Hope for Today ...and Tomorrow

ECHO Annual Report
2021

Great is his faithfulness; his mercies begin afresh each morning.

Lamentations 3:23

2021 has been a year lived "one day at a time". The unwelcome, ongoing pandemic realities – here and around the world – seem to have impacted everyone and everything. Just getting through the days has sometimes felt like a success.

Yet, by God's faithfulness, and with his fresh download of mercies for the demands of each day, ECHO has had an exceptional year. We are grateful beyond words!

In times of great uncertainty, it is especially important to know what you are doing…and why. ECHO's clarity around our mission, vision, and strategic goals has provided the critical continuity and stability to focus our work and witness throughout the ongoing disruptions. This clarity has also enabled us to communicate needs and opportunities with ECHO's supporters, volunteers, and partners. Together, with a powerful shared passion for this mission, we have been able to "pivot" and embrace different ways of pursuing our core objectives.

The blessed result is that even amid closed borders and travel restrictions ECHO has been able to equip and benefit MORE women, children, and men in 2021 than EVER before! At the same time, ECHO is growing into the new year poised to further extend its reach and impact. All of this positions ECHO for a well-planned, thoughtful, and prayerful transition to a new CEO in 2022.

Thank you for journeying with us as we continue to trust God's great faithfulness and mercies for all the opportunities that are before us. And, thank you for the privilege of being a conduit of God's goodness and your care to a world that desperately needs to know that there IS Hope Against Hunger…now and for eternity!

With gratitude,

David Erickson
ECHO President/CEO

P.S. As I have asked ECHO's Board to select my successor, I am trusting in God's great faithfulness for the ongoing mission of ECHO and what God has for Jenny and me in our "retirement" chapter. Thank you for your prayers!

Mission Highlights 2021

East Africa

PAGE 06

Perennial vegetable trainings at health clinics are improving the nutrition of families across Tanzania.

Southeast Asia

PAGE 08

Video trainings cross closed borders. Increased capacity at farm provides new hands-on experiences.

"For me, this training has been an eye-opening experience."

–Trainee from Engalawony village, Tanzania with her new tree seedling

West Africa

PAGE 10

Our boots-on-the-ground team equips thousands of vulnerable families with improved techniques.

ECHO Florida

PAGE 12

Internship program continues to equip passionate young people. Seeds and vegetables fight hunger locally.

