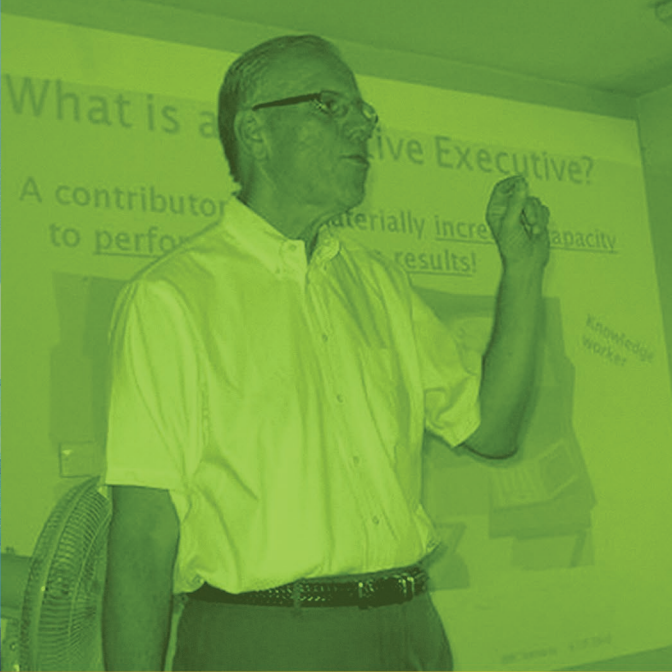




IBEC | *ventures*

HELPING VALUES-DRIVEN BUSINESSES
GROW IN DEVELOPING AREAS



+VALUES-DRIVEN BUSINESSES ARE THE SOLUTION

IF BUSINESS IS THE SOLUTION – WHAT’S THE PROBLEM?

Simply put – 50% of the world’s population is living in the most difficult of conditions, with income less than \$2 a day. There is massive unemployment throughout large areas of Africa and Central Asia (40-60%). And many are impoverished because of war, ethnic tension, disease, civil strife or terrorism.

Jesus said, “love your neighbor” and that begs us to ask “what does love look like under those conditions?” What will provide sustainable, long-term solutions so families and whole communities can be transformed?

From Azerbaijan to Indonesia, China to Bosnia, Nepal to North Africa, we believe we can provide solutions if we help to create a middle class by empowering people to become business owners and job creators. Some call it entrepreneurial philanthropy - at IBEC Ventures, we call it doing the right thing.

Business is an international language, and when business is integrated with God-honoring values, positive changes take place. When water is made potable for a disease-riddled population, it improves their lives and opens a discussion on the “water of life.” As real social and economic conditions are addressed in the name of Jesus, people want to follow Him and communities can be transformed.

We see business start-ups and job creation as the modern day equivalent of what “Jesus would do.” Kingdom businesses provide relationships for sharing values in the work place and community. They open doors to the Kingdom of Heaven – both now in temporal time and for all eternity.

Each year IBEC Ventures helps start several sustainable business ventures through professional training, business planning and mentoring. The message of Truth is extended to the ends of the earth as IBEC links together entrepreneurs, investor’s capital, and the expertise of professional consultants. IBEC is a link to sowing the seed of quality life transformation.



+IBEC VENTURES OFFERS A SOLUTION

IBEC Ventures was founded in 2006 and is part of a growing worldwide Business as Mission (BAM) movement, sometimes referred to B4T – Business for Transformation. We use new business ventures to transform lives by providing purposeful employment to help people and their communities escape the ravages of poverty. We help new business owners live out kingdom values naturally before a very open audience. We provide tools to these new business owners so they can share hope and eternal promise with employees, their families, and their local communities. We seek to lift communities not only out of physical poverty, but out of spiritual poverty as well. We give them human dignity, responsibility and empowerment.

Real businesses are needed and welcomed in the developing regions of the world. Therefore, IBEC Ventures seeks to enable and facilitate the creation of legitimate, sustainable, profitable businesses where they are needed most. Some call it the quadruple bottom line: a) Profitable and sustainable business; b) Local job and wealth creation; c) Integrated spiritual capital; d) Stewardship of God's creation.

