

ANNUAL REPORT

2022

This year's report highlights the multiplying impact of great ideas around the world! Thank you for joining with us to equip and empower small-scale farming families to experience true Hope Against Hunger!



ECHO's Global Reach

Around the world, small-scale farmers work hard to produce enough food for their families and communities. However, among the 1 in 9 people who are chronically hungry, an estimated 70% rely on small-scale agriculture for their livelihoods. For more than 40 years, ECHO has worked with a diverse network to equip these farmers with agricultural skills – through training and resourcing – that improve crop production and raise families out of hunger and poverty.

Many of the attempts to increase global crop production in recent decades have led to land degradation, rising debt, reduced biodiversity, and decreased soil fertility, exacerbating small-scale farmers' vulnerability. ***The benefits of providing relevant training to male and female farmers go far beyond the individual – to healthier children, more education, and greater investment in the community.*** Last year, 40% of ECHO trainees were women. This year ECHO equipped even more women – 49% of all trainees – with the skills, knowledge, and resources in sustainable agriculture and appropriate technologies that will result in increased farm yields, nutrition, and income. Clearly, there is much more to be done!

Your partnership with ECHO restores depleted soils, reduces erosion, uses low-cost materials, increases biodiversity, and builds resilience so families can know true *Hope Against Hunger*.



90%

Share What They
Learn





***SHARING PRACTICAL, PROVEN
IDEAS HAS THE GREATEST
IMMEDIATE IMPACT ON FARMERS'
LIVELIHOODS***

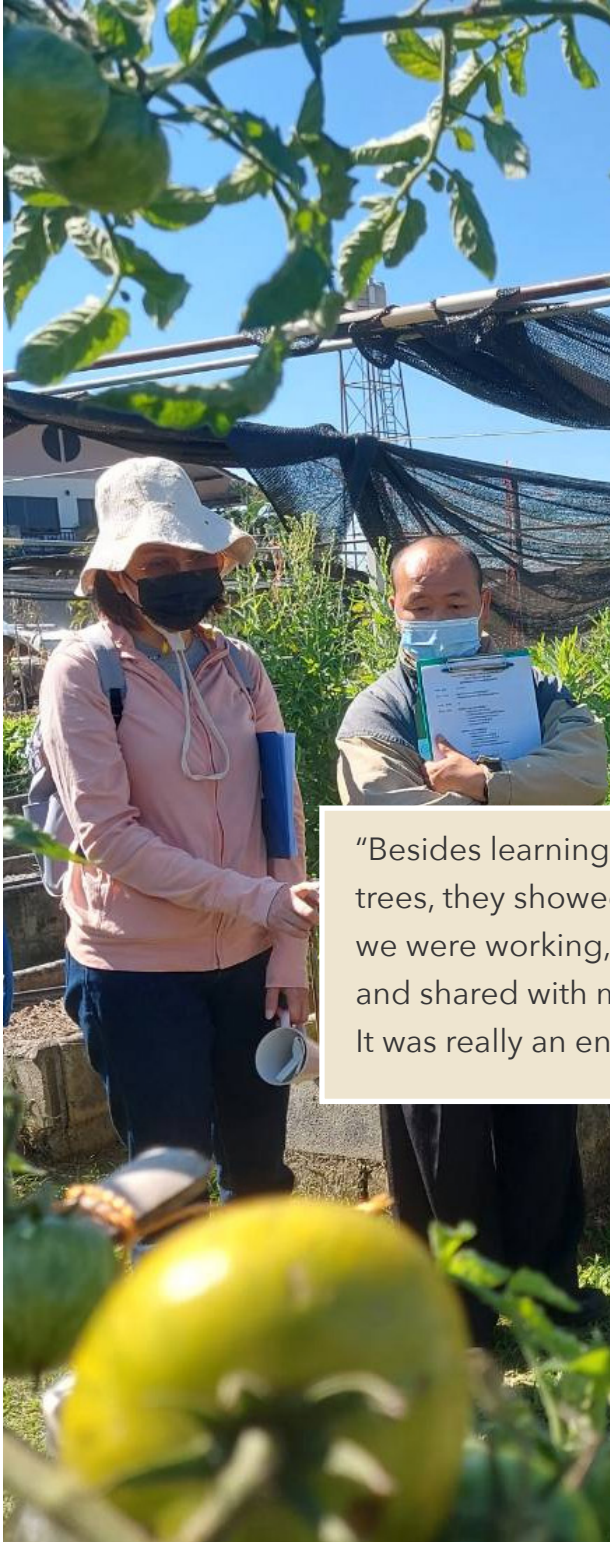
Training teams across the globe offer Hope Against Hunger through hands-on skills and appropriate resources for small-scale farming families. They, in turn, share what they learn with others – and the ECHO effect continues!

