



echo
Hope Against Hunger



MORE THAN
OVERCOMING

Annual Report 2020

**"I have told you these things, so that in me you may have peace. In this world you will have trouble. But take heart! I have overcome the world."
John 16:33**



David M. Erickson
President/CEO

As followers of Jesus, we are both admonished and empowered to be "overcomers". Even in the midst of troubles and turmoil, we are encouraged to take heart because Jesus himself has overcome. Small-scale farming families around the world face an abundance of challenges and troubles. Depleted soils, highly unpredictable weather, unstable markets, massive insect infestations, COVID-disrupted supply chains... there is a lot to overcome!

Yet, there is much to see beyond the hardships when we turn our focus to how, together, we can continue to overcome. We're continually learning from farmers, development workers, and academics around the world. Our practical, science-based research is on-going. Our online ability to share practical, proven, actionable knowledge and skills continues to expand. And, our direct trainings are equipping more families than ever before.

Of course, global responses to the new coronavirus pandemic have brought new challenges to be overcome. But we're not consigned to a "whack-a-mole" existence of frantically beating back emerging obstacles and difficulties. We are privileged to have a nearly 40-year history of accumulating knowledge and experience; of partnership and collaboration; of evidence that challenges can be surmounted. And we are not alone in this struggle! As followers of Jesus we can see both our present realities and our future hope. There IS hope against hunger and in Christ we can MORE than overcome.

Thank you for walking with us! Together, by God's grace, we can join men and women, boys and girls around the world to overcome... and more! This is our 2020 report of that overcoming... and more.



Salfo Boulwando and his daughter store their grain harvest that will last them through the next year.



**From barely surviving
to thriving. There is
hope against hunger.**

GLOBAL IMPACT

For nearly 40 years, we've been delivering lasting hope against hunger around the world.

This year we've equipped more people than ever before.

190+

Countries represented by missionaries and development workers accessing our online platform to ask questions, share techniques, and find solutions for the communities they serve.



Global trainees share what they learn with others.



Daniel doubled his production of corn, even during a challenging season.



70-year-old Dramane learned how to improve his soil. Now, bountiful crops have neighbors asking him for the secret to his success.

6,000+

Global trainees learned hands-on skills to grow enough food to feed their families and communities.



Hands-on training in Mali equips Bible school students with agricultural skills.



Lembris Mollel is now planting a field of beans in half the time.



Missionaries in Myanmar use ECHO training to improve the lives of coffee farmers and their families.

Farmers in Guatemala ask questions and find solutions through ECHOcommunity.org.



Harry now trains others to create seed banks in the Philippines.



15,878

Trial seed packets distributed to help families diversify their crops and improve their nutrition.

1.3 MILLION

Men, women, and children finding the dignity and hope of providing for their own needs.

TRAINING

"It was a training I cannot forget because I didn't know that being a lady at my age I could learn new skills that can help my family."

–Mrs. Kivuyo, Tanzania



Creating Opportunity

Women make up approximately 43% of farm labor in non-industrialized countries. Still, they are often relegated to less desirable land without access to the same resources and agricultural training as men. The benefits of providing relevant training to women farmers go far beyond the individual – to healthier children, more education, and investment in the community. Over the last year, ECHO has intentionally focused on equipping more women, increasing female participation in trainings to 40%. Trainings cover relevant topics (e.g., kitchen gardens, biofuels for cooking, tools for cultivation) and offer hands-on practice.

Learning By Doing

Minata Traoré, a farmer from western Burkina Faso, is nicknamed “Engineer” because of her dedication to understanding everything around her. She recently attended an ECHO training and loved that it was participatory. Information wasn’t just “taught”; it was reinforced through doing.

Minata learned how to make salt licks for livestock. These are often too expensive or hard to find for rural farmers.



“Such a way of training is a first for the women and men of Sayaga Village!” Minata exclaimed. She immediately put into practice what she learned and made a lick stone for small livestock. These lick stones provide the minerals and nutrients animals need for optimal health and increased milk production.

Impact Centers strategically located to reach those most in need.

National Staff experts in local challenges, passionate to serve God through agriculture.

Reproducible training techniques intentionally designed so anyone can share what they learn with others.



15 Countries - 122 Trainings - 6248 Trainees



Learning to make homemade liquid fertilizer is yielding profound results in the lives of small-scale farmers. Families save money avoiding costly commercial fertilizer, improve poor soil, and boost crop production.



