

ON ONE FOUNDATION

FISCAL YEAR 2016 ANNUAL REPORT

“Looking to Jesus the pioneer and perfecter of our faith, who for the joy that was set before him endured the cross...” — Hebrews 12:2

Dear friends and partners,

I have been giving the above Scripture verse a fair amount of thought over the past few months. What a joy Jesus must have possessed to be willing to endure the cross!

To what was He looking when He found this joy? I am sure the joy He possessed in His perfect relationship with the Father and the Holy Spirit was a big part of it. I am convinced, however, that there was something else. The joy of Jesus that is grounded within the Trinity is a perfect joy; this joy is not only full, but incapable of increase, already perfect. The cross does not change anything about God.

The cross, though, changes everything for you and me. The more I reflect upon this passage, the more I sense that, when Jesus looked at the cross, He saw past it and saw you and me. It was the joy of rescuing each of us that inspired Him as He gave Himself for each of us. I share this reflection with you in hope that it will bring you joy.

Your partnership with FOCUS is extending the offer of salvation to more and more people every year. Each time someone encounters the love and mercy of God in their lives, they recognize the salvation Jesus gained for them. Each time someone begins the life of a disciplined follower of Christ, they take steps to becoming what they were made to be.

During the last academic year alone, we were able to bring more than 25,000

young people to study the Scriptures, which is an increase from the 21,000 who attended the year before. At first glance, that looks like a wonderful increase of 4,000 young people. However, this does not account for the ebb-and-flow effect in universities, where approximately 25% of the student body changes every year due to graduation or transfers to other campuses. This means that about 5,000 of the 21,000 young people we worked with during the last academic year are no longer on campus. We are now working with not just 4,000 new students, but probably closer to 9,000!

As they study the Scriptures, these young leaders encourage one another in the lifelong journey of being a missionary disciple. This is just one small glimpse into the great things God is doing through the enthusiasm of faithful people who have encountered the person of Jesus and found the joy He wants to offer to them.

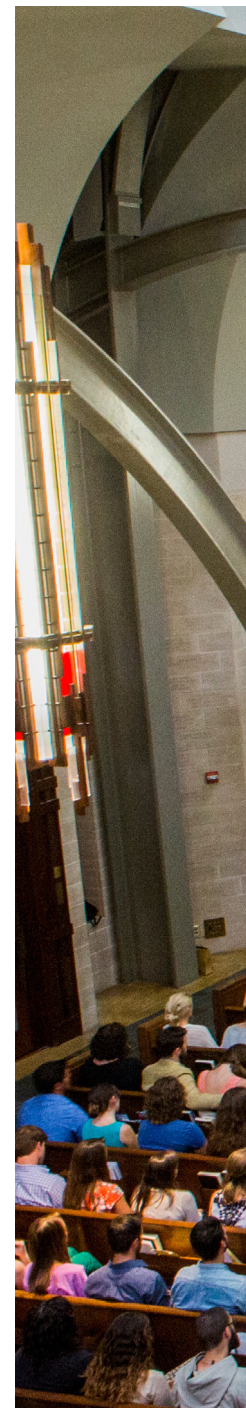
With your partnership, we hope to continue reaching more people in the coming years. We have also been blessed with the first fruits of our international expansion, having established two campuses in Austria. By the grace of God, we are making a difference. Our goal is simple: to share the life-changing, eternal-destiny-changing reality of life with God. When people come to know God, they discover His plan for their life and they become world-changers. Thank you for helping raise up a generation of world-changers. I hope you will read this annual report with great interest, knowing that, united with God, we are together changing lives.

It is an honor to serve with you.

Sincerely in Christ,



Curtis A. Martin
Founder and CEO



2

OUR FOUNDATIONS

3

OUR FRAMEWORK

4

LIVING STONES

6

FROM THE GROUND UP:
WIN

7

FROM THE GROUND UP:
BUILD

8

FROM THE GROUND UP:
SEND

10

CAMPUS MAP

13

OUR PARTNERS IN MISSION:
CHAPLAINS

14

OUR PARTNERS IN MISSION:
BENEFACTOR SPOTLIGHT

16

OUR BENEFACTORS

20

BOARD OF DIRECTORS

21

PRESIDENT'S ADVANCEMENT
COUNCIL

22

EXECUTIVE LEADERSHIP TEAM

23

FINANCIALS

24

FOCUS EFFECT



OUR CULTURAL VIRTUES

No matter what role each individual may play, all members of our staff strive to maintain a cooperative, committed and Christ-centered culture of service based upon these three virtues:

Personal Excellence

Striving to give the best of ourselves to all that the Lord has entrusted to us

Vital Unity

Laying aside our own ambitions to serve the greater good of Jesus Christ

Joyful Sacrifice

Accepting our sacrifices as a gift and joyfully offering them back to the Father

OUR MISSION STATEMENT

To know Jesus Christ and fulfill His Great Commission

OUR FOUNDATIONS FOCUS is a Catholic apostolate which shares the hope and joy of the gospel with college and university students and sends them out into lifelong Catholic mission. Trained in Church teaching, prayer, sacred Scripture, evangelization and discipleship, FOCUS missionaries encounter students in friendship where they are, inviting them into a personal relationship with Jesus Christ and accompanying them as they pursue lives of virtue and excellence. Through Bible studies, outreach events, mission trips and one-on-one discipleship, missionaries inspire and build up students in the faith, sending them out to spread the good news and carry out the Great Commission for the rest of their lives: "Go therefore and make disciples of all nations" (Mt. 28:19).

