicated account to invest toward an outreach initiative to the Chinese from Ethiopia and a \$28,772 decrease in cash savings, as well as depreciation of fixed assets.

Total Liabilities = \$16,572 (accrued payroll and taxes)

EQUITY

Temporarily Restricted Net Assets =	\$108,796
Unrestricted Net Assets =	\$536,927
NET ASSETS =	\$645,723
Change-Unrestricted Net Assets	(\$126,921)
Net Income	(\$19)
Total EQUITY	\$518,793
Total Liabilites & Equity	\$535,355