ECHO trainings in keyhole gardens equip families to grow food even in severe drought and extreme heat. The method uses about 80% less water than conventional gardening techniques.

SEEDS

"Thanks to ECHO, we are building seed banks in rural areas so smallholder farmers can have easy access to seeds."

—Harry, The Philippines



Pairing seeds with trainings in keyhole gardens equips families with the resources and skills to provide for their nutritional needs throughout the year. Learning techniques to safely store seeds gives families the hope of harvests for years to come.

Seed Saving for Local Food Production

Placing quality seeds of drought-resistant crops into the hands of missionaries, development workers, and ultimately smallholder farmers, has been at the core of ECHO's mission from the very beginning.

This year, the ECHO Asia team had the privilege of hosting the first ever Seed Bank Managers Forum, bringing together 23 managers of collaborating seed banks from eight countries across Southeast Asia. To come together in one room was a unique opportunity, and served as a reminder of the vast potential each of these partners has to serve their communities with high quality seeds of open-pollinated and underutilized crops, thereby boosting local food production, empowering local growers with more choice in what they produce, and preserving local crop biodiversity.

Mr. Tuntun proudly shows the biochar he now makes and uses in his potting mix. Instead of burning it, his organic waste material from the farm creates a valuable resource.



Healthier Seedlings in Myanmar

Mr. Tuntun attended the Myanmar Highlands Workshop, where he learned about the production of biochar and seed storage. He now shares techniques with other Burmese-speaking farmers in his region.



360 Varieties

of hard-to-find seeds were sent from ECHO Florida's Seed Bank



6,553 Packets

of appropriate seeds sent free of charge from ECHO East Africa



8 Countries

represented at ECHO Asia's First Seed Bank Managers Forum

Here's Why:

- These seeds go to missionaries and development workers who are on the front lines of serving the hungry.
- With Seed Banks in Florida, East Africa, and Southeast Asia, we can offer free trial packets of hard-to-find seeds that thrive in their respective regions and specialized training in seed saving.
- We're creating a network of Community Level Seed Banks to increase food security and empower farmers with locally sourced seeds of the highest quality.

APPROPRIATE TECHNOLOGY

Helping families use what they have to make what they need – clean water, food, shelter, and more.



Improving Efficiency and Conserving the Soil

Access to affordable and easy-to-maintain farming equipment is a challenge in many places. Adapted from an Ethiopian plow, ECHO East Africa has been developing, testing, and adjusting the no-till Maresha planter to arrive at a practical design that can be affordably built from local materials, help conserve soils, and boost crop production.

Testing out one of the recent prototypes, Lembris Mollel exclaimed, **“Planting beans on this farm takes my family two days of hard work, but now look! It has taken only three hours! This has inspired me.”**

Biogas Saves Time and Improves Health

The food for more than 3 billion people worldwide is cooked over wood, charcoal, or kerosene fires. These fires can produce about 400 cigarettes' worth of smoke in an hour. On top of that, households may spend up to 40% of their income on cooking fuel. ECHO

Planting beans usually takes Lembris Mollel and his family two days. With this improved Maresha planter, it took three hours.



trainings are helping farmers like Juliana install a tubular biogas system on her farm. Juliana feeds the biogas digester from her six cows. The gas that is produced is enough to safely cook all three meals every day without the harmful fumes of an open fire.

Philipina

Philipina was inspired by seeing how her own innovation can simplify her farm work. Since the training she has designed a maize sheller. "I have been motivated and I am looking forward to making more items," she said.

Jesse

Jesse Oljange continued to improve his oil pressing business thanks to ECHO's Creative Capacity Building training and has expanded his business by installing another pressing machine in Bukoba. He now employs six other young men in his business.

Bakari

Bakari learned techniques to build a hafir, a long-term reliable source of storing water for the dry season. He shared, "Now I feel empowered to grow vegetables as a business. This is the best way to help my community to improve food security."

ECHOcommunity

"All your research papers online and seeds have been a fantastic help to me here."

–Jesse, missionary serving in Congo



Jesse Mitchell prepares food for the malnutrition center in the Congo where he serves. He is using ECHO seeds to plant new varieties and introduce more nutritious vegetables. He is also training families in gardening skills and how to cook with these new vegetables.