OUR MAIN THING

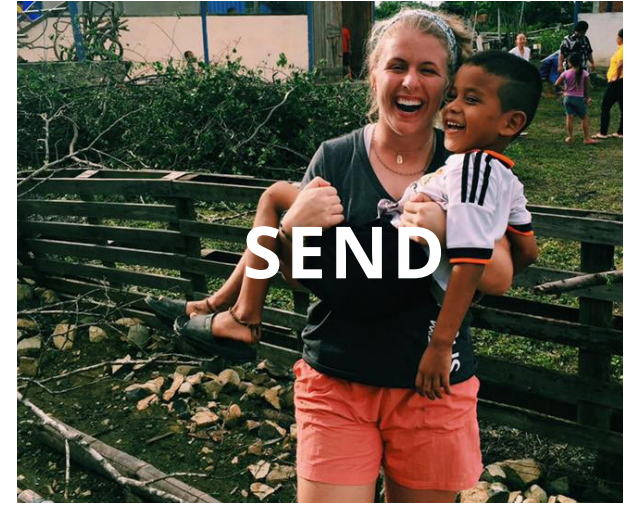
What is the main thing FOCUS strives to accomplish?

We invite students into a relationship with Christ and His Church, inspiring and equipping them for a lifetime of Christ-centered evangelization, discipleship and friendships in which they lead others to do the same.

Launching Students into Lifelong Catholic Mission

A PERSONAL COMMITMENT

The cornerstone of FOCUS is our people: the staff and missionaries who offer the best of themselves each day to help share the gospel with students and to build Christ-like leaders for the Church. Through top-notch training programs like New Staff Training, extensive campus support networks and professional development opportunities such as FOCUS' Leadership Development Initiative, FOCUS invests deeply in our missionaries so that they may in turn invest fully in the students they encounter on campus.



OUR METHOD OF EVANGELIZATION: WIN, BUILD, SEND

Our method of evangelization in mission flows directly from our fundamental principles. To carry out the Great Commission and make disciples of all nations, we win the hearts of college students, build them up in the faith and send them out into the world.

OUR SCRIPTURAL BASIS

From the beginning, FOCUS has stood upon the foundation of sacred Scripture. Every aspect of our mission in FOCUS is tied to these five verses as our scriptural basis:

Matthew 28:18 – 20: “And Jesus came and said to them, ‘All authority in heaven and on earth has been given to me. Go therefore and make disciples of all nations, baptizing them in the name of the Father and of the Son and of the Holy Spirit, teaching them to observe all that I have commanded you; and lo, I am with you always, to the close of the age.”

John 17:3: “And this is eternal life, that they know thee the only true God, and Jesus Christ whom thou hast sent.”

1 Thessalonians 2:8: “So, being affectionately desirous of you, we were ready to share with you not only the gospel of God but also our own selves, because you had become very dear to us.”

2 Timothy 2:2: “[A]nd what you have heard from me before many witnesses entrust to faithful men who will be able to teach others also.”

John 15:8: “By this my Father is glorified, that you bear much fruit, and so prove to be my disciples.”

OUR FUNDAMENTAL PRINCIPLES

With sacred Scripture as our foundation, we build our apostolate through the fundamental principles of divine intimacy, authentic friendship and spiritual multiplication:

Divine Intimacy

Since we have been created in the image and likeness of God, we are each called to experience true intimacy with Him. We center our lives on our relationship with the Triune God through daily prayer, the sacraments and Scripture.

Authentic Friendship

Man was not meant to be alone. By our very design, we desire relationships and community with others. We share life with students through virtuous friendships, meeting them where they are so that we may encounter them on a deeper level.

Spiritual Multiplication

This is the method of “win, build, send” by which we imitate Jesus, who invested in a few and commissioned them to do the same.

LIVING STONES

“Come to him, to that living stone, rejected by men but in God’s sight chosen and precious; and like living stones be yourselves built into a spiritual house, to be a holy priesthood, to offer spiritual sacrifices acceptable to God through Jesus Christ.” — 1 Peter 2:4 – 5

FOCUS New Staff Training (NST) is a five-week event we hold each summer where we train our staff for mission. The formation and training by world-class Catholic teachers enables them to encounter Christ more deeply through prayer and their relationships. As Curtis Martin has said to each missionary at NST: “Live differently for a month, and you can live differently for a life.”

A FOUNDATION UPON WHICH THE HEART OF MISSIONARY LIFE CAN BE FULLY LIVED.

In these five weeks, we are able to provide our missionaries a foundation upon which the heart of missionary life — incarnational evangelization in imitation of Christ — can be fully lived. By the time our staff leave NST, they are prepared to live the joy of the gospel and introduce all whom they encounter to the person of Jesus Christ.

“New Staff Training (NST) was exhausting at times — but it’s the exhaustion and being outside of my comfort zone that pushed me closer to God and further from myself.”

“I truly loved NST! I constantly found myself saying, ‘Wow. I can’t believe that this is part of my job. How awesome!’”





"Having so many wonderful priests and religious there to help guide us added so much to my formation. I am so thankful to have gone through this month of NST!"

"Coming from six years' experience of working in parishes with a theology background, I expected to hear and learn things I already knew — but I was pleasantly surprised that all of the information was fresh and very applicable to missionary life."



WIN

“Come to me, all who labor and are heavy laden, and I will give you rest. Take my yoke upon you, and learn from me; for I am gentle and lowly in heart, and you will find rest for your souls. For my yoke is easy, and my burden is light.”

— Matthew 11:28 - 30

Student Testimony

Running a Bible study is one of the best things I could have done in my college career. Having it in my dorm is great! I can feel the Holy Spirit each week, and it's truly transforming. It's an awesome feeling, and not only is God invited into my room, but **He is invited into my heart** and the hearts of others.

CHRISTINA

Student at New York University

Through authentic friendships that foster an encounter with Jesus Christ, FOCUS draws people into a covenantal relationship with God. FOCUS goes out to meet students wherever they may be on campus — in the dorms, on the fields, in the student union — so that we may invite those students to find the greater meaning of their lives.