Global Reach

PAGE 14

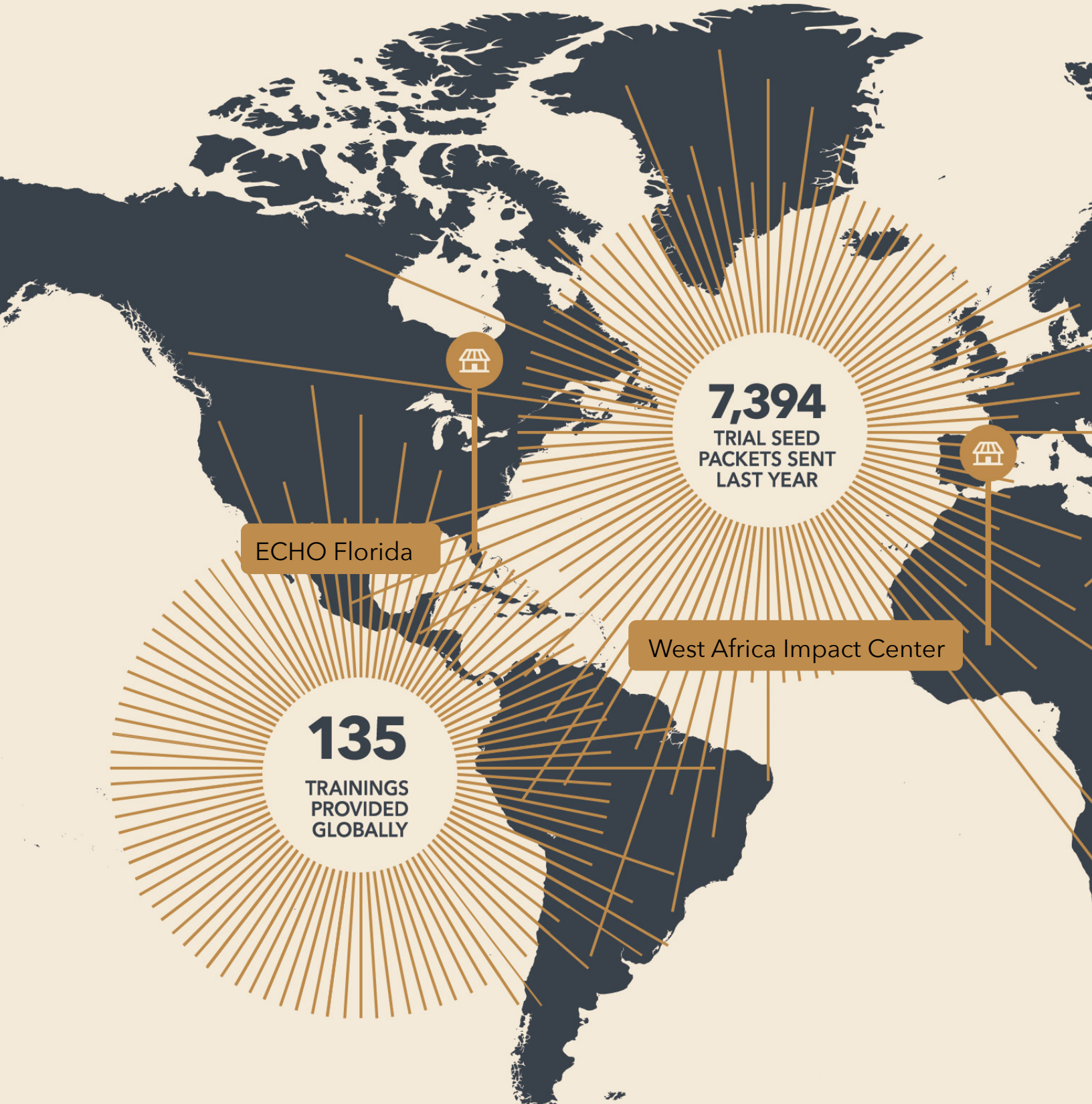
Online educational resources reach those serving in 190+ countries and ECHOcommunity.org usage explodes.

Future Growth

PAGE 16

COVID could not stop ECHO's multiplicative approach. God's grace is blessing the work, and we are on a strong trajectory into the future.

Delivering Life-changing



Hunger Solutions *Worldwide*

East Africa

Equipping to Multiply

ECHO's East Africa trainers connect with family farmers through community group and school trainings, radio broadcasts, agricultural fairs, and farmer field schools.

When borders closed due to COVID-19 restrictions, trainers took another look at communities within Arusha City and saw existing groups that would benefit from and multiply ECHO knowledge. Youth committees, savings cooperatives, womens' groups, and secondary schools learned about the nutrients available in perennial vegetables and the benefits of urban gardens.

"For me, this training has been an eye-opening experience. I am thankful that the training has come just right in time when we need it most," shared Mama Abdul from Arusha.

Creating Future Incomes

Appropriate technology and creative capacity building have equipped innovators to solve problems in their own villages leading to the creation of ongoing small businesses and custom, innovative farm implements.

Healthy Hillsides Support Healthy Crops

Tree seedlings and contour ditches in hillsides are investments in a healthy future!

The team in East Africa has helped farmers cooperatively dig thousands of meters of erosion control contours and planted more than 24,000 indigenous seedlings to conserve precious hillsides. These hills are at risk of severe erosion leading to decreased soil nutrients and agricultural loss.

Opposite: Mothers at a rehabilitation center in Tanzania learn about harvesting and gardening with perennial vegetables. Above: Edmin attends an ECHO East Africa biogas training and plans to make a business of constructing biogas digestors.