Connecting Those on the Front Lines with the Resources They Need

At a malnutrition center near the edge of the Congolese jungle, missionary Jesse Mitchell is sharing new crops – and their recipes – with his neighbors, thanks to ECHO's online resources.

Jesse's garden now brims with tropical vegetables. Seeds he received from ECHO grow well in the humid environment and equip Jesse with new crops to share with the community.

"I'm a chef by trade," he says, "but now I have been enjoying these new varieties of vegetables. I had never heard of some of them until I started

to do research for tropical farming and found ECHOcommunity."

"I can't even say how much of a dream come true it was as I served the kids in the malnutrition center the meal of chaya I prepared and then pulled out a chaya cookbook from ECHO. Two of the mothers flipped through it with me as I showed them how I pick off a branch of chaya. I even got to show them how to plant it as we talked about different local dishes you could add it to. We really want them to understand that nutritious food does not need to be expensive."

Proven Resources



ECHOcommunity is a free online resource to support, connect, and inspire farmers, development workers, researchers, and missionaries from around the world.

Globally Accessible



In the last year, more than 250,705 users representing 190+ countries used ECHOcommunity's site to access life-changing information in multiple languages.

Tailored Connections



We offer expert advice and the latest agricultural methods and research. Forums provide a space to ask questions and share experience. Members can access free trial seeds of hard-to-find crops.