I have been enamored by the concept of workplace evangelization for quite some time. Thoughts of my future were never without a plan to serve those with whom I work and to bring them the gospel that I so deeply love. I was convicted in the ideal that missionary work was not restricted to leading Bible studies, staffing retreats or giving talks, but that it could mean offering up quiet acts of labor for my coworkers and hidden deeds of sacrifice at my desk.

You can imagine my surprise when I discovered my desire to be a FOCUS missionary. I was faced with the choice of doing missionary work on campus or in the business world. Both opportunities would challenge me to virtue, both would put my God-given skills to action — and most importantly, both would allow me to fulfill my ultimate vocation of serving God. I was given the freedom to choose between two very God-centered and God-driven options.

IN CHOOSING TO BE A FOCUS MISSIONARY, I AM CHOOSING TO SHARE THE CHURCH WITH THOSE WHO ARE LEARNING TO MAKE DECISIONS ABOUT WHO THEY ARE CALLED TO BE AND HOW THEY ARE CALLED TO LIVE.

At first I was so wrapped up in picking what was “right” that I failed to recognize the value of my capacity to choose in the first place. This gift of free will had been pointed out to me through my involvement with FOCUS, and God was now asking me to use it. And so I chose. I chose to be a FOCUS missionary because I wanted to help others learn to choose. In choosing to be a FOCUS missionary, I am choosing to share the Church with those who are learning to make decisions about who they are called to be and how they are called to live.

KACI NGUYEN

Missionary at George Mason University

BUILD

“So then you are no longer strangers and sojourners, but you are fellow citizens with the saints and members of the household of God, built upon the foundation of the apostles and prophets, Christ Jesus himself being the cornerstone...” — Ephesians 2:19 – 20

Once we have encountered others in friendship, we invite them to go deeper. We form students through Bible studies and one-on-one discipleship so that they may possess the hearts, minds and habits of joyful, disciplined followers of Jesus. We teach them to pray with Scripture, to participate in the sacraments and to pursue lives of virtue and excellence so that they can become all that God is calling them to be.

Going to the Student Leadership Summit (SLS16), I was fresh back into the Church after seven years of being away. I had given up old temptations and sins, was practicing the sacraments and even put myself on a dating fast. I went to SLS telling Jesus, “If you don’t show me here that I’m called to be a missionary, I’m not applying at all.”

On the first day of the conference, I was approached by an attending monk who told me, “The next time you need to pray about what the Lord wants for you, pray through the intercession of our Blessed Mother. Nothing could stop her from following the Lord’s will for her.” It was from that encounter that I knew Jesus was asking me to lean on the Blessed Mother during this discernment process. Each time I spoke to her in prayer, I would hear her speak to me through someone else at a training exercise, in a homily or at a session. I knew I wanted to be able to have the radical courage to work for her Son and to bring students closer to the Lord, just like my missionary had done for me.

JESUS’ PLAN WAS MUCH **MORE MAGNIFICENT** THAN THE ONE I HAD FOR MYSELF, AND I COULDN’T BE HAPPIER KNOWING THAT THIS IS **EXACTLY THE PLACE THAT I NEED TO BE SERVING FOR HIM.**

During three hours of adoration surrounded by thousands of students, I was finally able to say “yes” to following Jesus in everything — and with my “yes,” I was so excited to get back to campus to continue to better myself as a student leader and daughter of God. Jesus’ plan was much more magnificent than the one I had for myself, and I couldn’t be happier knowing that this is exactly the place that I need to be serving for Him.

HAILEY LISTON

Attendee at SLS16
Alumna of Northwest Missouri State University



My whole life I’ve been Catholic, always going to Mass and praying before meals — but I never felt that I truly lived out my faith. Tess (my missionary) invited me on this mission trip to Mexico City, and I decided to go. I did not realize how prayerful this trip would be: We had daily Mass and prayer along with multiple visits to the Basilica of Our Lady of Guadalupe.

The pinnacle of the trip (and quite possibly my life) occurred when we walked over one quarter of a mile on our knees in prayer to Our Lady and then followed that up with one hour of prayer in the basilica. **Never before have I been overwhelmed in adoration, and I just broke down knowing that I needed to have a daily prayer life, to participate in the sacraments more often and to commit my life to Christ.**

I am so thankful that I went on this trip because it was a springboard into deepening my faith.

NATE QUINTANA

Participant on Mexico City Mission Trip
Student at Colorado State University

SEND

“But how are men to call upon him in whom they have not believed? And how are they to believe in him of whom they have never heard? And how are they to hear without a preacher? And how can men preach unless they are sent?” — Romans 10:14 – 15

While FOCUS walks alongside people in discipleship, we likewise invite them to imitate Jesus and to be Spirit-filled evangelists by going on to win, build and send others. Those who have been sent strive to live out lifelong mission wherever the Lord leads them, sharing the good news with their friends, families, communities, workplaces and parishes across the nation.

I attended Appalachian State University — a college with a small, unimpressive Catholic campus ministry — and I was desperately seeking to befriend other Catholic college students and grow in deeper relationship with Christ and His Church.

When I was a junior, my confirmation sponsor invited me to attend the FOCUS conference in Orlando during Christmas break of 2009. The moment the conference began, I knew I was exactly where I needed to be. I was surrounded by young Catholics on fire for our Lord who came together to learn about how we were each made for more than this world has to offer. Throughout my time in Orlando, God planted a desire in my heart to become a FOCUS missionary — because I knew firsthand what it was like to be alone as a Catholic on a college campus.

As a FOCUS missionary, my purpose for life became very clear: I was called to live a life radically for the Lord and bring others with me on my journey. My time with FOCUS inspired and equipped me to share Christ with anyone and



everyone I encountered. I am currently the RCIA Director and Young Adult Ministry Coordinator at the same church I served at as a campus missionary at the University of Florida, and I seek every day to carry out the lifelong mission that FOCUS has instilled in me. I am so grateful to God for the impact this incredible organization has had on my life!

