LETTER FROM THE PRESIDENT

For 85 years The Navigators® has helped millions of people “To Know Christ and To Make Him Known®”

Doug and Pam Nuenke

Many people have asked me, “What is a Navigator?” Some might think a Navigator is a person who receives a paycheck from the organization. Others may consider a Navigator to be anyone who is involved in a Navigator ministry. Yet there is a more exciting and world-changing answer.

What sets us apart as Navigators is this distinctive phrase in our Calling statement: “generations of laborers, living and discipling among the lost.”

The Navigators founder Dawson Trotman described what we today call “laborers” (from Matthew 9:36-38 ESV):

“A reproducing Christian doesn’t have to be an orator, and he doesn’t have to have a stimulating personality. He doesn’t have to be beautiful or have an outstanding education . . . I believe it’s time that all the children of God, each one of them, began to think of himself as a producer and to think of those he reaches for Christ as reproducers. Don’t be satisfied until you see your grandchildren in the Lord and then, in time, some great-grandchildren.” (The Navigator, p. 156).

Here’s what stands above all else when we consider what a “Navigator” is:

someone who engages in our broken world, bringing good news to those yet to know Christ. Through life-to-life discipleship, they help people grow deeper in relationship with Jesus Christ, and teach them how to do the same for others—producing spiritual generations of disciples.

Through each of us, God can cause a ripple of spiritual generations that will change the world!

Joyfully,

Doug Nuenke
U.S. President, The Navigators

You are invited to read Doug’s blog: makingwaves.navigators.org
Our story began in the 1930s when a young lumberyard worker in Southern California—Dawson Trotman—became passionate about following Christ after memorizing Bible verses as part of a Sunday school contest. The verses gripped his heart, and he determined that if the verses were really true, then it was truth worth giving his life to.

He began teaching young people how to spend time with God and how to share God’s love with others. In 1933, Dawson and his friends extended their work to sailors in the U.S. Navy.

Dawson spent many hours with one particular sailor, Les Spencer. When one of Spencer’s shipmates asked him the secret of his changed life, Spencer brought the man to Trotman: “Teach him what you taught me,” he said.
“You teach him!” Trotman responded. Dawson realized the best way to see the gospel spread was to make disciples who make disciples!

By the end of World War II, thousands of men on ships and bases around the world were learning the principles of spiritual multiplication by the person-to-person teaching of God’s Word.

Today, we have more than 2,700 U.S. Navigators serving in the States and overseas. Additionally, more than 5,000 Navigators from various nations serve in 115 countries around the world. We long to be next door to everywhere!
Huddle Up to Follow Jesus Together

By Charly Sommers
Collegiate Navs, University of Cincinnati

Jon was part of my “huddle.” The huddle format we’ve adopted at University of Cincinnati divides our students into small groups that focus on vulnerability and accountability. This approach has transformed our Navigator community in a powerful way. My group of guys meets together every Wednesday night.

Jon, who was a third year engineering major in aviation when he joined the huddle, reflects on the experience:

My huddle has been the most beneficial area of my personal growth in college. Growing up, I never really developed solid relationships with Christian men. This was probably caused by a mixture of my own personal fear and a lack of men to connect with. Rarely did I ever talk about my own struggles, worries, sins, or spiritual questions with anyone. Then I joined Charly’s huddle. In huddle, I’ve opened up and shared fears and secrets that I’ve kept hidden for most of my life. It is amazing to release burdens and finally share them with others. I’ve begun to understand what it means to be more fully known, and I’m finding that I’m loved.

In our huddle we look deeper into life and our walk with Jesus. As we process life together, I find tangible ways to change and grow closer to God every day by breaking down the barriers that have been holding me back my whole life. I am so thankful for my huddle. It is too easy to become stagnant in my faith, but huddle has created an environment that allows me to grow as I never have before.