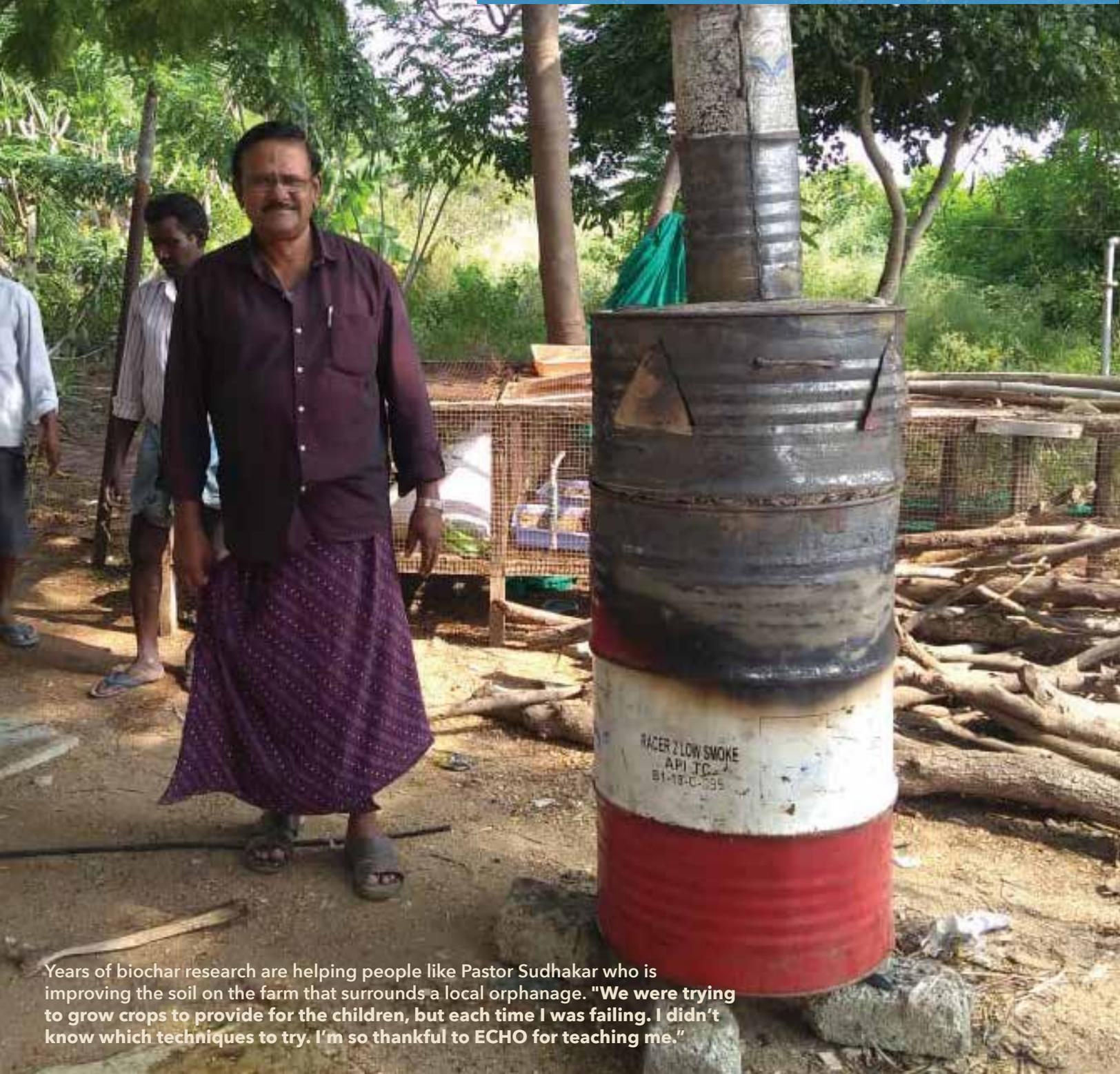
Focused Forward



Our newly developed mobile app, launching in October 2020, will allow users to carry resources into the field and share that information with others even in remote villages where there is no internet.

RESEARCH

We reduce the risks that farmers might face testing techniques on their own, enabling them to quickly improve their livelihoods.



Years of biochar research are helping people like Pastor Sudhakar who is improving the soil on the farm that surrounds a local orphanage. "We were trying to grow crops to provide for the children, but each time I was failing. I didn't know which techniques to try. I'm so thankful to ECHO for teaching me."

Practical Research Geared to the Challenges Farmers Face

Our research focuses on the agricultural needs of resource-limited, small-scale farmers. We strive to contribute perspective that has not been extensively researched by others.

Research is then shared – through missionaries, development workers, or community leaders – to those who can benefit from the results. This knowledge can help a family avoid devastating crop failures and years of trial-and-error farming.



Research trials at ECHO Florida are testing the effects of partial shade on maize crops. In year one, the maize yield was just as high with partial shade as it was with no shade, indicating that it is possible to include beneficial trees without hurting maize production.

Our Research Helps Farming Families:



Cope with field and storage pests

Plant-based pesticide trials
Hermetic storage, suitable containers,
and low oxygen methods
PVC vacuum pump and compressed biogas



Build resilience to changes in climate

Gliricidia intercropping trial
GM/CC systems: carbon sequestration
and drought mitigation
Intercropping with native shrubs for water lifting



Sustain the productive capacity of smallholder agroecosystems

Natural farming trial
Adapting Maresha plow as a ripper/seeder
On-farm hog feeding research
Edible fern research



Ensure availability of appropriate, quality seeds

12-month seed storage trial
Cowpea variety trial
Low-cost vacuum sealing in larger
seed containers



ECHO ASIA IMPACT

REACHING FARMERS



“I appreciate the years of partnership with ECHO. ECHO has always been there to equip me.”

–Melanie, serving in Myanmar

For 19 years Melanie Edwards has been serving families in rural villages in Myanmar through community development.

With a passion to improve lives in a remote mountainous area, Melanie started to make ceramic water filters that provide clean water to families. In 2009, she visited ECHO for the first time and then expanded her work with ECHO-inspired projects ranging from interlocking compressed earth blocks, moringa, and natural farming, to raising rabbits and stink-free pigs. Since 2015, Melanie has been leading a sustainable coffee production initiative that trains farmers and their families how and when to

pick the coffee cherries to get the best product. Equipped to maximize earning potential, families can provide a sustainable future for their children.

ECHO has helped Melanie all along the way, from providing chaya cuttings in 2009, equipping her and her team over the years through hands-on workshops, to regular answers to questions and challenges.

This year, Melanie planned three trainings for her communities with the help of the ECHO Asia team: seed saving, natural farming, and agroforestry.



The seed saving training has helped farmers improve the diversity of their family's diets, resulting in better nutrition. Participants learned practical skills from saving, collecting, and winnowing to proper storage. They went home and shared with family, friends, and neighbors about the training. "Just six months later, some of the young ladies who attended the training came to visit us and reported they have already saved seed from the first packets they planted," Melanie shared.

"I know the community and the farmers really well. My job is to bridge the gap," she says of her connection with ECHO. "I appreciate the years of partnership with ECHO."





RESOURCING LEADERS



“Thank you for helping me understand that I am not alone in this work.”