"I managed to share with 40 others who are reaping the benefits of my training. I thank ECHO East Africa for changing my family's life!"
—Samson Kamaro

Southeast Asia

Planting Seeds of Hope

Seed Banks Across Asia

Assembling a growing body of knowledge related to appropriate seed storage practices and techniques over the years, ECHO is inspiring and equipping local seed banks to multiply and provide seeds to their communities.

After planting the seeds provided by an ECHO partner seed bank, Mr. Phin has **a more than adequate food supply for his family and he has also been able to sell some vegetables to his neighbors.** He found that by planting a variety of crops, he has enough food for his family while also creating a second source of income. Many of his neighbors have followed his lead and have planted vegetable gardens in their homes as well.

Backyard Gardens Take Root

In July of 2020, Pastor Nipon was able to travel from his home in Mae Hong Son province and attend a training at the ECHO Asia Demonstration Farm. Along with several other pastors, he learned about basic natural farming practices such as harvesting and using indigenous microorganisms and making fermented bio liquids. He also learned grafting techniques and the key principles of seed saving. He returned home with new ideas and a fistful of seed packages.

In the year since, these seeds have taken root as Pastor Nipon and his wife have built and maintained a home garden. As COVID has made access to food in the village unreliable, this garden has proven to be essential.

Opposite: These Karen farmers are planting ECHO seeds deep inside of Myanmar, in a time of military unrest, when others cannot access these areas. Above: ECHO Asia seeds are multiplied as Mr. Puk, center, and others have planted them in their gardens across Thailand.

Equipping Young People to Help Themselves

Puk had gone to the city to look for work as a laborer, but when jobs dried up, he returned to his home village in Northern Thailand where farming could be his livelihood. Through ECHO resourcing and connections, Puk was able to create a cooperative farm with other underemployed youth and connect with a small business who agreed to purchase their harvests. This group of young people who couldn't find work in the city have returned home to abundant livelihoods.

ECHO Asia sent 4,517 seed packets across Asia to people like Pastor Nipon last year.

One trainee, Virak, shared a desire to be a light in a rural part of the country, an area very much in need of the gospel. Realizing quickly that as many as 80% of the people in the area were farmers, Virak points out that "Jesus spoke the language of the farmer, and to reach them, I should too".

The Hope of a New Business

In Dédougou, trainings in market gardening inspired women to work together to earn extra income by producing and selling tomato paste made from the produce from their gardens. Madame Traoré, a pastor's wife, learned about tomato paste and above-ground gardening and is helping her family and neighbors improve their nutrition.

Today, she trains women in her community and sells her tomato paste throughout the western region of Burkina Faso. She also shares the gospel to those she trains. Her income has increased, and she is happy to contribute to the development of women.

> *We will no longer lose any tomatoes. When there are too many, we can make tomato paste to sell to our neighbors and earn an income!*

Hands-On Outreach

3,392
Trained this Year

ECHO West Africa training teams have equipped thousands of men and women with practical agricultural skills to improve harvests!

Life-changing Trainings

Terrorism, extreme weather, poverty, and historically poor land management leave West African farmers at a constant disadvantage.

However, in the midst of these trials, hope is shining through!

ECHO West Africa training teams have equipped over 3,392 men and women with practical agricultural skills that they can implement immediately to greatly improve harvests.

Internally displaced people groups, living in temporary camps and in desperate need, are being equipped with gardening skills to grow food in small spaces.

From Failing to Successful Gardens

ECHO recently partnered with a local NGO to provide 10-day trainings for 564 people. These trainings in market gardening techniques and entrepreneurship are helping families improve their gardening production and boost their incomes.

Abigaelle Kini was one of the women trained. She and her husband have a small plot of land that they were farming, but they kept trying and failing, never quite knowing how to make it successful.

"After the training with ECHO, I learned how to make natural products to eradicate the worms from my garden," said Abigaelle. "My husband and I are teaching our children all that we have learned."

Opposite: Trainees in Lioulgou village learn how to make liquid fertilizer.