Two of the best hours of the week are when our huddle meets. We gather at a quiet coffee shop from 9:00 –11:00 p.m. Together we process how Jesus is speaking into our lives through His Word and through individual “God moments.” Our lives are being transformed as we learn from each other and experience God together.
NAVS MILITARY
Serving those who serve our country

• 472 staff, 121 bases, 115 first responders
• 1,735 people came to Christ
• 9,850 people exposed to the gospel
• 5,408 people discipled in Bible studies

“I met The Navigators at the Air Force Academy where several other cadets modeled what it was like to live whole-heartedly for Jesus. I was discipled as a cadet and gripped to do the same. I cross-commissioned to the Marine Corps, where the Lord used me to make disciples among those in my unit as I served my country. Now as a vet, I continue to be gripped by helping others know Christ.” —Marine Corps veteran

Statistics throughout the report represent figures for the 2016-2017 fiscal year (September 2016 through August 2017).
COLLEGIATE NAVS
Helping university students grow in their relationship with Christ

• 735 staff serving on 160 U.S. campuses, including 158 EDGE Corps staffers (two-year Collegiate interns)
• 650 students participated in summer training programs
• 561 students came to Christ
• 4,275 students discipled
• More than 45,000 students exposed to the gospel

“I struggled with depression my freshman year at the University of Florida. Sophomore year, I sensed God saying, ‘I am here. You are loved.’ Then I met The Navigators. I was drawn to the way they were intentional about living for Christ. Now I am thriving!” —University of Florida graduate
424 staff serving in 57 countries
283 students and staff served in 25 countries on 39 summer mission trips
30 iEDGERS were serving internationally (iEDGE is the international version of EDGE Corps, a post-collegiate internship program)
Discipling for Development is training nearly 70 mentors for work with impoverished communities on four continents

“In being able to experience God in another culture I was given a clearer picture of how God is the same everywhere and is at work in all nations, bringing people to Himself.” —2017 NavMissions summer mission trip participant
NATIONS WITHIN

going to the nations . . . right here . . . right now

• 106 staff, 400 volunteers
• Serving 47 people groups in 25 U.S. cities
• 25 people came to Christ
• 750 people exposed to the gospel
• 100 people discipled

"Through Nations Within, God builds bridges across cultures, opening doors to Himself. Every city has opportunities to work with immigrants and refugees through teaching English, job training, and cultural mentorship. God has brought the world to us.” —Nations Within staff
142 staff
75 NCM Ministry Partners, 926 laborers/volunteers
More than 1,500 churches impacted and thousands of people discipled
Serving in 26 states and 114 cities
37 certified Life & Leadership coaches, 155 people being coached

“Thanks to The Navigators, we have been able to lead our new church toward becoming an intentional disciplemaking church. We’re thankful for the notable increase of people digging into the Word.” —Pastors, Columbus, Ohio
INTERNATIONAL STUDENT MINISTRY
From the nations to the nations—changing the world, one leader at a time

- 112 staff serving on 42 campuses
- 76 students came to Christ
- 1,344 students exposed to the gospel
- 281 students discipled
- More than 275 international laborers

“The ISM EDGE intern team hit the ground running in August with airport pick-ups, building beds, moving students, store trips, sports, worldview dinner/discussion, and a beach retreat trip. As we move into Bible discussions, we pray Paul’s words that students would ‘Be imitators of me, as I am of Christ’ (1 Corinthians 11:1 ESV).” —Noeun and Tiffany Non, Auburn University Campus Director
NAV NEIGHBORS
Next door to everyone

Leaders of a missional community called the Duckanberry Group hold a visual depiction of how their community lives out the gospel. This group participated in the Nav Neighbors Initiative in 2017.

• 164 staff, 1,130 volunteers
• Serving and coaching in 130 communities
• 130 leaders participated in a year-long Nav Neighbors Initiative
• More than 600 people attended Reimagining Neighborhood events

“I’ve held two citywide gatherings this year with more on the way. The theme? Neighborhood Stories. The stories have been descriptive rather than prescriptive, tangible rather than theoretical. The result has been a growing network of relationships across the city and doors opening for collaboration at the hyper-local level.” —James Helms, Nav Neighbors staff, Portland, Oregon
I-58 NAVS
Advancing the gospel of Jesus and His Kingdom among people who live in communities directly affected by systemic injustice

- 97 staff serving in 20 locations
- 75 people came to Christ, 160 people discipled
- 2,200 people exposed to the gospel
- 60 youth and their families served through after-school programs
- 200 youth served in summer programs

“The Navigators has helped me grow spiritually and have a great relationship with God. I was lost, confused, and frustrated. Now I found God! I am very blessed and grateful to have them in my life. They are my family!”
—A new Christian from Central Africa involved with I-58 Navs
NAWWORKPLACE
Transforming the worker, the work, and the workplace

- 58 staff
- Serving in 22 cities
- 47 people came to Christ
- 3,863 people exposed to the gospel
- 303 people discipled

“\textit{I now understand that faith and work means understanding God as a God who works and invites you to collaborate with Him. This, in turn, means you’re inviting Him into the work He has ordained for you. It means changing your definition of work from something you have to do to get money to something that glorifies God.}” —A participant in NavWorkplace summer internship in New York City

Al Miyashita, far left, and Emily Snyder, far right, led a group of interns in the first ever NavWorkplace internship program. Among their activities was a visit to Sesame Street where they met Elmo, one of the puppet stars of the long-running children’s program.