OUR VALUES ARE REPRESENTED IN OUR NAME: INTERNATIONAL BUSINESS AND EDUCATION CONSULTANTS (DBA IBEC VENTURES)

- + **INTERNATIONAL** signifies the important value of all cultures, nations and people.
- + **BUSINESS** indicates the ordained importance of the economics of life. Human work, adequate standards of living and quality of life have been important since the beginning of creation.
- + **EDUCATION** indicates that mankind is on a learning journey of growth and development in the spiritual, social, intellectual, cultural and physical aspects of life.
- + **CONSULTANTS** demonstrates that we want to partner with others. Together we consult, learn, grow, develop and progress with integrity.
- + **VENTURES** shows that there is adventure, risk, and the excitement of the unknown in what we do.

+A TRANSFORMED LIFE THROUGH ETHICAL BUSINESS IN ASIA

Matt, an IBEC-coached business owner in Asia faced an ethical decision. Should he take on a sales person named Li who worked for a competitor and who wanted to bring his clients with him to Matt's business? Matt replied that he did not want to do business that way.

Li however did see a Bible on a shelf behind the desk and asked "Are you one of those 'what do you call 'ems'?" Matt said, "yes" but there was no ethical or spiritual discussion.

A week later Li called Matt and wanted to have a spiritual discussion saying he wanted to be an ethical business person like Matt. He was tired of the lies and deceptions which were a part of his current work situation. Where did this end up? After several weeks of talks, Li came to follow Jesus and his principles for life and work.

+PURE WATER AND THE WATER OF LIFE

Clean water is a major world issue and 35% of Indonesia's drinking water is not safe for drinking. Workers at Water Solutions Indonesia are providing technologies which include water retention, filtration and hydraulic pumping stations. Life-giving water is meeting key health needs.

IBEC has been retained to help this business to grow, become profitable and be sustainable. Our challenge is to help *Water Solutions* move from a humanitarian project dependent on external funds, to a project totally self-sufficient in the local economy, creating jobs and marketing themselves to the local marketplace?

And all the while there are regular conversations in the workplace of everyday life connecting pure drinking water with the "water of life".



+SERVING NEW BUSINESS VENTURES IN DEVELOPING COUNTRIES

IBEC Ventures provides consulting services that integrate a faith-based, values-driven plan with reproducible principles which result in personal and community growth, job creation, profitability, and sustainability. We add value throughout all phases of the venture start-up and delivery process. As the new business thrives, believers have opportunities to live their witness before, and share their testimonies with, people who could not be reached otherwise.

One of the keys to effectiveness in the areas of the world in which we operate is our ability to be authentic. We are business professionals consulting with entrepreneurs to create successful businesses. We conduct ourselves with all honesty and integrity before an observant world. Visit www.IBECventures.com to see an expanded explanation of our services and qualifications.

PHASE	0: SCREEN	1: EVALUATE	2: PLAN	3: IMPLEMENT	4: SUPPORT
KEY STEPS	CLARIFY AND ASSESS OPPORTUNITIES	INCORPORATE ALL VALUES & SUCCESS CRITERIA	FINALIZE PLANS, RESOURCES, & COMPLETE PREPARATIONS	EXECUTE PLANS & OPTIMIZE PROCESSES	PROVIDE MENTORING, NETWORKING, & ACCOUNTABILITY
PROCESS	IDENTIFY MEANINGFUL BUSINESS OPPORTUNITIES	DEVELOP VALUES-BASED BUSINESS PLANS	PROVIDE COACHING & TRAINING TO ENSURE READINESS	START-UP VENTURE & PROBLEM SOLVE AS NEEDED	PROVIDE GROWTH COACHING, KEY CONTACTS, & REVIEWS
OUTCOME	DECISION TO PROCEED WITH VENTURE OR TERMINATE	VIAIBLE PRELIMINARY PLAN TO ATTRACT INVESTORS	COMPLETE READINESS TO PROCEED TO IMPLEMENTATION	QUALITY PRODUCT AND/OR SERVICE DELIVERED TO MARKET	SUSTAINABLE BUSINESS DELIVERING 360° OF SUCCESS

IBEC Ventures is an experienced consulting group with a quality product with a website describing our product and history (www.ibecventures.com). However in the overseas context, we do not identify ourselves with IBEC Ventures so as to protect confidentialities of our clients who many times are in high risk situations. We consult with BAM (B4T) entrepreneurs and establish real profitable businesses which integrate business with Jesus and his gospel.