ECHO Florida

Lindy & Lauren
ECHO Florida Interns

"I have loved every minute that I got to work with the sheep, ECHO staff and visitors, and all the hands-on learning," shared Lauren. "As I look ahead to my next steps, I'm so excited to see how God will use this experience."

Serving our Local Community

Like the rest of ECHO's teams around the world, ECHO Florida made some strategic "pivots" to extend its services and impacts during 2021.

Developing Cross-Cultural Mission-Minded Leaders

ECHO has begun a new partnership with Dallas International University (DIU) to develop its Intern Program into a fully-accredited Master's-level Certificate Program. While retaining the core hands-on, experiential training of ECHO's long-standing internship, key DIU courses have been added that will significantly enhance the understanding and capacity of our Interns to serve cross-culturally.

Increased Distribution of Highly Beneficial Seed Plants in Southwest Florida

Pandemic realities inspired a dramatic increase in gardening and planting in Southwest Florida. ECHO's Seed Bank was able to respond with specially-selected "seed bundles" of desirable and reliable food plants, and ECHO's Propagation staff increased the grow-out of perennial vegetables and grafted fruit trees to meet high market demand while also raising support for ECHO's global mission.

Distributing Fresh Fruits and Vegetables

Early in the pandemic period, as concerns grew about increasing unemployment and hunger in ECHO Florida's "backyard", ECHO expanded its plantings of nutritious vegetables. During the year, over 7,727 lbs of donated fruits and vegetables were distributed to people in need in Southwest Florida.

ECHO supported 25 schools, churches, and nonprofits in Florida with community garden assistance last year.

Opposite: ECHO interns work together seeding garden plots.
Above: Interns gain experience living and working in community.

Global Impact

International Agriculture Conference 2020

PLENARY SESSIONS

Neil Rowe Miller
Why farmers don't do what we tell them (and why it's good)

Dr. Kristin Davis
Extension & advisory services during crises

Dr. Gen Meredith
One Health and Planetary Health

Tony Rinaudo
Fighting global hunger through reforestation

Clockwise from top left: ECHO team members host a breakout session; ECHO East Africa Staff present an Appropriate Technology Keynote; The ICT Team prepares for live conference sessions; Valuable knowledge was shared by ECHO Conference plenary session speakers; A new studio constructed at ECHO Florida helps to increase the efficiency and quality of live and recorded trainings.

Reaching Virtually

Live-Online Trainings

The global resourcing of missionaries and development workers is key to ECHO's mission. In 2020, we offered our first Virtual Appropriate Technology Fair and held the International Agriculture Conference in a new online format. Participants from 75 countries came together, learning valuable skills to help families and communities overcome the challenges they face on a daily basis.

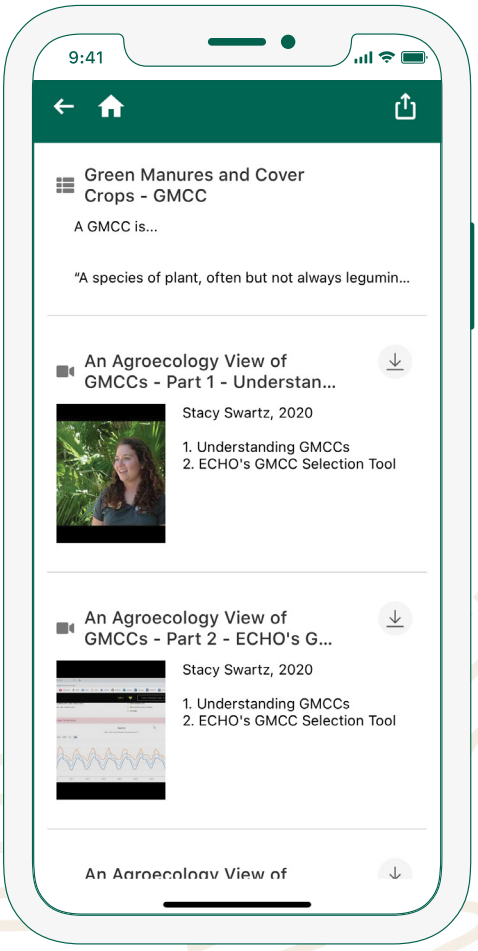
The virtual trainings included breakout sessions and panel discussions, allowing attendees to choose topics relevant to the challenges they experience in the communities where they serve.