In Guelwongo, Burkina Faso, 125 participants including 52 women and 73 men participated in an ECHO training. They were inspired by the innovative and practical aspect of what they learned. The day after the training, the local pastor's wife started collecting neem seeds to extract the oil. "This technique is a great discovery for me and I intend to sell the neem oil," she told us, proudly carrying her basin of neem seeds on her head.

Mission Highlights

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Training Across **Borders**



TAILORED VIDEO TRAININGS

While COVID precautions affected all of our teams around the world, it was most felt by our Southeast Asia team. Restrictions on groups of any size continued into 2022. Adapting to these constraints, the passionate team completed research and demonstration projects at the Small Farm Resource Center and then published more than 50 hours of tailored training resources in multiple languages for network partners to share in their communities.

IN-PERSON OPPORTUNITIES MULTIPLY

As the opportunities to resume in-person trainings renewed, ECHO Asia conducted workshops on the System of Rice Intensification, On-Farm Feeds, Biosand Water Filtration, Seed

"Besides learning agricultural techniques and skills like planting fruit trees, they showed me how to do grafting and agroforestry. While we were working, Pi Chai (an ECHO trainer) opened the discussion and shared with me about the Bible, about his relationship with God. It was really an encouragement to me to serve God in my work."

Saving Fundamentals, Black Soldier Fly cultivation, and an Introduction to Agricultural Development.

KNOWLEDGE ACROSS BORDERS

Since the recent renewal of these in-person trainings at ECHO Asia, one trainee, Miss Thabley, attended her first training, and was so enthused that she came back for several workshops. She has implemented the techniques

Southeast Asia

she learned in a jungle school and several villages inside Myanmar. She shared ECHO seeds with the jungle school students, and they planted the seed to produce nutritious vegetables and fruit at the school.

MEETING URGENT NEEDS

Since a military coup in February 2021, the number of Internally Displaced Peoples (IDPs) has skyrocketed in Myanmar and along the Thai border. With thousands of IDPs lacking access to clean water, ECHO Asia created hours of educational training

related to low-technology water treatment appropriate for these settings.

In a biosand water filtration system, water moves by gravity and is treated using three unique barrels of gravel, sand, and charcoal. This process filters out physical, biological, and chemical contaminants and stores clean water in a fourth barrel. Trainees have now installed these systems in villages and schools meeting immediate clean water needs of many communities, and showing the power of information to cross borders and bless many people!

**ECHO SOUTHEAST ASIA PROVIDED 5,162 FREE SEED PACKETS
TO FARMING FAMILIES ACROSS ASIA**



Innovating for Generations



PLANTING A NEW INCOME

Ruben Ngao was the first farmer in Arusha, Tanzania, to work alongside the ECHO team to provide his input on the innovation of the Maresha planter. Developed over four years with local farmer feedback and support, it is now being produced by a local manufacturer in Tanzania. Ruben has become the most competent user of the planter, selling his services to quickly and accurately sow the fields of his neighbors – more than 11 acres of land this year – to earn an income. He is excited about the potential of the planter and is proud of his long-term inputs to the development of the improved tool. Across the region, acceptance of the planter is high and demand continues to grow. Based on demand, the East Africa Team is working to improve access to the Maresha planter across the region.

