Annual Report 2020
Our story began when a young lumberyard worker in Southern California—Dawson Trotman—became passionate about following Christ after memorizing Bible verses in Sunday school.

Early in his adult life, Dawson began spiritually investing in sailors in the U.S. Navy. He spent many hours with one in particular, named Les Spencer. When one of Spencer’s shipmates asked him the secret of his transformed life, Spencer brought the man to Trotman. “Teach him what you taught me,” he said. “You teach him!” Trotman responded.

From the start, Dawson sensed that the best way to see the gospel spread was to make disciples who make disciples, just as Jesus had done. He founded The Navigators, and since day one we have been about investing in people’s lives through prayer, reading the Bible and walking through everyday life together. We call this Life-to-Life® discipleship.

Over nearly nine decades, the impact of this Life-to-Life investment has scaled up exponentially, as person after person has owned the calling from Jesus to “go and make disciples of all nations.” (Matthew 28:19)

What a privilege for us to join Christ in His purposes—raising up disciplermakers who will not only lead people to the springs of eternal life, but also represent the redemption of the Cross and the reign of God!

I hope you enjoy this snapshot of what God is doing through thousands and thousands of people intentionally living as extensions of the Kingdom in our broken world.

Joyfully,

Doug Nuenke
Navigators U.S. President

You can follow Doug’s blog at DougNuenke.com

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WHO WE ARE AND WHAT WE DO

Today, with a ministry that has spread across the world, our passion for Life-to-Life® discipleship has three layers to it: “To know Christ, make Him known, and help others do the same.”

This means Navigators do three things wherever we are—on college campuses and military bases, in cities, neighborhoods and workplaces, and in hard-to-reach places all over the world:

• We share the gospel of Jesus Christ with those who don’t yet know Him
• We help believers grow in their relationship with Him through study of the Word and prayer
• We equip those we disciple to invest their own lives in discipling others

2,700
U.S. NAVIGATORS SERVING WORLDWIDE

50
COUNTRIES IN WHICH U.S. NAVIGATORS SERVE

1,080
VOLUNTEERS IN THE U.S.

1,174
MINISTRY LOCATIONS IN THE U.S.

Ethan Jasso, Navigators Dominican Republic
INVESTING IN THREE FOUNDATIONAL BUILDING BLOCKS

In Matthew 7:24, Jesus reminds us that listening to Him and doing the will of our Father in Heaven are the ways to build our future on a firm foundation.

In 2020, we sought the Holy Spirit’s guidance to ensure we laid firm strategic foundations for exponential growth of our gospel impact.

We discerned three building blocks were essential for reaching and equipping one million discipllemakers.

Our deepest thanks to every financial partner who made these investments possible.

RECRUITING MORE STAFF
We are developing innovative ways to recruit new Navigator staff to join our calling.

MAXIMIZING IMPACT OF STAFF
Building on an already robust training program, we are ensuring all staff are equipped to ignite discipllemaking movements as well as raise up discipllemakers in a rapidly changing culture.

LEVERAGING TECHNOLOGY
We are building state-of-the-art technology to inspire and equip every person who joins our discipllemaking movement.

Top photo: Josh Borunda, Cesar Gutierrez, Sarah Regalado, TX
Middle photo: Joseph Bittro, Osaze Murray (Director of Staff Training), Daniel Ballah, MD
PURSUING A GOD-SIZED GOAL: ONE MILLION DISCIPLEMAKERS

In 2020, The Navigators embarked on a God-sized goal to raise up one million people by 2030 who are committed to multiplying their lives spiritually as disciplemakers. We believe that God is calling us to this goal.

The Navigators has developed a three-part strategy to guide our staff to success in this endeavor.

ABIDE together more deeply in our relationships with Jesus, as He is the vine and we are the branches (John 15:5).

IGNITE disciplemaking movements by increasing our focus on passing the torch of spiritual leadership from staff to believers in all walks of life who are committed to helping others grow in Christ.

MULTIPLY our gospel impact by ensuring we not only raise up disciples of Jesus, but disciplemakers for Jesus. Our role is to inspire and equip them to invest in others.

We believe God can do far more than anything we ask or imagine as we follow His leading. We’re so glad you are on this journey with us!

Dan Lenz, Navigator’s Collegiate, CA
Celebrating 50 years of The 2:7 Series

2.5 million people in churches and small groups all over the world have learned to disciple others using The 2:7 Series, launched by our publisher NavPress.

NavPress publishes life-changing discipleship products that are biblically rooted, culturally relevant and highly practical. In 2020, NavPress published 39 new resources available at navpress.com.

“God has used The 2:7 Series to initiate more than 200 local churches, not only in India, but also in places in the Middle East. Make no mistake; it was not I who led the movement. God used many.”