ECHOcommunity Growth

During COVID lockdowns, usage of the platform has increased dramatically. In March of 2020, use of ECHOcommunity had increased 100% over the previous year. By April 30th, usage had increased 270% over the previous year. This means more development workers and missionaries than ever before are finding the resources they need to improve their agricultural practices whereever they serve.

Launched Mobile App

The ECHOcommunity mobile app, launched in November 2020, is helping to deliver valuable resources to farmers in their fields even without internet access. In the app, users can curate which resources to save and share with offline access, create seed trial reports, and explore plants.



5.5M
Pageviews

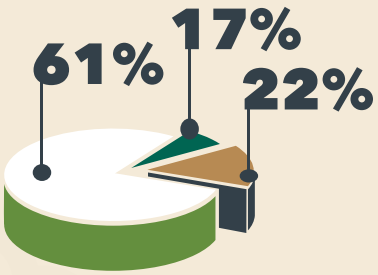
The relevance of ECHOcommunity.org has been substantiated by the members who have routinely accessed the site and racked up over 5.5 million page views.

18K
Members

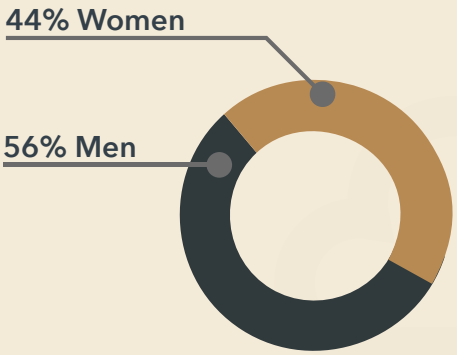
from 190+ countries have joined ECHOcommunity, accessing ECHO resources, seeds, conversations, and trainings.

Year in Review

6,530
Individuals trained in hands-on agricultural techniques



61% of seeds were sent from Asia, 22% from East Africa, and 17% from Florida



135
Trainings held globally

Celebrating 40 Years

1980s

CREATION
Dick Dugger has a vision for resourcing Haitian farmers and incorporated ECHO in 1973.

FORMATION
Dr. Martin Price begins internship program and research at ECHO Florida property in 1981. First ECHO Development Notes mailed to 36 people.

1990s

DEVELOPMENT
First agricultural conference in Florida develops into annual conference. ECHO publishes Amaranth to Zai Holes book.

2000s

EXPANSION
Additional land expands ECHO Florida property and Global Farm is constructed. Transition of leadership to Stan Doerr. First Regional Impact Center in Thailand is established.

People visited ECHOcommunity.org

561,000

times last year, more than double the year prior

57%

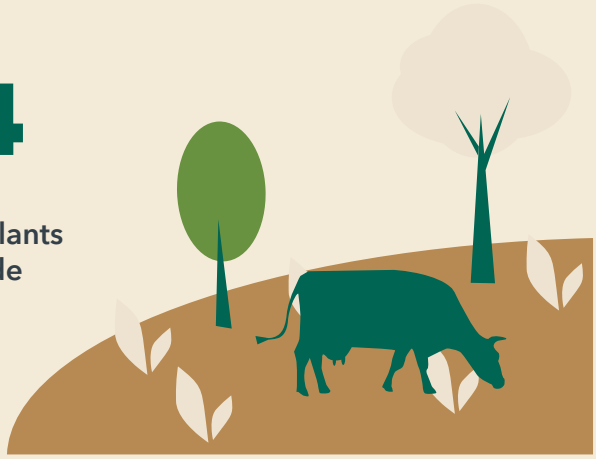
of Users of ECHOcommunity.org access the site from a mobile device

269

ECHO trained its 269th Florida Intern in hands-on tropical agriculture

7,394

Free seed packets of underutilized food plants distributed worldwide



2010s

MULTIPLICATION

ECHOcommunity.org is launched. ECHO opens second and third Regional Impact Center in Tanzania and Burkina Faso. Transition of leadership to David Erickson.