—Andres, community leader in Colombia

Thousands of children in the rural areas of Colombia have had to flee with their families into cities to escape armed conflict areas. Though they are now safe, children are spending months out of their normal school and routines, and families' livelihoods are suffering. To address these challenges, Andres Soler started to reach out to displaced families to combine training in gardening practices with the trauma care that they desperately need.

Andres traveled to Florida to spend two weeks at the ECHO Florida campus, learning from the staff and gleaning from ECHO's research program. **“I chose ECHO because I was looking for an organization with similar work, but with lots of experience – a guide, a skilled advisor,” he shared.**

While at ECHO, Andres met with staff members to address his questions on vegetable production and soil management. He helped harvest and process sugarcane into syrup with ECHO staff and interns and worked alongside others on the farm, learning the process of making compost with his own hands.

These skills have already benefited families in Colombia even amid COVID-19. When meeting places closed, Andres and his team quickly changed their model to provide vegetables and fruits to their community and improve their vegetable production beds.

Besides the agricultural skills, Andres concludes, “Thank you for helping me understand that I am not alone in this work.”



IMPROVING NUTRITION

Nainoto is a widow living in northern Tanzania. She farms 2 ½ acres of land to provide for her five children. Despite her efforts, the family is only able to eat two meals per day.

Last spring, Nainoto was selected to participate in ECHO's dairy goat program. Collaborating with local leaders, ECHO identifies vulnerable, low income families for the program. Before receiving her goat, trainings helped Nainoto learn how to raise goats, including how to care for pregnant females.

To her delight, the goat recently gave birth to triplets. She will sell the male goats, while the female will be passed on to another family.

Explaining how she has benefited from the project, Nainoto said, "It has taken me a step further in life." She feels proud when her family and friends visit her home and express interest in the goats. Nainoto shares with her peers about the benefits of goat milk. Her family's diet has improved, as they now have a reliable source of home-produced milk.

Through this training, she has started to see how she can provide for the needs of her family. The profit from selling the male goats will be used to pay the tuition fees for her daughter as she begins university next year. She will invest some of her earnings to start a small business selling tomatoes from her farm.

Nainoto has found hope!

“It has taken me a step further in life.”

—Nainoto, widow with five children in Tanzania



EQUIPPING NEIGHBORS



Sidiki, left, was trained by ECHO and then shared what he learned with Salfo, right



“My family will have enough to eat all year round without any worries.”

–Salfo, family farmer in Burkina Faso

Salfo never attended an ECHO training, but his friend did. Because of the encouragement of the ECHO trainers, Salfo’s friend shared with him techniques such as Foundations for Farming and liquid fertilizer that could improve the yield of his crop. At first, Salfo was hesitant to put ECHO techniques into practice.

“I told myself that, with the quality of the soil we have in our village, I wasn’t sure it could work,” he confesses.

Indeed, the quality of the soils in Boulwando is very poor because of over-exploitation for many years and the harsh climate.

However, disappointed once again by his harvest last year, Salfo decided to apply the techniques that his friend shared with him from ECHO. He “tested” the techniques on just one acre, just one seventh of his farm.

When the ECHO team visited him after his harvest, he was eager to share about his results. “On one acre, I harvested over five carts of sorghum,” he said. “That’s more than a ton – and they produced better ears. I’ve never seen anything so extraordinary.” He tells us with a broad smile, **“Finally, my family will have enough to eat all year without any worries.”**



STRENGTHENING COMMUNITIES

Villagers were contemplating leaving their home and community. The soil in Guesna was hard and brittle, and their harvests kept shrinking. They had heard that land to the south, further from the Sahara desert, was more fertile. Maybe they should give up on their land?

Later that year, trainers from ECHO came to Guesna to share techniques that have been proven to help farmers improve the harvests on their degraded fields. They learned about making liquid fertilizer and filling planting stations with compost before planting. They also learned how a few changes in their chicken management would result in healthier chickens.

Villagers are breaking the cycle of poverty for their families. "My life has completely

changed," shares Alassane. "Before the ECHO training, with such a small harvest, it had been impossible for me to feed my family all year round."

He now grows enough to sell part of his crop and some livestock for extra income. He proudly told the ECHO follow-up team that his young children are finally able to go to school.

Another villager, Pastor Kabre, is proud of his small poultry farm. With ECHO's encouragement, his chickens are plentiful and thriving.

Now, they are no longer considering leaving their home. Their harvests are improving and they have hope that they can provide for their family.