—Dr. Alexander George, Professor at Kerala Agricultural University, India

THE 2:7 SERIES
A discipleship training curriculum available at navpress.com
Navigators Church Ministries is supporting and equipping the leadership of 1,500 churches across the U.S. in their efforts to teach disciplemaking.

“The Navigators has provided us with biblically-based, time-tested leadership and coaching to help our 100 years ‘young’ Lutheran Church become a disciplemaking church. These are exciting days for us, just as Christ intends for His Church!”

—Daniel Powell, Pastor
Evangelical Lutheran Church, OH

Pastor Ed Hickey leading a training on intentional disciplemaking for seven Calvary Chapels in British Columbia.
Through Navigators Neighbors, our staff invites people to participate in God’s redemptive dream for the places they live. We come alongside them as they bring the love of Jesus into their families and other relationships. We strive to bring gospel transformation to communities and raise up workers for the Kingdom next door to everywhere.

**NAVIGATORS NEIGHBORS**

Navigators Encore is a ministry of veteran Navigators who minister in the spirit of 2 Timothy 4:7—“I have fought the good fight, I have finished the race, I have kept the faith.” We seek to inspire believers later in life to keep being faithful to the Great Commission and to explore the unique ways they can invest in the lives of those around them.

**NAVIGATORS ENCORE**

Barb VanZante, Navigators Encore with a young women’s group, WI
Navigators 20s helps young adults in their 20s to know Christ and make Him known by making disciples where they live, work and hang out. In this isolating digital age, now compounded by COVID-19, we equip 20s to engage their friends with the gospel.

“Jesus saved me right where I was, so I want to be used greatly by Him right where I am. That’s the aspect of the Navigators 20s vision that I’m excited about. It changes the way I view my work, peers, and community and moves me to engage them all with greater purpose and intentionality; to know Him and make Him known.”

—Michael Robinson, GA

Sean McKelvey and Cy Langford, Navigators 20s, CO
Navigators Workplace helps men and women move from merely working for a paycheck to being used by God to make a transformative difference right where He has placed them. We inspire and equip them to be part of God’s plan to transform workers, the work, and the workplace itself.

“The Navigators completely changed my perspective on life,” Corey says. “Before, my goal had been to work in finance, go up the corporate ladder and live a ‘good life.’ Now, I am entirely dedicated to living for Christ and following Him where He leads me.”

—Corey Loken, MN

Gabe Miller and Mike Donovan
Navigators NYC
Navigators I:58 believes in the power of presence. Individuals with an “Isaiah 58 heart” work alongside local leaders in the process of whole-life discipleship, seeking to renew hope, restore justice, and rebuild communities.

Maurice Winley (NYC Navigators I:58) shared how his team evolved their help to residents of Harlem during the pandemic. “Our church and ministry partnered with the local food pantry twice a week to help provide food and basic essentials to those in the community. The team served an average of 1,000 people every week. Since we started, we’ve fed 15,554 souls and the need continues to grow!”

Due to COVID-19, everyday needs in communities all over the U.S. increased. The Navigators quickly adapted in order to love people well amidst new challenges.
On college campuses, when in-person meetings were suspended, Navigators Collegiate quickly adapted to online ministry.

“The opportunity to grow in my faith under the wise guidance of a couple of different guys really broke me out of the rut I was in coming into college. My faith had become routine, passive and dead, but intentional discipleship rekindled the passion for Christ in me.”

—Peter Lark, MN

Navigators Collegiate reaches college students nationwide on 150 campuses, helping them to abide in Christ, walk closely with Him, and become lifelong disciplemakers who will continue to follow Jesus long after graduation.
Navigators serve on 126 military bases.

We work in the trenches with U.S. military and First Responders to help them know Jesus. We encourage them spiritually through life’s challenges and help them follow God within their homes, communities, bases, posts and deployment locations.

“I had been active in reaching out to my co-workers and received an answer to prayer when a soldier who had never accepted my invite to attend a Navigators Bible study in person became willing to try it when the study moved online during COVID-19.”

—A Sergeant in the U.S. Army
Fort Bragg, NC

Darren Lindblom, Navigators Military
Our Navigators International Students ministry serves in 45 locations across the U.S.

Many international students arrive on U.S. campuses not knowing anything about the good news of Jesus. Our staff invest the time it takes to build trusting relationships with these men and women who often feel isolated being so far from home.

ISM Director Ward Ballard shares, “In a normal year across all our ISM ministries, we may have about one person a week deciding to follow Jesus. But, during COVID-19 restraints, we have seen it double to where two to three people per week have been making a commitment to Jesus!”
Navigators Nations Within engages with people in the U.S. whose primary culture and primary identity is distinct from the majority culture, helping them to know Christ deeply and bring the gospel to their family and friends here and throughout the world.