PERENNIAL VEGETABLES FOR HEALTH

Anemia and poor nutrition are an incredible challenge across East Africa. To combat this, the East Africa training team has focused specifically on health centers, equipping more than 2,000 individuals this year alone! Patients and their caretakers learn about the benefits and flavors of these nutritious leaves, and are given cuttings and seeds to multiply and share at home.

ROCKET STOVES

A rocket stove trainee named Gerryson was so inspired by the easy-to-produce rocket stove, he identified himself as a leader who would take the knowledge forward. “A few days after I received the training, I constructed my two rocket stoves as you



COOKS QUICKLY, FUELS EFFICIENTLY

“I like the rocket stove because it cooks quickly, uses less firewood, it is cheap, easy to construct and maintain and it is safe for my little grandchildren. Additionally I see it is better for the environment.”

—Mrs. Salome Charles

East Africa

can see,” Gerryson said while pointing to his stoves which he named ‘double burner’. Because of ECHO’s training, Gerryson is able to provide low-smoke, fuel-efficient stoves for others, especially older women in his village for less than five dollars each. Gerryson represents at least 150 farmers in five communities who have benefited from the rocket stove trainings this year.

TRAINING THE NEXT GENERATION

In partnership with 24 secondary schools in Tanzania, ECHO has trained thousands of future farmers in sustainable, creative ways to improve their nutrition

and family livelihoods. Head Teacher at Orkeeswa Secondary School, Hosea Issaya shared, “We thank ECHO East Africa for providing us with these practices that have enabled us to harvest rainwater and produce nutritious perennial vegetables. **Our food security has increased and the consumption of nutritious food at the school has been sustained for the past three years.** Several students have taken these perennial vegetables to their homesteads.”



Hope for a Harvest

THE GOSPEL AND AGRICULTURE

Your generous support has allowed the ECHO West Africa team to continue training in Bible institutes and schools across the region – equipping future pastors and their families to model holistic development and transformation to their communities. Trainees express their gratitude because, they say, this is the first time they have been taught the powerful and life-changing combination of agriculture and the Gospel.

IMMEDIATELY PUT INTO PRACTICE

Of the nearly 5,000 individuals trained across the region this year, on average, 84% of trainees put into practice at least two learned techniques immediately! Skills such as Foundations for Farming, homemade liquid fertilizer, and composting had an impact on their lives, their families, and their communities. Thanks to these techniques, families experienced significantly reduced expenses for



West Africa

fertilizers, healthier crops, and larger harvests! Pastor Zacharie and his wife say they are “ready to phase out chemical fertilizer in favor of organic fertilizers, which are good for both our physical and financial health. ***This training has brought hope back to agriculture.***”

REGIONAL IMPACT

The West Africa training teams completed 70 trainings across five countries: Burkina Faso, Ghana, Mali, Togo, and Benin. These hands-on opportunities, coupled with intentional followup, mean that trainees learn practical knowledge, try skills, and also receive further training at the next visit.

SPREADING GOD’S LOVE IN WORD AND DEED

Marthe, a mother of four who attended an ECHO training in West Africa, was touched that “a poor woman like me” would be invited to the training. She approached the pastor whose church hosted the ECHO

training and asked him to lead her to the Lord. She said she was motivated by the love shown by the Christians and ECHO’s message of stewarding the land that God has given us.

Partnering with a local church gives Pastor and congregation the opportunity to communicate that everyone in the village is welcome to attend – paving the way to share God’s love and gospel witness to ALL regardless of their faith background.

“I can now make organic fertilizers in my field without spending a penny. Before the training, I spent \$45 on inputs to harvest almost nothing. Today, on the same area, I harvested 300 lbs. The difference is enormous!

—Mrs. Korotimi Guel



WEST AFRICA TRAINING TEAMS EQUIPPED 4,955 PEOPLE THIS YEAR

Through ECHO trainings in remote villages across West Africa, people of all backgrounds are learning lasting hunger solutions and hearing the Good News of the Gospel!