+PROVIDING EXPERTISE TO ENABLE TRANSFORMATION

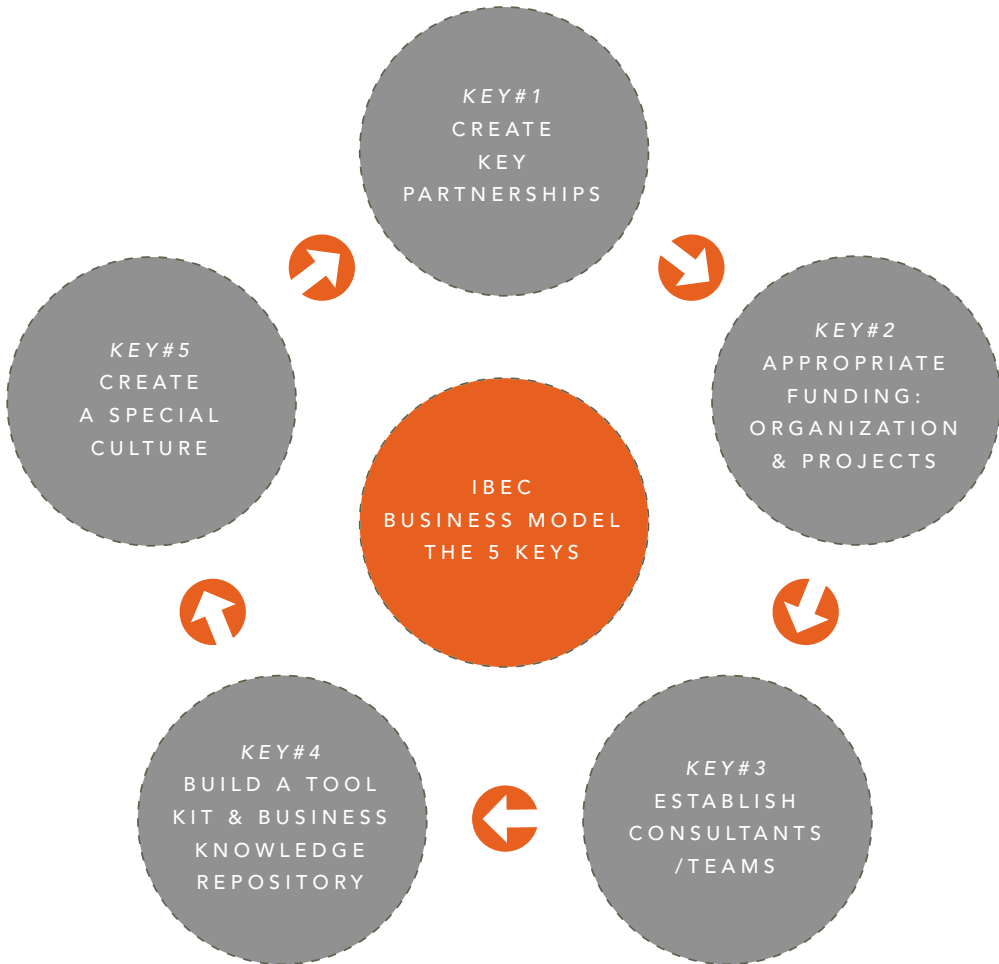
Two experienced Christian workers in Indonesia with knowledge of the culture, language and the marine industry, wanted to buy a boat building business and use it to create jobs in a values-driven environment. However they lacked business expertise. IBEC Ventures consultants conducted a feasibility study that included a site visit to determine that the business was viable, profitability was possible, and the legal issues could be resolved.