SABRINA SY

RCIA Coordinator, Young Adult Ministry Coordinator,
Adult Confirmation Coordinator
St. Augustine Catholic Church, Florida





My vocation grew from a profound experience of Christ's presence I had during adoration in college. However, I neither knew how to process that experience nor what to do afterward. FOCUS missionaries found me during this time of uncertainty, pointed me in the right direction and kept me focused on who I was and what I was supposed to be doing. FOCUS helped me identify myself as a daughter of God, worthy of His love, instead of defining myself by my worldly achievements. Through the work of FOCUS and the grace of God, this realization led me to discern my call and to dedicate myself completely to Him as a religious sister.

**THANK YOU, FOCUS, FOR
CONTINUING TO WALK
WITH ME ON MY JOURNEY
OF FAITH!**



On September 4, 2016, I took final vows with my community, the Franciscans of the Eucharist of Chicago. We work with the poor, teach and maintain sites of perpetual adoration. And thanks to my ongoing relationships in FOCUS, our location is now a domestic mission site with FOCUS Missions — which is a huge blessing to us and to the poor on the west side of Chicago. Thank you, FOCUS, for continuing to walk with me on my journey of faith!

SR. STEPHANIE BALIGA

Sister with the Franciscans of the Eucharist of Chicago
Chicago, Illinois

2016-2017 CAMPUSES

* Denotes new campus for fall 2016

Thanks to loyal friends, FOCUS will have teams on 125 campuses this academic year!

UNITED STATES CAMPUSES

Alabama

Auburn University, Auburn
Troy University, Troy
University of Alabama, Birmingham
University of Alabama, Tuscaloosa
University of South Alabama, Mobile

Arizona

Northern Arizona University, Flagstaff

California

California State University, Fullerton
San Diego State University, San Diego
University of California, Berkeley
University of California, Irvine
University of California, Los Angeles
University of California, Santa Barbara
University of Southern California, Los Angeles

Colorado

Colorado School of Mines, Golden
University of Northern Colorado, Greeley
Colorado State University, Ft. Collins
University of Colorado, Boulder
Digital Campus

Connecticut

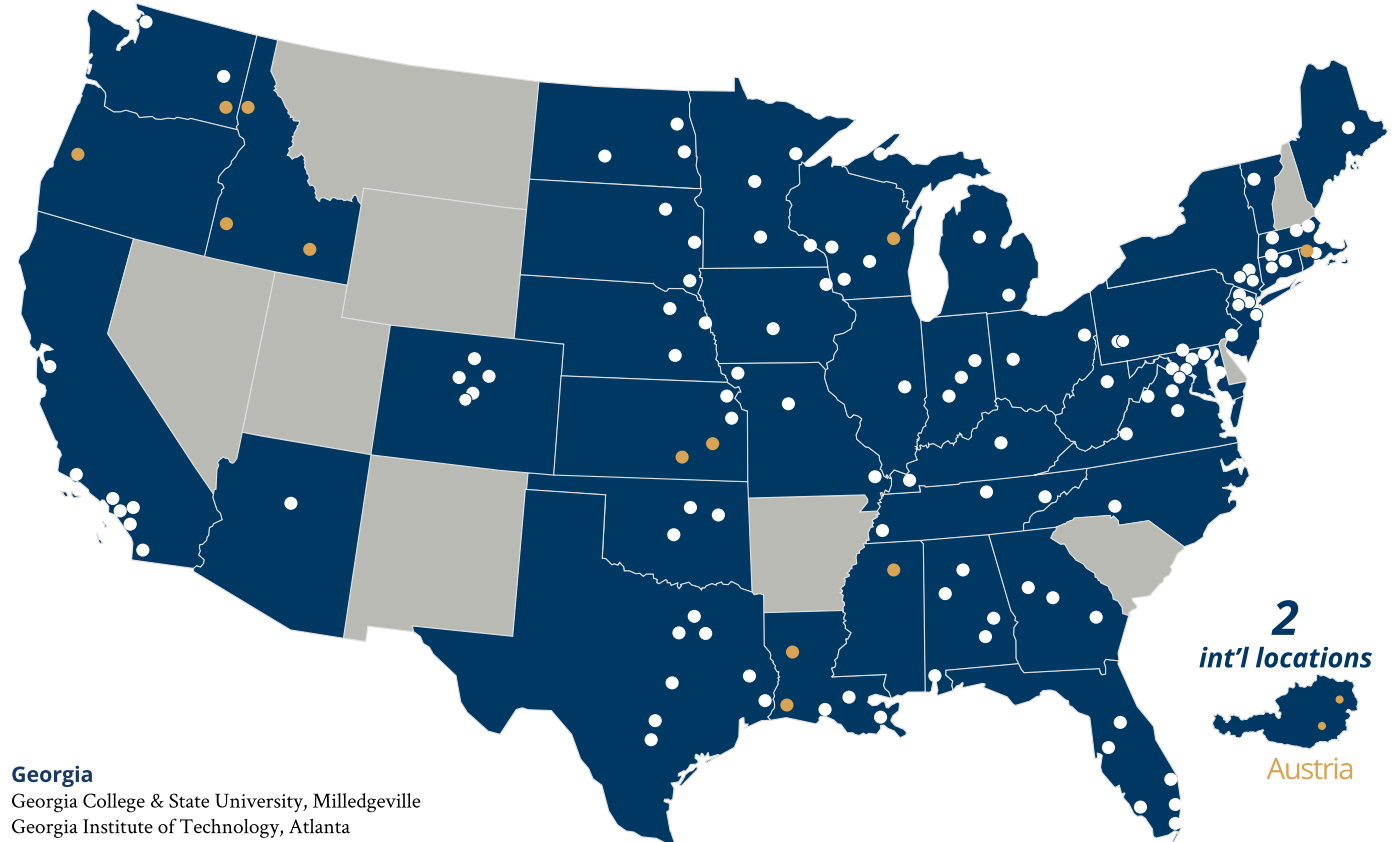
United States Coast Guard Academy, New London
University of Connecticut, Storrs
Western Connecticut State University, Danbury

District of Columbia

George Washington University, Washington, D.C.