2020s

TRAINING & RESOURCING

New Strategic plan in 2017 spurs focus and growth of Direct Training and Global Resourcing into the new decade. 561,000+ people access ECHO resources online through ECHOcommunity.

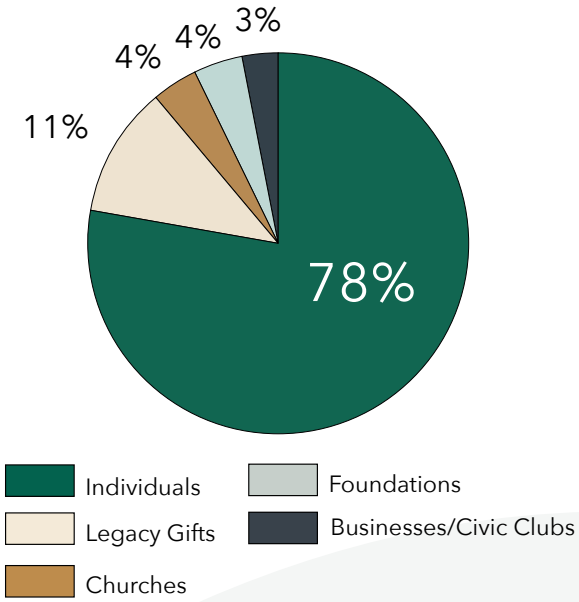
TODAY

HOPE FOR THE FUTURE

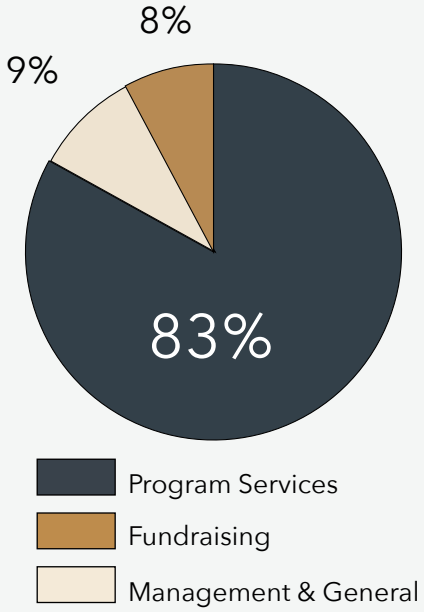
Having mobilized a full suite of in-person, online, print, and digital equipping resources, ECHO's global teams are positioned to further impact the world with Hope Against Hunger ...now and for eternity.

Financial TRANSPARENCY

PUBLIC SUPPORT BY SOURCE



HOW YOUR DOLLAR IS SPENT



* A combination of substantially reduced expenditures, especially early in the pandemic period, and very generous giving thereafter, resulted in a significant one-time increase in ECHO funding.

** A generous legacy gift enabled ECHO to establish its first-ever operating reserve. This "prudent reserve" provides just over one month of operating income for unforeseen situations.

ASSETS

	Fiscal Year 2021	2020
CASH		
Unrestricted	$1,719,604*	$201,106
Board-Designated Operating Reserve**	462,849	-
Restricted-Donor	436,027	376,111
Total Cash	2,618,480	577,217
INVESTMENTS		
Unrestricted	576,783	451,087
Restricted-Donor	319,996	248,349
Total Investments	896,779	699,436
OTHER ASSETS		
Inventory/Receivables	135,122	147,667
Other Assets and Prepaid Expenses	92,512	160,175
Total Current Assets	3,742,893	1,584,495
Property and Equipment	3,163,252	3,295,728
TOTAL ASSETS	**$6,906,145**	**$4,880,223**