“[The time with those 13 women was] momentous. A thread that ran through the weekend was the ripple effect we all felt from studying Hagar’s life in Genesis 16 and 21. From the deep wounds she accumulated from her difficult life, to the gentle healing power of God she eventually experienced, this study allowed our own hearts to overflow with empathy and truth.

God used Hagar’s life to remind us that we do not live lives that are invisible or obscure. Just like Hagar when she was at her lowest, we too, need to say, ‘You are the God who sees me.’”

—Delphina Johnson, Navigators Nations Within
Navigators World Missions sends and supports American missionaries abroad. Currently, we have 2,700 U.S. Navigators serving in 50 countries worldwide, bringing the joy of Christ through short and long-term missions focused on raising up disciplermakers.

The Navigators U.S. is also part of a Navigators Worldwide Partnership of national ministries that spans over 100 countries. A portion of the funding we raise here in the U.S. helps to support the International Office which leads the Navigators Worldwide Partnership.

“The sunshine in my ministry is two young women I meet with online for Life-to-Life® discipleship. They are eager to grow and bold in sharing their faith with others. They are a constant reminder that the Lord was at work before I came here, and He is still transforming lives.”

—Claire Yerkey, Navigators World Missions, Puerto Rico
GLEN EYRIE CONFERENCE CENTER

Glen Eyrie invites guests to focus on what really matters by creating meaningful experiences through God-honoring hospitality.

In 2020, Glen Eyrie Conference Center was impacted by COVID-19, but is open again for overnight guests and small groups.

“We celebrated our 11-year anniversary here, and it was wonderful! We have been long-time supporters of The Navigators, participating in dorm room Bible studies nearly 15 years ago and as monthly donors ever since.”

—Overnight guest in 2020
The goal of Eagle Lake Camps is to inspire Christ-centered love and commitment through counselor relationships in the midst of exciting outdoor experiences.

This year, Eagle Lake Camps had to cancel on-site camp for the first time in its 63-year history, due to COVID-19. They were still able to welcome 2,328 campers in person for day camps at 19 sites around the U.S.

“During COVID-19, I’ve seen just how desperately these kids needed camp and to hear God in this time.”

—Faith, Eagle Lake Camp Counselor
ONLINE MINISTRY OUTREACH AT NAVIGATORS.ORG

The number of people searching online for faith topics skyrocketed during the pandemic. We responded with encouraging resources grounded in Biblical truth and simple tools to help believers share the hope of Jesus with their friends during such an overwhelming time. We also invited people to connect with us live to pray for anything weighing on them, and thousands responded. The work of God could not be stopped by this pandemic!

We’re humbled and grateful to ministry partners who continued to financially support The Navigators during such a hard year.
**YEAR ENDED AUGUST 31**

### SUPPORT AND REVENUE:  
\[
\begin{array}{lcccc}
\text{Without Donor Restrictions} & \text{With Donor Restrictions} & \text{TOTAL} & \text{Without Donor Restrictions} & \text{With Donor Restrictions} & \text{TOTAL} \\
\text{Contributions} & $19,415 & $103,773 & $123,188 & $15,210 & $106,377 & $121,587 \\
\text{Conferences and camps} & 4,250 & - & 4,250 & 9,626 & - & 9,626 \\
\text{Royalty income} & 2,176 & - & 2,176 & 3,103 & - & 3,103 \\
\text{Return on investments} & 7,486 & - & 7,486 & 2,920 & - & 2,920 \\
\text{Change in value of gift annuities and trusts} & (43) & (11) & (50) & 4 & (46) & \\
\text{Other income} & 1,235 & - & 1,235 & 1,064 & - & 1,064 \\
\end{array}
\]

**TOTAL SUPPORT AND REVENUE:**  
$34,519  
$103,805  
$138,324  
$31,073  
$106,381  
$137,454

### NET ASSETS RELEASED:  
\[
\begin{array}{lcccc}
\text{Without Donor Restrictions} & \text{With Donor Restrictions} & \text{TOTAL} & \text{Without Donor Restrictions} & \text{With Donor Restrictions} & \text{TOTAL} \\
\text{Purpose Restrictions} & 98,150 & (98,150) & - & 100,488 & (100,488) \\
\end{array}
\]