Florida

Ave Maria University, Ave Maria
Florida Atlantic University, Boca Raton
St. Thomas University, Miami
University of Florida, Gainesville
University of Miami, Miami
University of North Florida, Jacksonville



Georgia

Georgia College & State University, Milledgeville
Georgia Institute of Technology, Atlanta
Georgia Southern University, Statesboro

Idaho

Boise State University, Boise*
Idaho State University, Pocatello*
University of Idaho, Moscow *

Illinois

University of Illinois, Urbana-Champaign

Indiana

Ball State University, Muncie
DePauw University, Greencastle
Indiana University-Purdue University, Indianapolis

Iowa

Drake University, Des Moines
Loras College, Dubuque

Kansas

Benedictine College, Atchison
Emporia State University, Emporia*
University of Kansas, Lawrence
Wichita State University, Wichita*

Kentucky

Murray State University, Murray
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Louisiana

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Nicholls State University, Thibodaux
Northwestern State University, Natchitoches*
Tulane University, New Orleans
University of Louisiana, Lafayette

Maine

University of Maine, Orono

Maryland

Mount St. Mary's, Emmitsburg
Towson University, Towson
United States Naval Academy, Annapolis
University of Maryland, College Park

Massachusetts

Boston University, Boston
Harvard University, Cambridge
Massachusetts Institute of Technology, Cambridge
University of Massachusetts, Amherst

Michigan

Central Michigan University, Mt. Pleasant
 Eastern Michigan University, Ypsilanti
 Michigan Technological University, Houghton

Minnesota

Minnesota State University, Mankato
 St. John's University, Collegeville
 University of Minnesota, Duluth
 Winona State University, Winona

Mississippi

University of Mississippi, Oxford*

Missouri

Northwest Missouri State University, Maryville
 Southeast Missouri State University, Cape Girardeau
 University of Missouri, Columbia

Nebraska

University of Nebraska, Lincoln
 University of Nebraska, Omaha
 Wayne State College, Wayne

New Jersey

Montclair State University, Montclair
 Ramapo College, Mahwah
 Seton Hall University, South Orange

New York

Columbia University, New York City
 New York University, New York City
 United States Military Academy, West Point

North Carolina

Belmont Abbey College, Belmont

North Dakota

North Dakota State University, Fargo
 University of Mary, Bismarck
 University of North Dakota, Grand Forks

Ohio

Franciscan University, Steubenville
 Wright State University, Dayton

Oklahoma

Oklahoma State University, Stillwater
 University of Oklahoma, Norman
 University of Tulsa, Tulsa

Oregon

University of Oregon, Eugene*

Pennsylvania

Carnegie Mellon University, Pittsburgh
 University of Pittsburgh, Pittsburgh
 Temple University, Philadelphia

Rhode Island

Brown University, Providence*
 University of Rhode Island, Kingston

South Dakota

Northern State University, Aberdeen
 South Dakota State University, Brookings
 University of South Dakota, Vermillion

Tennessee

University of Tennessee, Knoxville
 Vanderbilt University, Nashville
 University of Memphis, Memphis

Texas

Baylor University, Waco
 Southern Methodist University, University Park
 Stephen F. Austin State University, Nacogdoches
 Texas A&M University, College Station
 Texas State University, San Marcos
 University of North Texas, Denton
 University of Texas, Austin
 University of Texas, Tyler

Vermont

University of Vermont, Burlington

Virginia

George Mason University, Fairfax
 James Madison University, Harrisonburg
 University of Virginia, Charlottesville
 University of Mary Washington, Fredericksburg
 Virginia Tech University, Blacksburg

Washington

Eastern Washington, Cheney
 Washington State University, Pullman*
 Western Washington, Bellingham

West Virginia

West Virginia University, Morgantown

Wisconsin

University of Wisconsin, La Crosse
 University of Wisconsin, Madison
 University of Wisconsin, Oshkosh*
 University of Wisconsin, Platteville

INTERNATIONAL CAMPUSES**Austria**

University of Graz, Graz*
 University of Vienna, Vienna*

An International Journey

Through our In Via International Conferences, FOCUS has witnessed our method of spiritual multiplication take root and bear much fruit with international students. Following the success of the international conferences, eight FOCUS missionaries have traveled overseas for the 2016 – 2017 school year for our apostolate's first-ever international campus expansion. With the blessing of the Archbishop of Vienna, Christoph Cardinal Schönborn, and the local campus chaplains, these two FOCUS teams will serve alongside Austrian missionaries at the University of Graz and the University of Vienna. This endeavor is the start of a two-year pilot program with FOCUS, and we are excited to see many lives transformed alongside our Austrian brothers and sisters.



CHAPLAINS



FOCUS missionaries, chaplains and campus ministers share a unique partnership in evangelization. Missionaries work on the ground, meeting students on campus and inviting them into the life of the Catholic community. From there, students are able to connect with the existing campus ministry, building authentic friendships and participating in the sacraments. Chaplains hold an invaluable role as shepherds and visionaries, uniting missionaries and ministry staff under one mission: reaching more students with the gospel message and preparing them for life beyond campus.

The main thing I want students to take away is to “go be holy in a parish, in your family and in your job.” That’s what the world needs. We’re forming them to be holy wherever life takes them.

As priests, I think we have the most privileged position in the world: the opportunity to form

lifelong Catholics and to take seriously the call to love the Lord Jesus, the Blessed Virgin and the Eucharist. Campus chaplains have this opportunity to invest in students, and that’s one that we shouldn’t take lightly at all. We should be inspired and motivated to give everything for the sake of souls and the sake of the future of the Church.