Equipping **Worldchangers**

INTERN DEVELOPMENT

Each year, eight exceptional young people join ECHO's Internship Program to gain hands-on experience in tropical agriculture and missions. Three of the recent intern graduates are now serving internationally with ECHO, either in Thailand or Senegal. These locations give the interns an opportunity to put into practice what they learned from ECHO, transferring theory and academic learning to "hands on" practical and contextual implementation through collaborating with a community of farmers and partners during trainings and field visits.

RESOURCING GLOBALLY

Through ECHOcommunity this year, 636 new Active Development Workers joined our online network to access agricultural resources, seeds, conversations, and ask specific questions. Each month, visitors from more than 200 countries utilize ECHO resources and connect with each other.

Through ECHOcommunity Conversations, 1,746 people logged in to respond to a topic or ask advice for their own work. One visitor, Beth from Zimbabwe, responded, "That is incredibly valuable...The issues are way too big not to share information. So thank you for what you're doing!"

RESOURCING AND TRAINING TEAMS CREATED 116 VIDEO TRAINING SESSIONS FOR ONLINE CONFERENCES



Florida



HANDS-ON LEARNING

Worldwide Resourcing & Research

ECHO's Global research programs and online resource website provide support to 18,000 partners globally.

Global Visitors & Trainees

Short-term visitors, missionaries-in-residence, interns, and agricultural volunteers benefit from hands-on training.

International Agriculture Conference

The 2021 Virtual Conference continued the tradition of featuring leading voices in agricultural development and missions.

Educational Tours & Events

More than 9,000 people visited ECHO Florida last year to learn, be inspired, and share with their community.

"The ECHO internship is a great example of empowerment as it trains us as agriculture professionals while also building us up as Christians."
—Intern Karuna Taylor

Global Resourcing

Multiplying Impact is at the heart of ECHO's mission. Inherent to ECHO's model is the expectation that entrepreneurial farmers and partners resourced and trained by ECHO benefit their families and communities by multiplying the plants, agricultural practices, and appropriate technologies with which they are equipped. In the same vein, ECHO's network partners multiply ECHO's knowledge resources by sharing them with those who need them most.

Multiplication leverages impact by equipping others to be trainers, thus removing time and financial constraints to the spread of practical knowledge. Furthermore, because multiplication can be "caught" and "taught", a multiplication approach embeds and reinforces knowledge, while empowering those trained by ECHO to become multipliers themselves.



"I hope to help my community to do agriculture with different appropriate technologies. Now I know that I can find great resources of agriculture techniques at ECHO."

– Mr. Saw Hla Say

Visitors from more than

200 

Countries access ECHOcommunity.org each month for resources to improve their agriculture development and Gospel witness.