**TOTAL NET ASSETS RELEASED:**  
$174,458

### EXPENSES:  
\[
\begin{array}{lcccc}
\text{Without Donor Restrictions} & \text{With Donor Restrictions} & \text{TOTAL} & \text{Without Donor Restrictions} & \text{With Donor Restrictions} & \text{TOTAL} \\
\text{PROGRAM SERVICES} & \\
\text{Field ministries} & 83,283 & - & 83,283 & 84,574 & - & 84,574 \\
\text{Conferences and camps} & 7,962 & - & 7,962 & 10,985 & - & 10,985 \\
\text{Materials publications} & 6,708 & - & 6,708 & 7,225 & - & 7,225 \\
\text{International ministries} & 6,708 & - & 6,708 & \\
\text{Total Program Services} & 90,868 & - & 90,868 & 104,871 & - & 104,871 \\
\text{SUPPORTING ACTIVITIES} & \\
\text{General and administrative} & 12,432 & - & 12,432 & 15,274 & - & 15,274 \\
\text{Fundraising} & 13,707 & - & 13,707 & 15,565 & - & 15,565 \\
\text{Total Supporting Activities} & 26,139 & - & 26,139 & 28,639 & - & 28,639 \\
\text{Total Expenses} & 126,025 & - & 126,025 & 133,611 & - & 133,611 \\
\text{Change in Net Assets from Operations} & 8,644 & 5,655 & 12,299 & (2,050) & 5,893 & 3,843 \\
\text{Involuntary Conversion} & 898 & - & 898 & - & - & - \\
\text{Total Change in Net Assets} & 9,542 & 5,655 & 13,197 & (2,050) & 5,893 & 3,843 \\
\text{Net Assets, Beginning of Year} & 51,682 & 47,558 & 99,240 & 53,732 & 41,665 & 95,397 \\
\text{Net Assets, End of Year} & 59,224 & $53,213 & $112,437 & $51,682 & $47,558 & $99,240 \\
\end{array}
\]
THE NAVIGATORS AND AFFILIATES
Consolidated Statements of Financial Position (in thousands)

AUGUST 31,
2020          2019

ASSETS:
Cash and cash equivalents   $ 9,574          $ 4,812
Accounts and other receivables - net   802          2,248
Prepaid expenses and other assets - net   1,008          875
Investments*   79,069          72,425
Investment in captive insurance   2,606          2,183
Property and equipment - net   26,556          23,836
Assets held for gift annuity, trust and endowment agreements   5,020          3,085
Total Assets   $ 122,645          $ 109,244

LIABILITIES AND NET ASSETS:
Liabilities:
Accounts payable   $ 1,562          $ 1,870
Accrued expenses and other liabilities   6,851          6,549
Liabilities under gift annuity and trust agreements   1,985          1,885
Total Liabilities   $ 10,408          $ 10,204

NET ASSETS:
Without donor restrictions
Undesignated   $ 31,413          $ 26,945
Gift annuity reserves   397          275
Non-controlling interest   866          861
Equity in property and equipment - net   26,556          23,836
Total net assets without donor restrictions   59,224          51,682
With donor restrictions   53,213          47,558
TOTAL NET ASSETS   $ 112,437          $ 99,240

InVESTMENTS:
(following disclosures are not included or required as part of our audited financials)
67% of total investments are temporarily restricted by the donor. The majority of these funds are available for ministry staff operations and ministry activities (Disc). These funds are not available for use at the discretion of management.
31% of total investments are held in perpetuity acting as an endowment for international ministry activities and healthcare claims. These funds are not required to be legally recognized as an endowment or quasi-endowment, but are treated as such by The Navigators management team.

NAVIGATORS BOARD OF DIRECTORS
Front row (seated, left to right):
Skip Gray (Emeritus)  Terry Taylor (Emeritus)  Jerry White (Emeritus)
Terry Taylor (Emeritus)  Alan Andrews (Emeritus)  Mike Treene (Emeritus)
Alan Andrews (Emeritus)  DG Elmore, Chairman  Cary Humphries, Jr.
DG Elmore, Chairman  Mutua Mahiaini  Mike Kenney
Mutua Mahiaini  Mike Treene (Emeritus)  Cary Kenney
Mike Treene (Emeritus)  Jerry White (Emeritus)

Middle row (standing, left to right):
Darrell Jolley  Carl Camp  Ron Magnus
Darrell Jolley  Kirstin Tracy  Mike Kenney
Carl Camp  Susan Simpson  Cary Kenney
Susan Simpson  Kirstin Tracy  Cary Humphries, Jr.

Back row (standing, left to right):
Nate Allen  Alejandro Mandes  Luis Villarreal
Alejandro Mandes  Gary Carter  John Isch
Gary Carter  Moni Miyashita  Elmer Huh
Moni Miyashita  Birage Tandon  Luis Villarreal
Birage Tandon  Charlie Chandler

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With donor restrictions 53,213 47,558
TOTAL NET ASSETS 112,437 99,240

2020 Annual Report
WAYS YOU CAN GET INVOLVED:

LEARN more about The Navigators ministry at navigators.org

PRAY for our ministry and download a prayer guide at navlink.org/prayer2021

JOIN US. Learn more at joinstaff.navigators.org

GIVE. Become a financial partner in advancing the gospel all over the world through Life-to-Life® discipleship. Give today at navgift.org

Marlyd Mejia and Alice Matagora, CA