

We can get a family out of poverty in six years.  
**All it takes is coffee.**



Two women from a hill tribe in Thailand hold a basket of coffee cherries.

**IM Global Consultant Mike Mann spent his childhood tagging along after his dad, an American Baptist missionary who helped the tribal people of northern Thailand replace opium crops with coffee farms in the 1960s and 70s.**

Confident he would follow in his father's footsteps, Mike earned degrees in agronomy and international agriculture. For seven years, Mike asked the church to put him to work. Every year, the answer was the same: We don't have the money.

Finally, having graduated with his master's degree in plant pathology, Mike got a letter from the Dole Corporation. Would he serve as their plant pathologist on the coast in southern Thailand?

Mike's heart was still with the hill tribes, but how could he argue with the luxuries of a corporate job at the beach? The morning after the company's offer, the church called at 6:00 a.m. The Swedish Baptists would support Mike in the Thai hill country if he would develop clean water projects.



# A Message From Sharon Koh



**IM global servants go where no one else will, building bridges between forgotten communities and the world.**

In 1959, the Golden Triangle of northern Thailand, Laos, and Burma (now Myanmar) produced more illegal opium than anywhere else. While opium itself is not highly addictive, if you mix it with lime, boil it down, and treat it with chemicals, you get pure heroin.

For almost 50 years, private armies forced the remote hill tribe people of the Golden Triangle to grow opium, selling it on the streets. The United Nations wanted to tackle the problem at the source, so they hired Dick Mann, an American Baptist missionary who spoke the hill tribes' languages, to devise a solution.

## HE CAME UP WITH AN UNHEARD-OF IDEA: GROW COFFEE.

**Why not? It's the second most traded commodity in the world after oil.**

Now, I think coffee might be the best solution to just about every problem, but other people weren't so quickly convinced. The experts said, "Coffee comes from Africa, the Caribbean, and Central America. Whoever heard of growing coffee in Thailand?"

As it turns out, Thai coffee is some of the best in the world, and people in the cities soon started buying what the hill tribes were growing. In 1990, this innovative project blossomed into Thailand's first fair trade-certified coffee co-op.

By then, Dick's son Mike Mann, now an IM Global Consultant, had enlarged what his father planted. Soon, Mike took the coffee to Starbucks, met the CEO, and signed a contract. The enterprise took off in a way only God could have imagined.

Because of the relationship with Starbucks and other corporations, our ministry partners have constructed clean water systems, toilets, schools, and even micro-enterprise groups in some of the most resource-poor communities in the farthest-flung places of the Golden Triangle.

You might think poverty is a financial problem, but I believe poverty is a social problem. It demands innovative, spiritual, and sustainable solutions.

Helping people flourish requires us to go where other ministries aren't going, bringing fresh ideas in the spirit of Isaiah 43:19: "See, I am doing a new thing! Now it springs up; do you not perceive it?"

Please join me by giving to servants like Mike Mann or investing in a creative economic development project that is changing the lives of people all across the globe. And whenever you drink your morning coffee—or your beverage of choice—remember that whenever you refresh others, God is also refreshing you.

Together with you in mission,

*Sharon Koh*

**Rev. Dr. Sharon T. Koh**  
Executive Director / CEO



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And that's how you start coffee:  
**With water.**

**Mike began overseeing gravity-fed water solutions. Before long, the village leaders asked for help with education, so construction started on schools. Then, they asked for health care, so Mike began erecting clinics.**

Every time the village leaders brought a new problem, Mike said, "We don't have the funding for it, but if people give, we'll do it." Money started trickling in from churches and caring individuals. By faith, each project moved from vision to reality.

With a foundation of clean water, education, and healthcare, the villagers now needed a source of income.

## COULD COFFEE BE THE ANSWER? THAI COFFEE HAD NO GLOBAL MARKET.

Mike knew that if you couldn't find a solution, you had to build one. So he and our mission partners at the Integrated Tribal Development Foundation created Lanna Coffee. This retail company could buy coffee from the hill tribe farmers for a generous price and deliver it straight to your doorstep in the U.S. or Canada.

It was an ambitious project, but God had even grander plans for His people in northern Thailand.

Starbucks opened its first store in Thailand in 2003. "They need to buy Thai coffee," Mike thought, "but their general manager won't give me the time of day."

What if the general manager had a Thai secretary? Wouldn't she be proud if Starbucks sold Thai coffee?

Mike approached the young woman in the outer office and shared his idea. "The general manager will give you five minutes," she told him.

"You know what percentage of coffee Starbucks accepts?" the executive asked Mike after hearing his plan. "One. One percent. But if you want, I'll forward your coffee to Seattle."

## MIKE SENT 10 SAMPLES. STARBUCKS PASSED THREE OF THEM.

Inspired by the story, Andrew Nathan, then Starbucks Thailand Managing Director, wanted to know more.