Photo by Bob Hoffman
NAV20s
To Know Christ and To Make Him Known® by making disciples who make disciples where they live, work, and hang out

- 82 staff serving in 25 cities
- 1,243 young adults spiritually impacted
- 40 young adults came to Christ
- More than 340 young adults discipled
- 170 non-staff laboring and living missionally as mature disciples of Christ

“Most of my friends have never been to D.C. before. Like me, they’re swamped with the newness and this whole super-competitiveness influence thing. I am so glad to have our Nav20s group to point them to—it’s an anchor for all of us.”
—Nav20s participant in Washington, D.C.
NA V ENCORE
Finishing strong

“I met Navigator Marilyn Thomas shortly after I lost my husband. Marilyn asked if I would like to meet with her and learn more about Christ. She was with me when I accepted Christ as my Savior. She helped me through the hardest time in my life and opened a door to the most meaningful life I could ever hope to live.”
—Brenda Williams, discipled through Nav Encore

• 180 staff, more than 1,000 volunteers
• Thousands of people were reached and discipled
• Serving in 73 cities across 30 states
• 72 distinct “ministry environments” in which Nav Encore staff reach and disciple others

Marilyn and Brenda’s discipleship relationship has been transformational.
Glen Eyrie creates a uniquely sacred environment that opens the heart, mind, and soul, bringing guests closer to what truly matters in life.

- 145 staff
- 285 volunteers serving 37,213 hours
- Hosted more than 62,789 guests from 89 countries and all 50 states
- Provided 58 spiritual programs and retreats
- Hosted 17 military groups, serving 448 soldiers

“[A Teacher’s Respite educator’s retreat] was a repose in every sense of the word. It provided much needed rest, reflection, and margin to reconnect with my ‘first love.’ I had not realized how slowly and gradually I had fallen rote and dry. This retreat was a gift to my soul.” —A Teacher’s Respite retreat attendee
EAGLE LAKE CAMPS
To inspire Christ-centered love and commitment through counselor relationships in the midst of exciting outdoor experiences

• 263 staff
• 8,643 campers
• 490 campers came to Christ
• Hosted 49 Eagle Lake Day Camp On Location sites across 7 states, in addition to programs run at our overnight property and Glen Eyrie Conference Center

“In Albuquerque alone, we had kids from Mexico, East Africa, and the Middle East. Many of them did not speak English. Our staff was so committed to meeting them where they were that they used Google Translate to help translate the Bible study. We saw the gospel reach the nations through one week of camp!” —Eagle Lake Day Camp On Location Program Coach
The NavPress team includes (left to right): Melissa Myers, Publisher Don Pape, Caitlyn Carlson, David Zimmerman, Stephanie Wright, and Elizabeth Symm (not pictured).

- 6 staff in Colorado Springs, 6 Tyndale staff based in Illinois
- More than 1.2 million books and Bibles shipped
- Millions of lives impacted worldwide
- Several titles made bestseller lists or were nominated for/won various awards

“As I prepare for this Sunday, I have been going over and over and over the NavPress book, The Cry of the Soul by Dan Allender and Tremper Longman. It has been tremendously helpful. I trust that God will use your gift to me to bless others as it helps shape my sermon this Sunday.”
—Pastor, Colorado Springs, Colorado
## The Navigators and Affiliates

### Consolidated Statements of Activities (in thousands)

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<tr>
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<td><strong>Support and Revenue:</strong></td>
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<td>7,598</td>
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<td>-</td>
<td>171</td>
<td>(39)</td>
<td>242</td>
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<td>Other income</td>
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<td>1,294</td>
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<td>132,364</td>
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<td>Purpose restrictions</td>
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<td>Field ministries</td>
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<td>80,493</td>
<td>79,234</td>
<td>-</td>
<td>-</td>
<td>79,234</td>
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<tr>
<td>Conferences and camps</td>
<td>9,059</td>
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<td>9,059</td>
<td>8,552</td>
<td>-</td>
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<td>Materials publication</td>
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<td>3,066</td>
<td>2,724</td>
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<td>International ministries</td>
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<td>6,607</td>
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<td>97,117</td>
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<td>97,117</td>
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</table>