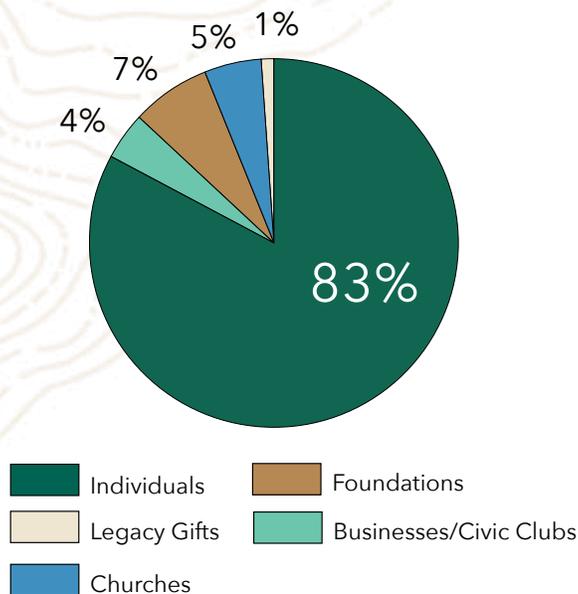
“My life has completely changed.”

—Alassane,
Father of seven in
Burkina Faso

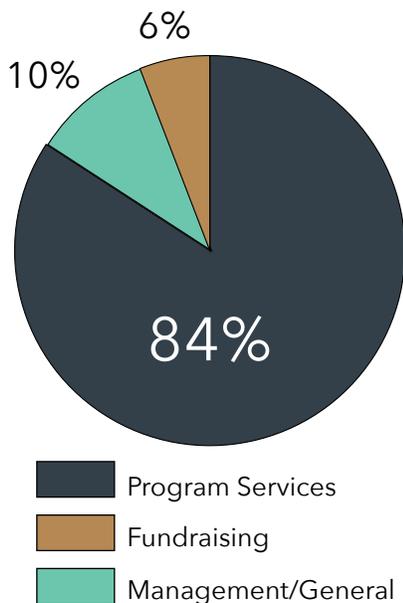


FINANCIAL TRANSPARENCY

PUBLIC SUPPORT BY SOURCE



HOW YOUR DOLLAR IS SPENT



RECOGNITION

"We are proud to announce ECHO has earned our ninth consecutive 4-star rating. This is our highest possible rating and indicates that your organization adheres to sector best practices and executes its mission in a financially efficient way. Only 3% of the charities we evaluate have received at least 9 consecutive 4-star evaluations, indicating that ECHO outperforms most other charities in America." –Michael Thatcher, President and CEO, Charity Navigator

Fiscal Year
2020 2019

ASSETS

CASH

Unrestricted	\$201,106	\$507,582
Restricted-Donor	376,111	163,470
Total Cash	577,217	671,052

INVESTMENTS

Unrestricted	451,087	545,190
Restricted-Donor	248,349	287,075
Total Investments	699,436	832,265

OTHER ASSETS

Inventory/Receivables	147,667	155,090
Other Assets and Prepaid Expenses	160,175	151,593
Total Current Assets	1,584,495	1,810,000

Property and Equipment 3,295,728 3,013,058

TOTAL ASSETS \$4,880,223 \$4,823,058

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable & Accrued Expenses	\$137,337	\$93,910
Accrued Payroll	88,265	76,413
Accrued Vacation	30,999	34,455
Capital Lease Obligation-Current	23,062	21,067
Deferred Revenue	1,220	-
Gift Annuities-Current	70,597	66,076
TOTAL CURRENT LIABILITIES	351,480	291,921

LONG-TERM LIABILITIES

Gift Annuities-Long Term	374,803	347,680
Capital Lease Obligation-Long Term	46,877	66,342
Total Long-Term Liabilities	421,680	414,022
TOTAL LIABILITIES	773,160	705,943

NET ASSETS

Net Assets without donor restrictions	3,482,603	3,666,570
Net Assets with donor restrictions	624,460	450,545
TOTAL NET ASSETS	4,107,063	4,117,115

TOTAL LIABILITIES AND NET ASSETS \$4,880,223 \$4,823,058



SUPPORT AND REVENUE

	Fiscal Year 2020	2019
PUBLIC SUPPORT		
Total Contributions	\$3,958,978	\$3,383,390
Gift Annuities	82,269	220,079
REVENUE		
Sale of Merchandise	373,202	334,019
Interest and Dividends	19,618	19,530
Net Realized and Unrealized Losses	(137,698)	(21,787)
Earned Income	418,406	353,059
TOTAL SUPPORT AND REVENUE	\$4,714,775	\$4,288,290