"Why don't you see one of our coffee farms for yourself?" Mike asked and was floored when Nathan agreed. Mike drove up dirt roads and through pouring rain until the mud trapped them on the mountainside. "Andrew, I'm sorry," Mike said, "you can either drive or drag the winch up the hill to the tree."



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Andrew Nathan promptly hopped out of the truck. "I have lost this deal forever," Mike thought as he watched the Managing Director of one of the world's largest companies drag a winch up the muddy hill.

**But once they were safely in the village, clean and dry, Andrew said, "This has been the best trip of my life. We're going to buy your coffee."**

Two years later, Starbucks' customers were drinking Thai coffee. They call it Muan Jai, which means "wholehearted happiness" in the northern Thai dialect. Starbucks also donates some of its profits to the Integrated Tribal Development Foundation.

As a result, they have built Christian schools and family farms that help keep young tribal people from being snared by the lure of quick money through sex trafficking.



IM Executive Director and CEO Sharon Koh, IM Area Director Kyle Witmer and team members stand with members of a hill tribe in Thailand in front of a water filtration and storage system.



IM Global Consultant Mike Mann

People often ask Mike how to solve global poverty in an innovative and sustainable way. He says...

*Real sustainability comes from knowing Jesus Christ and having faith in Him.*

And good coffee never hurts.

## Make a will

**"Not to decide is to decide." That quote from one of my high school English teachers was not the most eloquent, but it got the point across.**

Her point was that if we put off a decision long enough, we will have already made it, and that decision will likely have some negative consequences.

**Take, for example, your last will and testament. What happens if you delay the process of making decisions regarding your estate too long?**

**First**, state law will determine how your estate (regardless of its size!) is distributed. A court-appointed executor will manage your estate. The court will also choose guardians for your dependent children. Donations made to individuals and organizations such as IM will not be allocated.

**Second**, dying without a will may cause loved ones unnecessary turmoil. They will be grieving but will have to face the uncertainties and complications of dealing with your estate. They will be left at the mercy of the court regarding timing and decision-making. They may have to stand by and see your estate disbursed in ways they know you would disapprove of.

**Third**, the size of your estate will be unnecessarily reduced. Court costs and other settlement fees can be expensive. Assets may be prematurely sold. Estate taxes that could have been avoided will have to be paid.



**Marc Kirchoff**  
Director of Development

## August is "Make a Will Month."

I encourage you to make a few vitally important decisions regarding your estate. For more information regarding wills, please contact one of our donor advisors for assistance.





# Project Spotlights



## Bolivia: HOUSE OF HOPE MEDICAL AND DENTAL SUPPLIES

**Send out mobile medical and dental clinics all over Cochabamba, Bolivia, to care for more than 500 people monthly.** Bolivia is South America's poorest country, and its school-age children do not receive full health coverage from the government. No child gets dental coverage, so 85% of dental cavities go untreated. Lacking access to healthcare, Bolivia's youth are at high risk for preventable diseases such as diarrhea and chronic malnutrition. The House of Hope partners with local doctors and dentists to bring mobile clinics to serve vulnerable populations in the city of Cochabamba and its surrounding provinces. With your support, we can send out two mobile dental clinics and one monthly medical clinic in partnership with local churches.



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## STEP: AFRICA EDUCATION

**Equip girls and boys in countries throughout Africa to attend school and get a good education.**

In most African countries, education is not free for families. You can only attend school if you can pay tuition, buy uniforms, and purchase the supplies your children need. Without basic schooling, girls are more likely to marry young and less likely to earn an income that can support them as adults. Education is key to combating poverty and fighting illiteracy. This project provides school supplies, uniforms, and tuition assistance to students in elementary and high schools throughout Africa.



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## Thailand: WATER AND SANITATION SYSTEMS FOR HILL TRIBES

**You can help eliminate disease and death by supporting fresh water and sanitation systems in northern Thailand.** Two million people die every year in this region because they lack clean water and sanitation—many of them children. Others are lured into human trafficking, believing it's their only escape from poverty. This project provides each family with a bathroom, a squat toilet, and training in hygiene and sanitation. By disposing of human waste underground, the toilet prevents pigs from gobbling up the waste and the family from consuming contaminated pork. It also helps prevent dirty water from mixing with fresh.



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## China: EDUCATION FOR ORPHANS

Xiao Yang lost her father to a heart attack when she was a baby. Her mother left several years later, so she now lives with her grandparents, who farm a tiny plot of land. With support from friends like you, Xiao Yang has been able to stay in school. She hopes to pass the high school entrance exam in a few years and dreams of attending college. Your gift helps children like Xiao Yang pay for tuition, dorm fees, school supplies, food, and clothing. **With your support, we could expand this project from sponsoring 50 orphans to serving 125 children.**



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During Holy Week, the staff from International Ministries participated in the Miles for Mission 5K at Valley Forge National Historical Park. A heartfelt thank you to the hundreds of Christians around the globe who took part in this event!

