



Koinonia Ventures

Annual Report 2020

2020 Review

- 30 Newly Financed Projects
- \$76,856 in Project Loans (£1,208,248)
- 2 New Fields
- 2 New Field Agents
- 3 business partners paid off their loans in full
- Increased focus on recruiting more female partners

Overall Review

- 63 Financed Projects
- \$201,530 in Project Loans (£3,168,248)
- 5 Fields
- 4 field agents



Message From the Board

Dear KV family,

As 2020 comes to a close, we wanted to take this great opportunity to thank you for your support during a year filled with unprecedented challenges. While COVID-19 presented difficulties for our partners, it also presented opportunities for growth and highlighted the resilience of our partners, our network of supporters, and our staff. We had the blessing of working with our partners to pivot business models, maintain stable growth, and continue building sustainable communities in an ever-changing health and regulatory landscape.

In this report, we share with you KV's growth in 2020, both in terms of new locations and new business partners. None of it would have been possible without your generosity. We are so excited to see what the future has in store for us, and we are looking forward to growing in the new year with your generous support and prayers.

In Christ,

Your KV Team

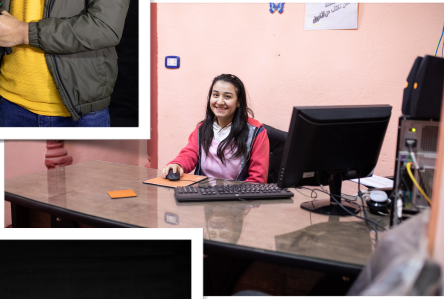


Faces of Koinonia



◀ Boliz,
Photographer

Our New Field
Agent, Marina ▼



◀ Fawzy,

Tailor

Nadia,
Grocery
Store Owner ▼



Farag, Clothing
Salesman ▶

The Brothers:
Bahaa, Mina,
and Khalil ▼



Your Role in Empowering Opportunity Through Fellowship

- ✦ **Setting up a monthly donation** helps us open new locations
- ✦ **Sharing inspiring stories with your friends** about all of our business partners of the month at www.Koinonia-Ventures.org
- ✦ **Liking our Facebook page and following our Instagram** to get updates about our partners and the work they are doing
- ✦ **Subscribing to our YouTube Channel** to get notified about interviews with Iriny and other inspiring business partners

Partner of the Year - Iriny

We are proud to announce that the KV 2020 partner of the year is Iriny from Tema! She exemplifies all the qualities that make all of our partners so special, and she embodies KV's mission of *Empowering Opportunity Through Fellowship*.

A widow and mother of three, Iriny was pressured by the family of her late husband to “die with him” and stay home in perpetual mourning. After they denied several requests for financial support, she recognized that her children’s needs were not being met and realized that she was the only one capable of providing them with a bright future. She defied the cultural norms of her community and took the initiative to start a business that would support her and her children.





Mission

Empowering Opportunity Through Fellowship

We provide access to credit to ambitious people who otherwise lack opportunity.

We help our business partners succeed through a funding and advisory program that strikes a balance between philanthropy and fiscal responsibility.

2021 Goals

- Fund at least 50 new projects
- Open at least 1 new field
- Hire at least 2 new field agents
- Continue to improve our communication with you, our beloved supporters

In 2019, Iriny started a small merchandising business out of her home on her own. She bought garments and sold them to her neighbors, laying the foundation for a loyal clientele. With appropriate caution, she approached Koinonia Ventures and applied for a modest £15,000 loan to grow her business. After working with KV to refine her proposal, Iriny was approved and began to rapidly expand the business. She was able to offer a larger variety of merchandise, buy merchandise in bulk directly from the manufacturer, and dramatically expand her customer base.

Having grown in confidence from her first successful repayment, Iriny recently applied for, and was approved for a second loan of £40,000. She is currently using the money to transition her business out of her home and into a storefront. In discussing her motivation to constantly innovate, grow, and learn, she shared her desire to be a role model for her children. Iriny hopes to raise them to be independent, ambitious, and resourceful members of the community who believe that God will support their hard work and make their dreams come true. She also hopes other widows can learn from her experience, realize their true potential, and experience a hopeful, meaningful, and purpose-driven life.

In a year filled with challenges and moments in which each one of us has come face to face with our limitations, Iriny gives us hope that with the



grace of God we are all able to drive forward in the face of seemingly insurmountable odds. Like Iriny, we look towards the future filled with love, hope, and faith that God will continue to shine God's light upon us all.

Go to www.Koinonia-Ventures.org now to watch this inspiring interview with Iriny!