



2013

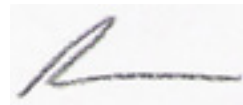
ANNUAL REPORT



FIRST, A NOTE FROM OUR EXECUTIVE DIRECTOR.

In 2013, First Steps' programs provided over 100,000 hungry children with a daily cup of nutrient rich soymilk; and thousands of women and babies with micronutrient Sprinkles.

Throughout the year, First Steps' ministry was met with challenges and joys. It continues to be a blessing for First Steps' confirmation teams to travel to North Korea to visit the children, pregnant women and babies who benefit from our Soymilk and Sprinkles programs. Working in North Korea can be frustrating. In March 2013 First Steps was invited to begin a soymilk program in Dokchon, a rural coal-mining city of 250,000 people, northeast of Pyongyang. However, the invitation was abruptly rescinded in November. It was tough for First Steps to accept this decision because the need in that area remains extensive. The United Nations estimates about one third of the 2.2 million children living in North Korea under the age of 5 are malnourished and stunted. For children who aren't malnourished, food insecurity is an ongoing issue. First Steps believes the Lord will continue to create opportunities for this ministry to reach more people in His divine timing.



Susan Ritchie
Executive Director

2013 AT A GLANCE:



397.17 TONNES
OF SOYBEANS



3
SUPER VITACOWS

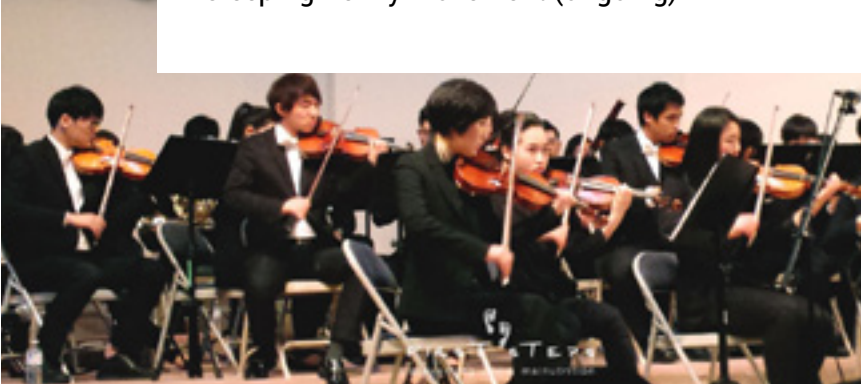


4.78 MILLION
SACHETS OF SPRINKLES

FUNDRAISING EVENTS:

First Steps extends a warm thank you to the many volunteers who have given their time and talents throughout the year. Thank you to all those who participated in the following fundraising events in 2013.

- La-Ohn Quintet Concert: "A Concert for First Steps" by Ho Yeon Won, Han-Ah Park, Junho Lee, Daniel Ryoonyae Cha and Jae Eun Park.
- Flute Recital at UBC by Ho Yeon Won
- Zion Choir Concert on October 19 (raised funds to match a private donor's donation of \$20,000)
- Sleeping Penny Movement (ongoing)



DONATED RELIEF GOODS:

Thanks to generous supporters, First Steps was able to send the following donated goods to partners in North Korea. As a result of a program evaluation, First Steps has decided to focus resources and attention to supporting the soymilk and Sprinkles programs. For this reason, First Steps is no longer accepting in-kind donations.

- Dried apple chips, dried soup mix and various varieties of vegetable seeds from Gleaners
- Tens of thousands of children's daily vitamins and adult daily vitamins
- Clini-cases (each clini-case contains essential basic medicines and medical supplies like IV administration sets, sterile gauze, sterile syringes, etc.)
- Hundreds of hand-made baby blankets (given to orphans in North Korea)





CONFIRMATION VISITS:

From March 2 to March 7, Susan traveled to North Korea with Mary and Steve Kosberg to confirm the distribution of First Steps' shipments to North Korea. The team learned that the number of beneficiaries in Wonsan had increased. On March 6, the team visited Dokchon and was extended a powerful and compelling invitation to begin a soymilk program in this city.