The most successful thing [in our campus evangelization] is a shared cohesive vision between all of the staff of the Newman Center and the FOCUS missionaries. We continually talk about how to inspire our students to share their faith. I meet with my FOCUS team director weekly; it’s so fruitful because we’re able to talk about where everybody is, how things are going, what needs to happen, what things we’re struggling with and what we can pray for together. That is essential to the success of our ministry.

FR. JASON KERN

Chaplain at St. Thomas More Catholic Newman Center
Minnesota State University | Mankato, Minnesota

Chaplain Testimony

So many souls, Catholic and non-Catholic alike, need the light of Christ in their lives. We can’t rest until we’ve shown it to them. **Our work should be to come to prayer and the sacraments first, but then to leave and go back out to engage the college culture.** We need to be a beacon of light to show that there is another way to live.

FR. JAY BUHMAN

FOCUS National Chaplain
Denver, Colorado



CO-BUILDERS OF THE KINGDOM

BENEFACTOR SPOTLIGHT

Speaking to the everyday reality of missionary service, St. Teresa of Calcutta once said, "Some give by going; others go by giving." Those who offer their prayers and financial gifts to FOCUS are more than just benefactors. Our mission partners are our friends in the mission field and our fellow builders of the Kingdom of God. Because of their sacrifices and support, FOCUS missionaries are able to walk alongside students and transform lives for eternity.

Gene and Sharon Zimmer have been faithful co-builders with FOCUS since 1999, helping to sustain the mission through their gifts to both missionaries and to national support. Gene and Sharon recently became Lisieux Legacy Society members when they gave a rental property to FOCUS, utilizing a charitable trust that saves them taxes and will pay them income for life. They live in Colorado Springs, Colorado.

This past July, Gene and Sharon Zimmer celebrated fifty years of marriage with their loved ones. With five children and 20 grandchildren (plus one on the way), they know a thing or two about the importance of passing on the faith to the next generation.

"With college, these kids leave home for the first time," said Gene. "And unless they have somebody to support them, they're out there by themselves. They follow the secular culture."



"We have so many friends whose kids no longer go to church," added Sharon.

Gene and Sharon first heard of FOCUS when their daughter Ann was a sophomore studying at the University of Northern Colorado.

"We thought it was wonderful," said Gene. "We could see what FOCUS was doing in helping young people keep the faith. We were very excited."

Gene and Sharon later attended one of the first FOCUS conferences in Lincoln, Nebraska. What they witnessed renewed their excitement. "We were blown away, seeing a couple thousand kids so enthusiastic for their faith," said Gene.

Both of them have seen first hand the effect FOCUS has had on their family. Four out of their five children have been actively involved in FOCUS — including their son John, who currently serves as FOCUS' VP of Apostolic Development. After recognizing the role FOCUS missionaries played in helping their children grow deeper in their faith, Gene and Sharon knew that supporting FOCUS was worthwhile.

"When you know an organization like FOCUS like we do and see the results we've seen, you can't think of another place to give," said Sharon.

"We know FOCUS is going to change lives," added Gene. "So many kids lose their faith. But FOCUS is helping to turn that around."

GENE AND SHARON ZIMMER

Lisieux Legacy Society Members
Colorado Springs, Colorado



WE KNOW FOCUS IS GOING TO CHANGE LIVES. SO MANY KIDS LOSE THEIR FAITH. BUT FOCUS IS HELPING TO TURN THAT AROUND.

ON ONE FOUNDATION, WE STAND TOGETHER

SPECIAL THANKS TO

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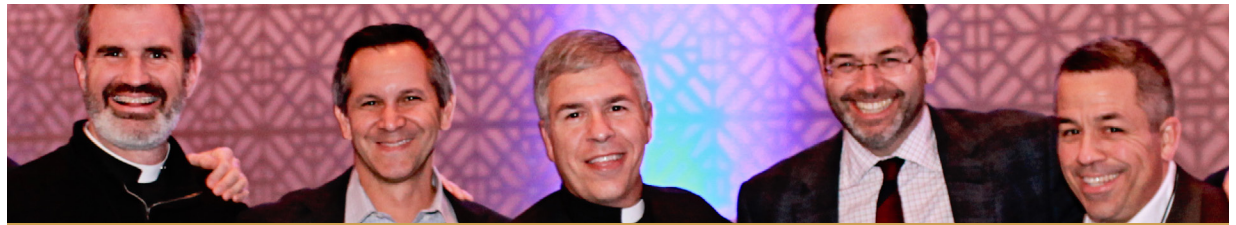
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The Lisieux Legacy Society recognizes individuals who have included FOCUS in their estate plan. Because of their generosity, Lisieux Legacy Society members ensure that the gospel will be shared by FOCUS missionaries for years to come and that many Christ-centered leaders will be raised up for the Church. FOCUS may benefit as a beneficiary of wills and trusts, gift annuities, life insurance, personal property, retirement plans and more. For more information, contact Joshua Gideon, director of Planned Giving, at 303-551-7413 or email joshua.gideon@focus.org.

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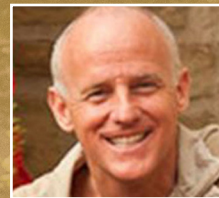
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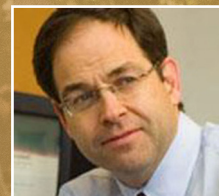
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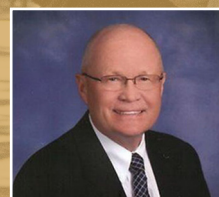
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CURTIS MARTIN
Founder

Curtis Martin is the founder of the Fellowship of Catholic University Students (FOCUS), one of the fastest-growing college outreach apostolates in the Catholic Church. Curtis Martin holds a master's degree in theology and is the author of the best-selling book, "Made for More." In 2004, Curtis and his wife, Michaelann, were awarded the Benemerenti Medal by Pope Saint John Paul II for their outstanding service to the Church. In 2011, Pope Benedict XVI appointed Curtis as a Consultor to the Pontifical Council of the New Evangelization. Curtis and Michaelann live in Westminster, Colorado. They have been blessed with nine children.