10,748

Free seed packets of underutilized food plants distributed worldwide

680 

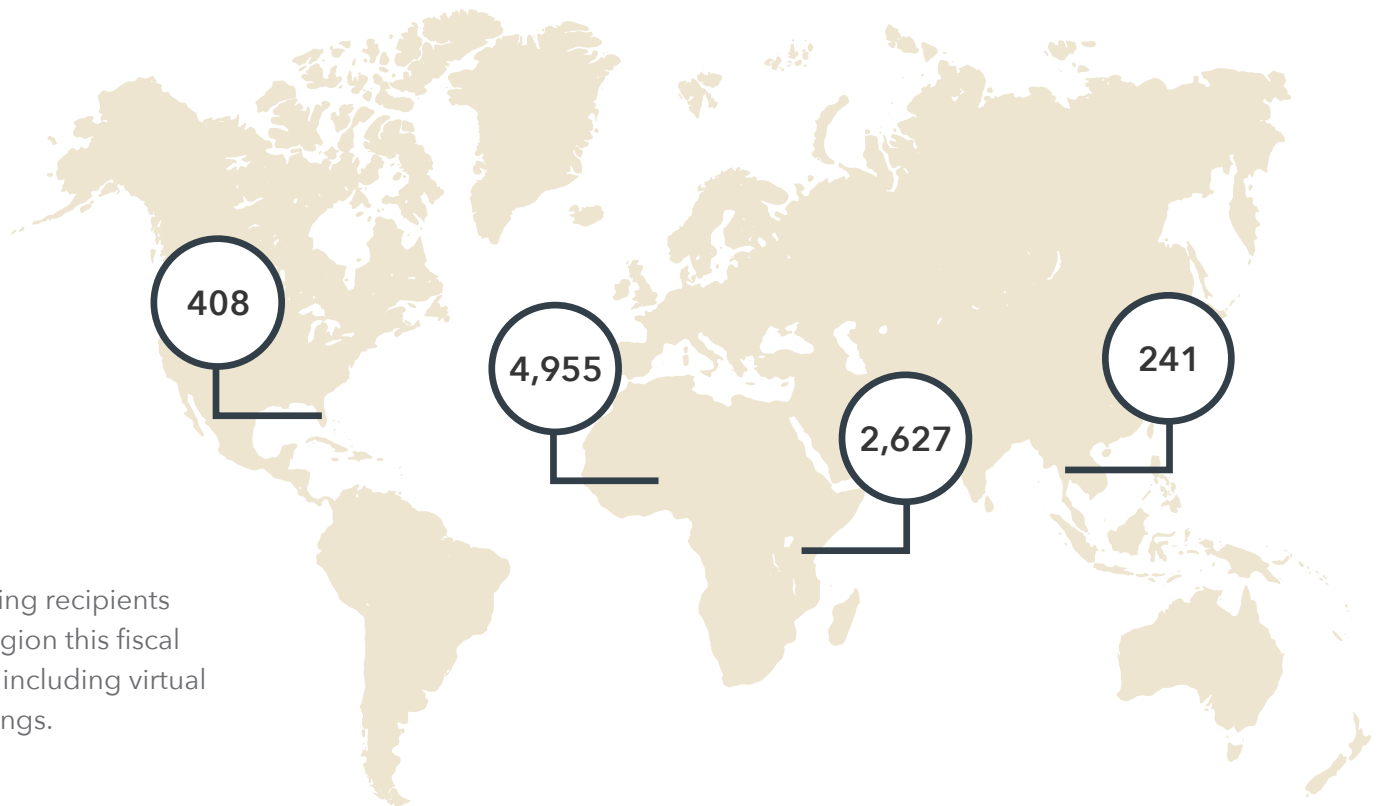
New issues of 20 diverse missional and agricultural resources added to ECHOcommunity.org this year



627+

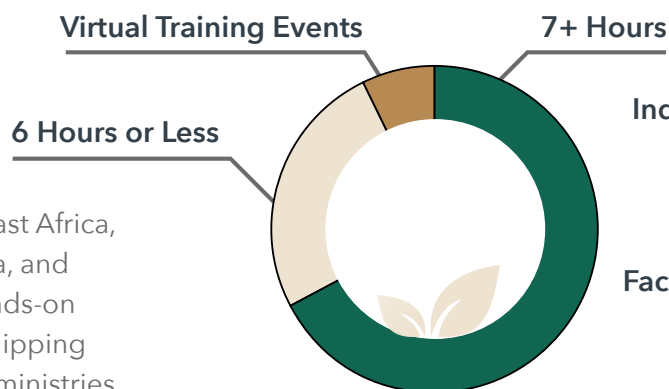
Tailored answers to ministry questions sent through ECHO's Technical Response Unit

Life-Changing Trainings



Training recipients by region this fiscal year, including virtual trainings.