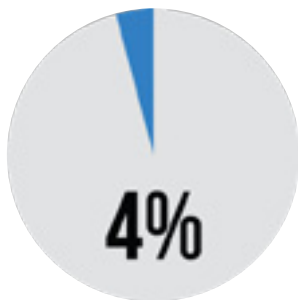
From May 25 to June 1 a First Steps team of seven people visited North Korea. The team met with site managers in the cities of Nampo, Pyongyang and Wonsan to confirm the arrival of soybeans. The team discussed starting a soymilk program in Dokchon with local officials. The city is only able to produce enough soybeans to provide children with soymilk for five months. To help supplement the city's supply, First Steps agreed to provide 60 tonnes of soybeans to Dokchon in 2013-2014. This is enough soybeans to provide all the children in daycare and kindergarten with a daily ration of soymilk for 7 months. Pursuing this partnership became one of First Steps' objectives in 2013.

A First Steps team travelled to North Korea from August 10-17. A highlight was confirming the arrival of new soymilk-processing machinery at Bongchun Foodstuff Factory in Wonsan, where three 'super' VitaCows were delivered in late July. The SuperCows will bolster Bongchun's soymilk production to double its current capacity. Although the team had wanted to continue working out the details of First Steps' newly planned soymilk program in Dokchon, they were unable to visit due to flood damage that washed out a major bridge en route to the city. From July 9 to August 12, the city received 1,229 millimetres of rain that destroyed 6 homes, damaged 182 homes and completely flooded 105 homes.

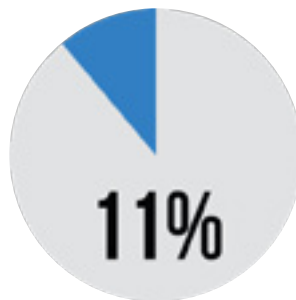
From October 27 to November 2, Hannah Dissen, First Steps' Regional Coordinator, went to North Korea with Phil and Linda Schafram. It was a bittersweet trip. Hannah, Phil and Linda enjoyed spending time with First Steps' beneficiaries, especially young children receiving soymilk. However, the team was advised during their time in country that Dokchon no longer needed assistance. The invitation to begin a soymilk program in Dokchon, which was extended to First Steps in March, was rescinded.

2013 REVENUE: **\$719,996.48**

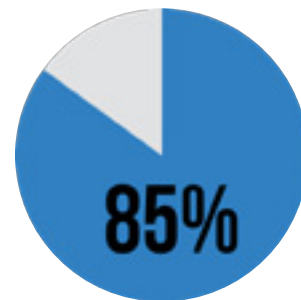
As a result of a program evaluation, First Steps decided to concentrate its resources on developing the Soymilk and Sprinkles programs, which prevent child malnutrition in North Korea. Following First Steps' decision to discontinue most donations made in-kind, revenue in 2013 is lower than 2012, as the figures below do not include non-cash gifts.



FUNDRAISING



GENERAL EXPENSES



PROGRAMS

FIRST STEPS EXPENDITURES:

PROGRAMS: \$741,248.39

FUNDRAISING: \$29,828.60

GENERAL & ADMIN: \$96,578.31

FIRST STEPS BOARD OF DIRECTORS:

- Valorie Day
- Jackie (Chun Ran) Lim
- Eunice (Yusoon) Oh
- Susan Ritchie
- Phil Schafran



FIRST STEPS STAFF:

- Hannah Dissen – Regional Coordinator
- Mitzi Figueroa – Community Manager
- Elinor Han – Office Administrator
- Anne Lee – Communications Coordinator

**“FOR FROM HIM AND
THROUGH HIM AND TO HIM
ARE ALL THINGS. TO HIM BE
THE GLORY FOREVER. AMEN”**

ROMANS 11:36

God called His church to care for children in all nations. With your help, First Steps is able to care for children, pregnant women and babies in North Korea. Praise the Lord for everyone one of our prayer partners and supporters who make this ministry possible.