CRAIG MILLER
President

Craig Miller is the president of FOCUS. In 2003, after a remarkably successful career in Silicon Valley that included leading sales and cooperative marketing for Cisco's global accounts, Craig accepted Curtis' invitation to help manage the operational needs created by FOCUS' growth. Since then, Craig has overseen all aspects of operations, administration, development and finance as FOCUS continues to grow and develop on more than 100 campuses today. He lives in Genesee, Colorado, with his wife, Melissa, and four of their six children.



BRENDA CANNELLA
Vice President of Finance

Brenda Cannella is vice president of finance for FOCUS. Prior to joining FOCUS, Brenda was a principal in a privately held, Denver-based executive search firm specializing in finance and accounting leadership roles. Brenda began her career in the Houston office of a Big Four public accounting firm where she held positions in audit, economic and financial consulting, and practice management. Brenda holds a Bachelor of Business Administration with an emphasis in accounting from the University of Houston and is a CPA formerly licensed in Texas. Brenda lives in Erie, Colorado, with her husband, Troy, and their five children.



JOE HENSLER
Vice President of
Talent and Leadership
Development

Joe Hensler joined the FOCUS leadership team in 2012 as vice president of collegiate outreach. Today, he serves as vice president of talent and leadership development. Joe's wide range of experience in business, non-profit and religious communities, particularly his 19 years with Procter & Gamble, greatly benefits FOCUS. A native of St. Louis, Joe now resides in Highlands Ranch, Colorado, with his wife, Becky, and their five children.



FR. JOHN LAGER
National Chaplain

Fr. John Lager, O.F.M. Cap., has served FOCUS as the organization's national chaplain since 2013. Ordained in 1979, Fr. John has served the Capuchins as an associate pastor, a high school campus minister and as the order's director of development and missionary activity. He has also served as the executive director of the Samaritan House of Denver, vocation director for the Capuchin Province of Mid-America and co-founder of Marked Men for Christ ministry.



JOHN ZIMMER
Vice President of
Apostolic Development

John Zimmer is vice president of apostolic development for FOCUS. Since joining FOCUS in 1999, he has served in a variety of roles — including serving as a campus missionary, directing the national apostolate and overseeing the training and formation of the missionary staff. John speaks and teaches throughout the country on leadership, evangelization and apologetics. John lives in Centennial, Colorado, with his wife, Barbara, and their seven children.

HOW FIRM A FOUNDATION

The Lord continues to bless our mission! Our financial base has positive impact on our missionaries' efforts, both on campus and in parishes. Today, we stand firm and are poised to grow as we move ahead into this next year!

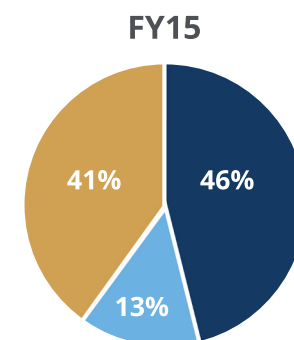
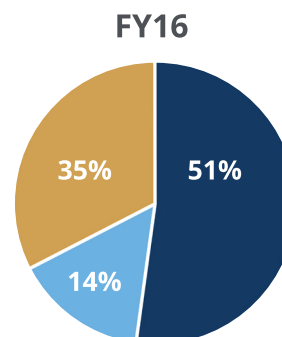


SUMMARY OF FINANCIAL HIGHLIGHTS

FISCAL YEAR ENDING:	FY16	FY15
Campus Revenue	\$40,293,360	\$35,403,813
Conference Revenue	\$2,077,769	\$4,527,766
Missions Revenue	\$3,186,466	\$2,346,555
Total Revenue	\$45,557,595	\$42,278,134
Campus Expense	\$38,203,346	\$30,791,868
Conference Expense	\$2,650,565	\$4,609,825
Missions Expense	\$3,011,760	\$1,743,918
Total Expenses	\$43,865,671	\$37,145,611
Total Change in Net Assets	\$1,691,924	\$5,132,523

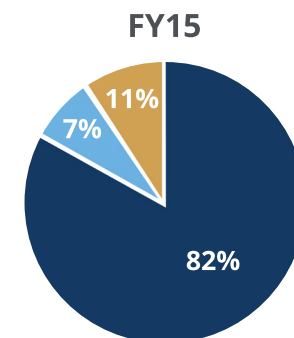
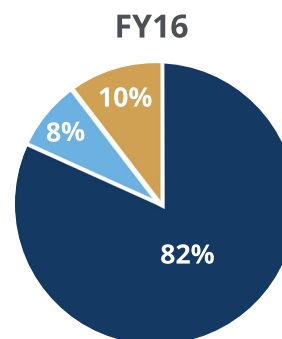
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- Benefactor Contributions
- Campus Fee



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- Program Services
- Fundraising Expenses
- Administrative Expenses

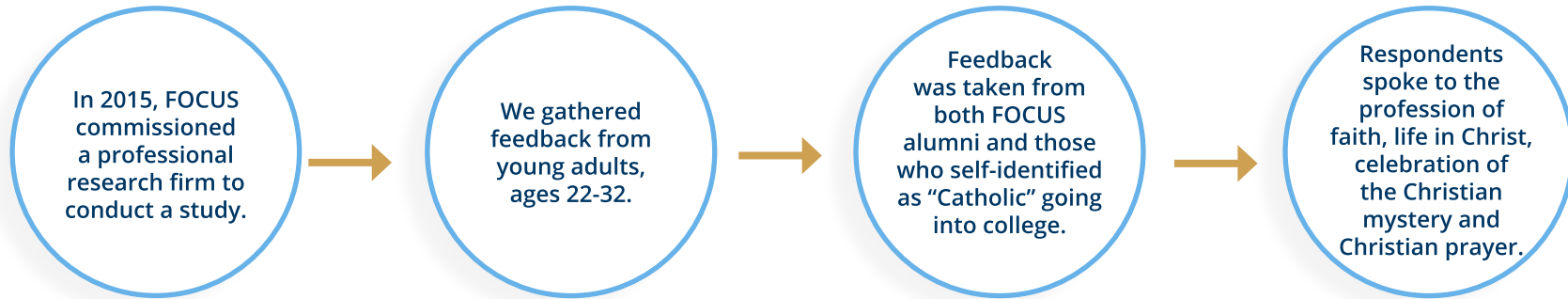




IS FOCUS EFFECTIVE?