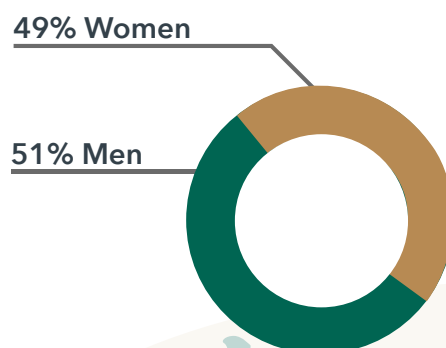
132 Interns in East Africa, Asia, West Africa, and Florida gain hands-on experience equipping them for future ministries.



Individuals directly trained 7+ hours in sustainable agricultural techniques

Face-to-face trainings of 6 hours or less in nutritious perennial vegetables

+ Remote Trainings



Individuals trained this year in sustainable agricultural techniques and Biblical themes





Passing The Baton

As I reflect on the fiscal year represented in this report – April 2021 through March 2022 – I am reminded that through God’s faithful provision there is indeed Hope Against Hunger:

- Even with the world only gradually re-opening to renewed direct engagement, our hands-on trainings equipped thousands of families to provide for themselves;
- Many strategies adopted during the pandemic merit continued pursuit in the “post-pandemic” work of ECHO as we seek to expand the reach of our resources to those who need them most;
- New and returning volunteers at ECHO-Florida and at our Centers in Southeast Asia, East Africa, and West Africa have enlarged the capacity of our global staff;
- ECHO’s mission and impact have drawn the encouragement and support of a growing base of generous and faithful supporters;
- Developing social, civil, and environmental conditions around the world have further expanded the need for the practical, sustainable, effective, contagious, and Biblical hope that ECHO shares.

As I planned for retirement, this has also been the year in which our Board of Directors launched a search for ECHO’s next President and CEO.

By God’s grace, my successor will inherit a global team that is strategically focused on serving and equipping small-scale farming families with knowledge and skills that can have a transformative

and sustainable impact on their lives and communities. He will join a gifted and committed global staff that endeavors to respectfully and winsomely share the hope of the Gospel – hope that extends from now into eternity.

As a result of a prayerful and thoughtful systematic search, this blessed and impactful mission will now inherit a new leader. Dr. Abram Bicksler has deep academic training in agriculture, practical experience leading ECHO’s Southeast Asia Impact Center, global insights gained through employment with the UN’s Food and Agriculture Organization, and a vital personal relationship with Jesus Christ. ECHO’s Board of Directors and I trust that God has raised up Abram to provide gifted and knowledgeable direction that will benefit and grow ECHO’s work for the coming years.

In 1st Samuel 7:12, the Old Testament prophet shared a poignant affirmation and reminder that seems apt at this time of transition. Samuel erected a “stone of remembrance” to acknowledge and remind the people that it was (and would always be) the Lord who had delivered them and empowered their impact. As I depart and Abram commences his leadership, under the guidance and direction of our Board of Directors, this is our affirmation and petition: Thus far the Lord has helped us!

With great gratitude for the privilege of serving,

David M. Erickson
Immediate Past President

The Road Ahead

It is truly my honor to be back at ECHO!

When I first visited ECHO more than 20 years ago, I was both inspired and impressed by the commitment of Martin and Bonnie Price and the scope and expanse of ECHO's diverse network. I, then, had the privilege to help set up the ECHO Asia Seed Bank, and serve alongside the team as a research volunteer before becoming the ECHO Asia Impact Center Director for the next five years. Most recently, I stayed in touch with ECHO while serving with the Food and Agriculture Organization of the United Nations and saw the key role ECHO has to play in improving the lives of small-scale farmers.

I am humbled to pursue the high standards set by my predecessor, David. His professionalism, pursuit of excellence, management, and fundraising prowess have blessed ECHO on a global scale. I welcome his mentorship as we continue to propel ECHO forward in the years to come.

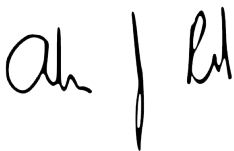
As a team we are committed to continuing the pursuit of ECHO's mission with intentionality, passionately providing hope for the small-scale farmers that we serve. We remain rooted in the mission and vision that has led ECHO from the beginning:

Vision: Honoring God by empowering the undernourished with Sustainable Hunger Solutions

Mission: Following Jesus by reducing hunger and improving lives worldwide through partnerships that equip people with agricultural resources and skills.