Capital was then acquired to buy the business. The workers in Indonesia benefited from experienced business people; the investor and his team are now providing a holistic contribution to individuals and communities in Indonesia; and the consultants used their expertise for a project designed to change lives and transform communities.

+CHANGING LIVES BY CREATING HOPE THROUGH JOBS

A team in the Balkans asked IBEC, “Can you help us evaluate opportunities for business in Bosnia?” IBEC responded with training sessions and a site visit with senior consultants which included due diligence, business planning and coaching. Now an agricultural expert is focusing on the challenges of this emerging agribusiness.

After experiments with various vegetable products and experience with sales contracts, product development, marketing and financial projections, the business now focuses on fruit products. Some of the 60 percent unemployed of the valley are the beneficiaries of the new business. The business team finds significance in this values-based project which is poised to bring transformation to lives and the entire community.



+PARTNERSHIP OPPORTUNITIES

There are many ways that followers of Jesus can contribute to this groundbreaking work.

DONATION . . . Before a new business idea can progress far enough to be able to secure funding, there are many costs incurred. New ideas need to be researched and screened. Ideas with sufficient promise need effort and expertise to fully develop the needed business plans, explore legal requirements and identify needed resources. Please contact us if you would like to contribute to furthering BAM efforts on behalf of the Kingdom.

INVESTMENT . . . Once projects have been sufficiently established, most require investment funding. The objective is to establish profitable businesses that can sustain themselves over time; but all new ventures require investment capital to get them started. Please contact us if you are in a position to invest in a Kingdom business in this way. Investment opportunities include loans and equity positions.

TIME AND TALENTS . . . IBEC depends on committed professional volunteers. Please contact us about upcoming consulting opportunities. Your experience can make all the difference in helping new BAM operations get established, thrive and eventually transform lives in the communities in which they operate. Typical skills include:

- + Legal expertise
- + Business plan development
- + Marketing
- + Finances and accounting
- + Total quality management
- + Product launch capability
- + Capitalization coaching
- + Principle-based management



+WHO IS IBEC VENTURES?

IBEC OFFICERS AND CONSULTANTS BRING EXPERIENCE AND EXPERTISE.

SOME REPRESENTATIVE EXAMPLES:

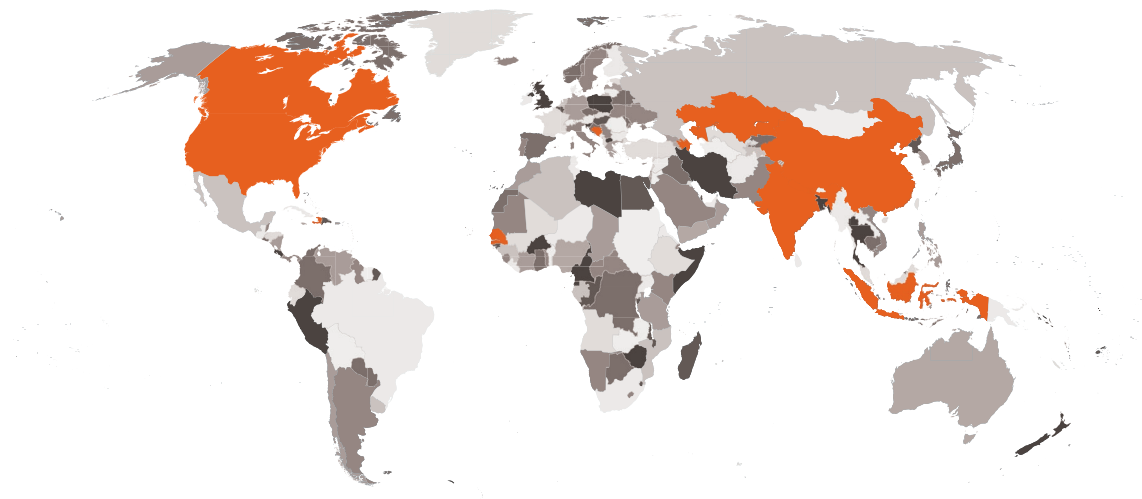
- + **BOB BUSH:** Career business leader with executive and marketing roles in the bio-medical industry; author of several books and Managing Director of IBEC since 2014.
- + **KEN LEAHY:** 30 years with Johnson & Johnson, serving as VP and CFO of Research Services; expertise in integrated business models, financial analysis, principle-based management and consulting.
- + **GARY WILLETT:** Systems engineering management with IBM for 20 years; Vice president of Cerner Corporation for marketing and strategic management; overseas experience in Eastern Europe for 4 years; currently consultant with Executive Service Corps and Director of Consultants for IBEC.
- + **JIM MAYER:** 20 years with Prudential and Cartus in corporate relocation; conducted workshops and training sessions; managed extensive details in setting up new clients; additional extensive involvement in missions over the past 40 years; Director of recruiting for IBEC.
- + **LARRY SHARP:** 42 years as a mission executive and international educator; founder of IBEC and current consultant on themes of international living and risk assessment, BAM theory and practice; researcher.
- + **DON WORTHINGTON:** Executive VP of National Penn Bank with experience in banking and manufacturing; expertise in business start-ups, capitalization issues, loans, investments and overseas business ownership; IBEC Board Chairman.
- + **BOB JOHNSTONE:** Career aeronautical engineer with project management experience; provides strategic planning and business planning expertise both for industry and in the NFP sector; founding board president of IBEC.
- + **RON FERNER:** Former VP of Operations at Campbell Soup Co. and currently dean of Cairn University Business School; provides training, HR and operational expertise.
- + **DAVE KIER:** Owner and CEO of mid-west DFS Inc; expertise in agriculture, entrepreneurialism and leadership in small to mid-sized SME businesses; IBEC board member and consultant in Asia.
- + **BRET RHINESMITH:** Chemical and project engineer with Conoco; president of Pearl Investment Company and current Principal of Rhinesmith Consulting and Manager of Carbon Blue Energy; strong background and certifications in mountaineering, rock climbing, skiing, kayaking and trekking. IBEC consultant.
- + **RICK HAMM:** Former VP of Conoco, Inc., responsible for Europe operations, marketing, energy and engineering; MIT graduate and experience with universities and the NFP sector.
- + **DON SIMMONS:** 25 years as a financial services professional and Executive Director of Simmons Capital Group; consults with small-medium enterprises throughout central Asia; IBEC board member.
- + **GWEN RAPP:** 2012 MBA graduate of Cairn University; BS in Biblical Studies; student body president and intern for the university president; IBEC intern in 2011 and 2012; Consulting Services representative for IBEC.



+WORTHY OF YOUR SUPPORT

- + Through the generous financial support of donors, more than one hundred solar units were purchased and installed in a Himalayan region, using a combination of national labor, consultants, and traditional missional workers. As a result, today there are communities of Jesus followers.
- + Because an investor gave significant funds for a business start up in China, today more than 30 new jobs are providing livable wages, and several new groups of believers have been formed.
- + One investor funded the purchase of a marine manufacturing company in Asia. Now more than twenty employees and the local community are hearing of Jesus for the first time.
- + Significant start-up costs were invested in a printing press in a Muslim former Soviet republic. Now the experienced entrepreneur is an IBEC consultant for the area.
- + A donor provided capital for marketing a specialized coffee, resulting in workers having jobs in a country closed to the Truth. Now the good news is penetrating further into the interior of that unreached country.
- + Two investors took equity positions in a new tourism startup in Asia. The company is well on its way to profitability, creating jobs and living out Kingdom values in India.
- + A foundation provided a sizable grant to an outdoor sports company in North Africa, enabling them to begin their tour company in a significant unreached and undeveloped country.

+ THE STORY OF YOUR PARTNERSHIP COULD BE NEXT.



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INTERNATIONAL BUSINESS
& EDUCATION CONSULTANTS

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