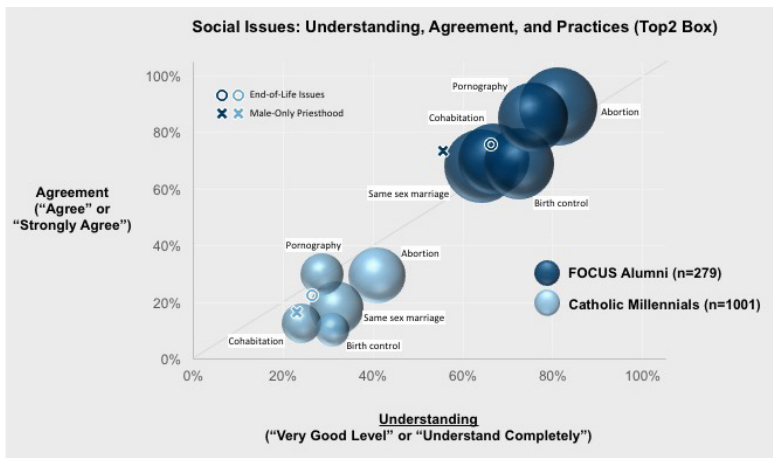
the research study

FOCUS Alumni Compared to other Catholic Millennials



what we found

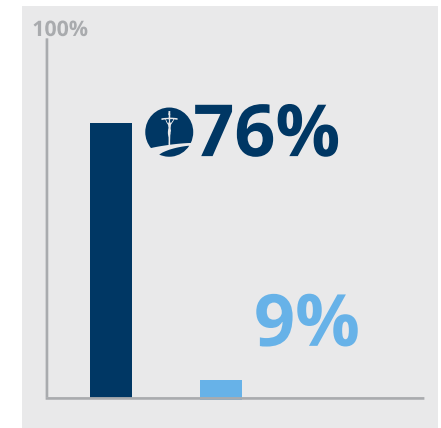
FOCUS alumni experienced growth in their faith in college and are more aligned with Church teaching.



The size of the bubble indicates the number of respondents who rated themselves in living in a great degree of accordance with the teachings of the Church.

FOCUS alumni understand and live the social teaching of the Catholic Church much better than Catholic millennials, even when compared to "strong" Catholic millennials.

FOCUS alumni who started college with neutral or low faith when compared to other Catholic millennials showed a soaring faith trajectory throughout college while other Catholic millennials peaked at neutral.



FOCUS alumni are faithful or very faithful Catholics who positively influence and evangelize the culture.

(Quotes from respondents selected to reflect general response of participant group at large).

Catholic Millennials

FOCUS Alumni



"The host is just a symbol."

On the Eucharist

"The Eucharist is Jesus Christ fully present, truly Jesus Christ."



"I don't think in today's society the Church is keeping up."

On Social Issues

"Jesus came and taught us the right way to do things...the Church."



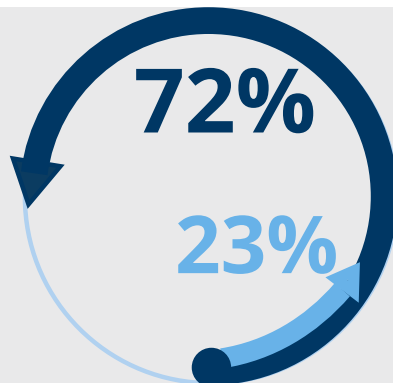
"It's a touchy subject, bringing it up with people..."

On Evangelization

"My passion is in evangelization."

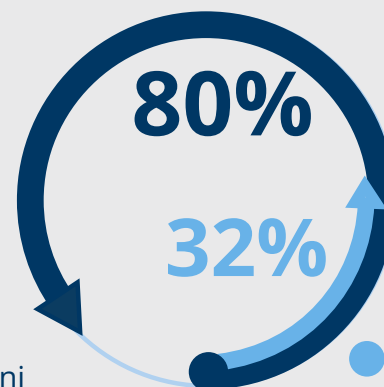
Sharing Jesus

Those who believe in sharing the Good News



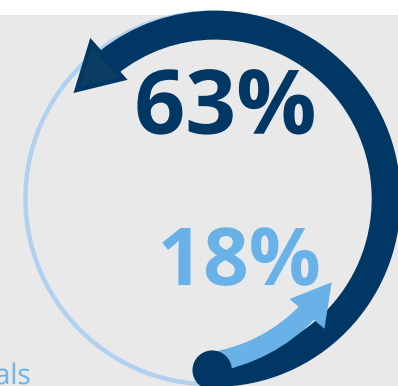
Catholic Identity

Those who believe this is an important part of their lives



Lifelong Evangelization

Those who are committed to continue evangelizing



● = FOCUS alumni

● = Catholic Millennials

YES, FOCUS IS EFFECTIVE thanks to God's blessing and the chaplains, campus ministers and all those who work alongside our missionaries to make this mission possible.

“According to the commission of God given to me, like a skilled master builder I laid a foundation, and another man is building upon it. Let each man take care how he builds upon it. **For no other foundation can any one lay than that which is laid, which is Jesus Christ.**”

–1 Corinthians 3:10 – 11



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