In the coming year, we are drafting the next five-year strategic plan, focusing on continued impact rooted in context, needs assessment, and the empowerment of those we serve! We look to God to continue to sustain and grow us, and to our faithful donors, global partners, and incredible staff for being the vessels through which this happens each day.

It is my firm conviction that God has incredible things in store for ECHO in the next 40 years or until there is no more poverty, no more hunger, and everyone has heard the good news of the Gospel.



Abram J. Bicksler, Ph.D.
President/CEO



Financial Review

Fiscal Year 2022 2021

ASSETS

CASH

Unrestricted	\$2,140,020	\$1,719,604
Board-Designated Operating Reserve	464,213	462,849
Restricted-Donor	494,875	436,027
Total Cash	3,099,108	2,618,480

INVESTMENTS

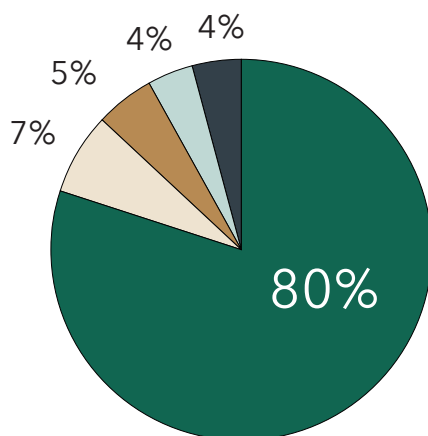
Unrestricted	802,917	576,783
Restricted-Donor	513,381	319,996
Total Investments	1,316,298	896,779

OTHER ASSETS

Inventory/Receivables	312,320	135,122
Other Assets and Prepaid Expenses	88,360	92,512
Total Current Assets	4,816,086	3,742,893

Property and Equipment	3,128,759	3,163,252
TOTAL ASSETS	\$7,944,845	\$6,906,145

PUBLIC SUPPORT BY SOURCE



Fiscal Year 2022 2021

LIABILITIES AND NET ASSETS

LIABILITIES

Accounts Payable & Accrued Expenses	\$61,026	\$115,765
Accrued Payroll	29,904	96,842
Accrued Vacation	30,210	32,881
Capital Lease Obligation-Current	21,018	23,764
Deferred Revenue	1,955	1,043
Gift Annuities-Current	65,054	70,253
TOTAL CURRENT LIABILITIES	209,167	340,548

LONG-TERM LIABILITIES

Gift Annuities-Long Term	352,617	362,179
Capital Lease Obligation-Long Term	10,354	23,111
Total Long-Term Liabilities	362,971	385,290

TOTAL LIABILITIES	572,138	725,838
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NET ASSETS

Net Assets without donor restrictions	6,364,451	5,424,284
Net Assets with donor restrictions	1,008,256	756,023
TOTAL NET ASSETS	7,372,707	6,180,307

TOTAL LIABILITIES AND NET ASSETS	\$7,944,845	\$6,906,145
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Improved practices mean healthier harvests and Hope Against Hunger for families across the globe!



SUPPORT AND REVENUE

PUBLIC SUPPORT

Fiscal Year	2022	2021
Total Contributions	\$4,951,080	\$4,708,210
Gift Annuities	44,514	34,958

REVENUE

Sale of Merchandise	408,538	287,354
Interest and Dividends	19,467	19,583
Net Realized and Unrealized Gains	45,326	325,518
Loss on disposal of assets	(47,211)	5,396
PPP loan forgiveness income	-	378,660
Other Income	294,197	278,583
TOTAL SUPPORT AND REVENUE	\$5,715,911	\$6,038,262

EXPENSES AND LOSSES

EXPENSES

Fiscal Year	2022	2021
Program Services	\$3,814,714	\$3,307,254
Management and General	387,517	357,095
Fundraising	226,163	217,022
Subtotal	4,428,394	3,881,371