### 2017 Support & Revenue:
- Contributions 86.9%
- Conferences and camps 6%
- Royalty income 2%
- Investment income & change in value of gift annuities and trust 4.1%
- Other 1%

### 2016 Support & Revenue:
- Contributions 88.2%
- Conferences and camps 6.1%
- Royalty income 2.3%
- Investment income & change in value of gift annuities and trust 2.4%
- Other 1%
### THE NAVIGATORS AND AFFILIATES

**CONSOLIDATED STATEMENTS OF ACTIVITIES (in thousands continued)**

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<thead>
<tr>
<th></th>
<th>2017</th>
<th>2016</th>
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<tr>
<td></td>
<td>Unrestricted</td>
<td>Temporarily Restricted</td>
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<tr>
<td>EXPENSES, continued:</td>
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<td>Supporting activities:</td>
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<tr>
<td>General and administrative</td>
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<td>Fundraising</td>
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<td></td>
<td>23,685</td>
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<td>Net Assets, Beginning of Year</td>
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<tr>
<td>Net Assets, End of Year</td>
<td>$48,099</td>
<td>$38,427</td>
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</table>

See notes to consolidated financial statements.

#### 2017 EXPENSES:
- Field ministries 65.4%
- Conferences & camps 7.4%
- Materials publication 2.5%
- International ministries 5.5%
- General administrative 10.4%
- Fundraising 8.8%

#### 2016 EXPENSES:
- Field ministries 66.3%
- Conferences & camps 7.2%
- Materials publication 2.3%
- International ministries 5.5%
- General administrative 11.5%
- Fundraising 7.2%
# THE NAVIGATORS AND AFFILIATES

## CONSOLIDATED STATEMENTS OF ACTIVITIES (in thousands)

### August 31,

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<th>ASSETS:</th>
<th>2017</th>
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<td>Cash and cash equivalents</td>
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<td>Prepaid expenses and other assets</td>
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<td>Investment in captive insurance company</td>
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<tr>
<td>Property, equipment, and other long-lived assets–net</td>
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<td>18,531</td>
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<tr>
<td>Assets held for gift annuity, trust, and endowment agreements</td>
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<td>2,775</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$97,114</strong></td>
<td><strong>$86,662</strong></td>
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<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS:</th>
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<th>2016</th>
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<td>Other liabilities</td>
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<tr>
<td>Liabilities under gift annuity and trust agreements</td>
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<td><strong>Total Liabilities</strong></td>
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<td>Net assets:</td>
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<tr>
<td>Unrestricted:</td>
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<tr>
<td>Specific purposes, projects, and investments</td>
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<td>21,647</td>
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<td>Gift annuity reserves</td>
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<td>152</td>
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<tr>
<td>Equity in property, equipment, and other long-lived assets–net</td>
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<td>18,531</td>
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<tr>
<td><strong>Total Unrestricted</strong></td>
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<td>Permanently restricted–endowment funds</td>
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<td>235</td>
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<tr>
<td><strong>Total Liabilities and Net Assets</strong></td>
<td><strong>$97,114</strong></td>
<td><strong>$86,662</strong></td>
</tr>
</tbody>
</table>
For The Navigators, the Word of God is indeed a lamp to our feet and a light to our path (Psalm 119:105) because, as Jesus said in John 5:39, “the Scriptures point to me!” (NLT). Early in the fall semester, I was with one of our staff members, Josh, on a campus in the Midwest. The fall semester is always a busy time for our staff on the hundreds of college campuses where we serve. They are greeting returning students and very actively making contacts with freshmen. Josh was especially busy this fall because he was starting to disciple the seven people he had led to faith in Christ. Praise God for college students entering the Kingdom of God!

God promises that His Word “will prosper everywhere I send it” (Isaiah 55:11 NLT). As Navigators, we study the Word of God in order to know God, and we share the Word of God in order that others may know God. Our responsibility as followers of Christ is to share the Scriptures, which point to Jesus, and then allow God to do His work of drawing people to Himself.

Your support of The Navigators and Navigator staff like Josh make our ministry possible all over the world. Thank you for partnering with us.

Blessings,

DG Elmore, Chairman of the Board