EXPENSES AND LOSSES

	Fiscal Year 2020	2019
EXPENSES		
Program Services	\$3,931,369	\$3,681,705
Management and General	475,175	515,876
Fundraising	285,910	267,191
Subtotal	4,692,454	4,464,772
Annuity Contracts Expense	32,373	25,393
TOTAL EXPENSES	4,724,827	4,490,165
Increase (Decrease) in Net Assets	(10,052)	(201,875)
NET ASSETS, BEGINNING OF YEAR	4,117,115	4,318,990
NET ASSETS, END OF YEAR	\$4,107,063	\$4,117,115

based on ECHO's independent audit for fiscal year ending March 31, 2020

COVID-19 SPECIAL REPORT

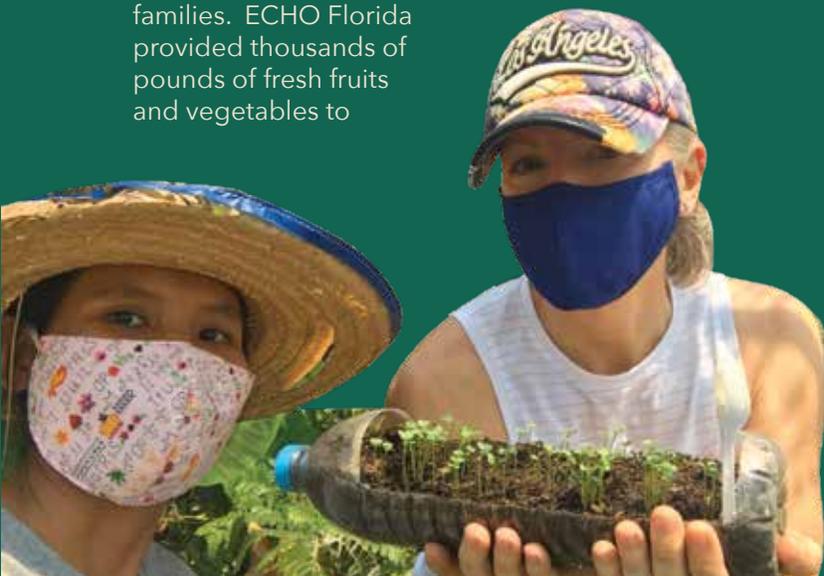
Just as our fiscal year was coming to a close in March 2020, the new coronavirus threat descended on our world. In short order, cascading shutdowns and government restrictions adversely-impacted ECHO's work in the U.S. and at our Regional Impact Centers in Thailand, Tanzania, and Burkina Faso. We made difficult but necessary decisions to lay-off some staff and implement 3-month salary reductions. But ECHO's global staff pulled and prayed together and was able to identify temporary ways in which we could extend ECHO's services in the midst of restrictions and necessary precautions.

So while in-person trainings had to be suspended from March through May, ECHO's global teams found new ways to serve vulnerable families. ECHO Florida provided thousands of pounds of fresh fruits and vegetables to

needy families in Southwest Florida. ECHO West Africa used WhatsApp to intensify its outreach to encourage and support farmers who had participated in trainings over the past year. ECHO East Africa mobilized two-person teams to reach-out to the communities surrounding our Impact Center in Arusha, Tanzania and began thousands of tree seedlings for future agro-forestry initiatives. ECHO Asia undertook seed distributions to partner organizations on the Burma/Thailand border serving Burmese migrant workers stranded by border closings.

Finally, in mid-May of 2020, our global staff were able to safely resume in-person trainings – and they were ready! In the first month alone, the ECHO West Africa team equipped more than 452 people with practical skills to provide for themselves and their families. At ECHO East Africa, they launched 10 weeks of trainings in self-reliant gardening and food security for hundreds of porters and cooks whose jobs were lost when safaris in game parks and climbs of Mt. Kilimanjaro were all suspended.

As the economic hardships and supply-chain disruptions of COVID-19 responses continue around the world, the number of children, men, and women facing acute food insecurity continues to rise. 2020 has become a year to adapt and press-on. **By God's grace, ECHO will continue to help more families than ever before come to know that there IS Hope Against Hunger!**





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