LIABILITIES AND NET ASSETS

LIABILITIES		
Accounts Payable & Accrued Expenses	$115,765	$137,337
Accrued Payroll	96,842	88,265
Accrued Vacation	32,881	30,999
Capital Lease Obligation-Current	23,764	23,062
Deferred Revenue	1,043	1,220
Gift Annuities-Current	70,253	70,597
TOTAL CURRENT LIABILITIES	**340,548**	**351,480**
LONG-TERM LIABILITIES		
Gift Annuities-Long Term	362,179	374,803
Capital Lease Obligation-Long Term	23,111	46,877
Total Long-Term Liabilities	385,290	421,680
TOTAL LIABILITIES	**725,838**	**773,160**
NET ASSETS		
Net Assets without donor restrictions	5,424,284	3,482,603
Net Assets with donor restrictions	756,023	624,460
TOTAL NET ASSETS	6,180,307	4,107,063
TOTAL LIABILITIES AND NET ASSETS	**$6,906,145**	**$4,880,223**

Charity Navigator Four Star Charity · ECFA Accredited Enhancing Trust · Seal of Transparency Platinum GuideStar · Excellence in Giving Certified Transparent

SUPPORT AND REVENUE

	Fiscal Year 2021	2020
PUBLIC SUPPORT		
Total Contributions	$4,708,210	$3,958,978
Gift Annuities	34,958	82,269
REVENUE		
Sale of Merchandise	287,354	373,202
Interest and Dividends	19,583	19,618
Net Realized and Unrealized Gains	325,518	(137,698)
Gain on disposal of assets	5,396	-
PPP loan forgiveness income	378,660	-
Other Income	278,583	418,406
TOTAL SUPPORT AND REVENUE	**$6,038,262**	**$4,714,775**

EXPENSES AND LOSSES

	Fiscal Year 2021	2020
EXPENSES		
Program Services	$3,307,254	$3,931,369
Management and General	357,095	475,175
Fundraising	217,022	285,910
Subtotal	3,881,371	4,692,454
Annuity Contracts Expense	83,647	32,373
TOTAL EXPENSES	**3,965,018**	**4,724,827**
Increase in Net Assets	2,073,244	(10,052)
NET ASSETS, BEGINNING OF YEAR	**4,107,063**	**4,117,115**
NET ASSETS, END OF YEAR	**$6,180,307**	**$4,107,063**

based on ECHO's independent audit for fiscal year ending March 31, 2021

LEVERAGING THE PAST TO SHAPE THE FUTURE: *CEO TRANSITION*

In July of 2021, ECHO's President/CEO David Erickson asked the Board to begin the process of identifying his successor. The goal is to inaugurate the new President/CEO in February 2022.

David has recovered well from prostate cancer surgery, but believes that this is the time to invite new leadership for all that God has in store for ECHO's next decade. As the Search Committee has embarked on identifying ECHO's next leader, one of the most important steps in a process of this kind is to understand the opportunities, challenges, and needs of ECHO from those who are most deeply connected with its mission.

The committee has developed search and selection criteria, a President/CEO position profile, and a search and outreach plan. The invitation for applications, screening, interviewing will take place in late 2021. Both David and the Board have committed to take whatever time is necessary to find the next leader to advance ECHO's work and witness into the future.

Board of Directors

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Executive Director, Minnesota Renewal Center

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Rebecca Garofano
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Ronald J. Vos Ph.D.
Professor Emeritus/Agriculture Environmental Studies, Dordt University

Barbara Anderson
Retired Educator

Karen L. Stoufer, DVM, MA
Director of Training and Asia Regional Director, Christian Veterinary Mission

Rosanna Hess, RN, DNP
Independent Scholar, Nurse Researcher, Copy Editor, Journal of Amish & Plain Anabaptist Studies

Doug Carlson, M.D.
Retired Ophthalmologist, Associated Eye Care

Schoolgirls in Tanzania learn about native and edible trees that will grow in their community, improve nutrition, restore degraded soils, and curb erosion.

ECHO

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