Annuity Contracts Expense	95,117	83,647
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TOTAL EXPENSES	4,523,511	3,965,018
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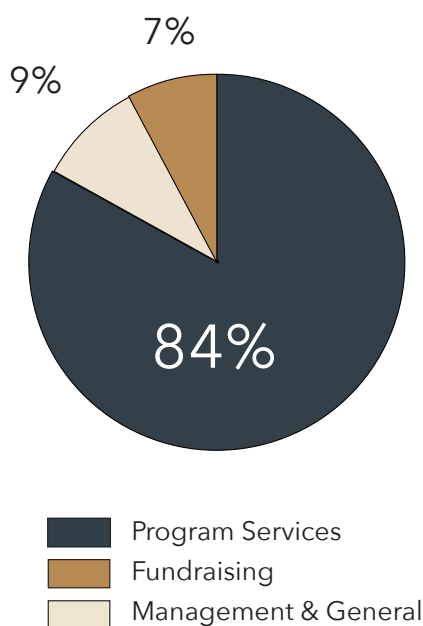
Increase in Net Assets	1,192,400	2,073,244
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NET ASSETS, BEGINNING OF YEAR	6,180,307	4,107,063
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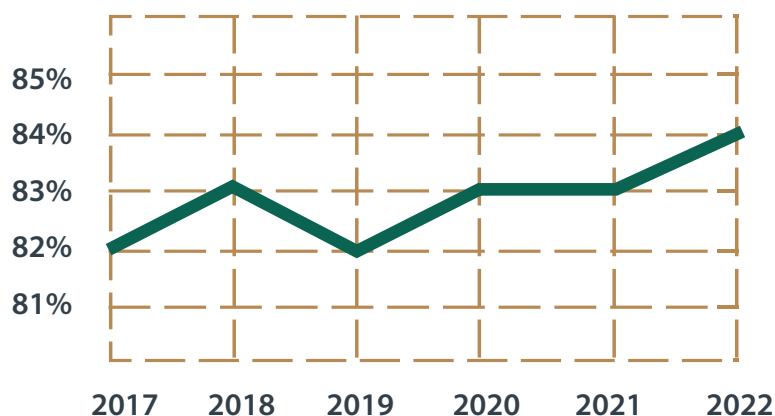
NET ASSETS, END OF YEAR	\$7,372,707	\$6,180,307
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based on ECHO's independent audit for fiscal year ending March 31, 2022

HOW YOUR DOLLAR IS SPENT



SUSTAINABLE PROGRAM GROWTH OVER TIME



Board of Directors

Board Chairman

Doug Carlson

Retired Ophthalmologist,
Associated Eye Care

Ronald J. Vos Ph.D.

Professor Emeritus/Agriculture
Environmental Studies, Dordt
University

Lancina Karambiri

Assistant Director of Finance
Save the Children

Board Vice-Chairman

Ronald Tschetter

Retired President/CEO,
Dain Rauscher,
Retired Director, US Peace Corps

Barbara Anderson

Retired Educator

Mark Carlson, JD

Foreign Services Officer
US Department of State

Board Treasurer

Greg Dugger

AVP Secondary Marketing and
Servicing, FORUM Credit Union

Karen L. Stoufer, DVM, MA

Director of Training and Asia
Regional Director, Christian
Veterinary Mission

Bill Hutchison, PhD

Professor of Extension
Entomology
University of Minnesota

Board Secretary

Kate Lingbeek

Private Philanthropy

Rosanna Hess, RN, DNP

Independent Scholar, Nurse
Researcher, Copy Editor,
Journal of Amish & Plain
Anabaptist Studies



Seed swap participant shows the seeds she received to take back to her community.

CONTACT US



US Address

17391 Durrance Road
North Fort Myers, FL 33917



Phone & E-Mail

P: 239.543.3246
E: advance@echonet.org

Online

www.echonet.org | www.ECHOcommunity.org
& ECHOcommunity mobile app