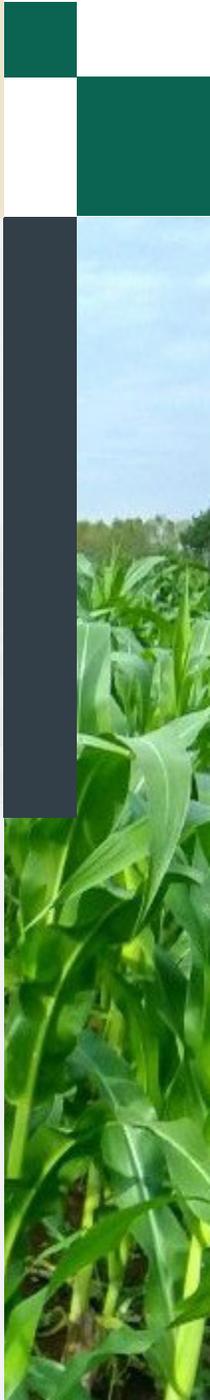




# PLANTING THE FUTURE

*ANNUAL REPORT  
2023*





Interns in East Africa plant for our next round of seed accessions.

# WELCOME TO PLANTING THE FUTURE

From a powerful hurricane in Florida to building the global teams at each of our centers, it has been an incredible first year! I am humbled to be back at ECHO continuing my 20-year history with this wonderful organization.

We hit the ground running, building on the strong leadership that came before, long-standing donors

who believe in the ECHO mission, and continuing the urgent work of serving our global network.

By God's grace we were able to directly train more people than ever before, equip seed bankers across 60 countries, and teach about perennial vegetables to more than 2,000 rural villagers among so much more. I invite you to read on, and plant the future with us!



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

Cover: Patrick Iradukunda is a young farmer who spent three months at ECHO East Africa and then returned to Rwanda to serve his community.



## Practical Resources Equip Families to Share New Skills With Others

A training by ECHO's West Africa team in the village of Thiao, Burkina Faso, brought together 62 participants, 42 women and 20 men, around the themes of major challenges in agriculture, Foundations for Farming, the opportunities of *Moringa oleifera* for increased nutrition, preparation and use of natural pesticides, and liquid and solid biofertilizers.

At the end of the training, the wife of the Village Chief expressed the village's words of thanks to ECHO and concluded by saying:

**"This training is a new start for us. It will allow us to have a new hope in agriculture for us and for the future generations. By putting it into practice, we will succeed in truly emerging from poverty."**

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# ASIA IMPACT

Training teams based at ECHO's Regional Impact Center in Chiang Mai, Thailand, have provided more than 10,050 hours of in-depth, hands-on learning opportunities this year alone. From introductions on tropical agriculture and seed saving, to sharing specific techniques such as biosand water filters, on-farm feeds, and black soldier fly production, we are equipping network members with validated options that have the potential to impact families across the region. One trainee shared, "this event has increased my desire to access ECHOcommunity resources as we seek to develop an integrated, sustainable model farm / learning center. Thank you for all of you who have made this community possible. It really is appreciated especially for those of us working in remote, isolated



## Training of Trainers

September 2022

Trainees included Pastors, development workers, and NGO staff from Thailand, Laos, Cambodia, India, Nepal, Bangladesh, Afghanistan, Mongolia, Singapore, and Japan.



## Biosand Water Filtration

October 2022

This training equipped a partner to build a 300-liter per day water system from local materials. We bless them as they take this low-cost water filtration technology to so many communities that need affordable, clean water.



## Seed Saving Fundamentals

January 2023

This overview of seed-saving fundamentals highlighted appropriate technologies used to prepare and store seeds over time. Innovative methods include low-cost solar dryers and vacuum sealing.



## Tropical Agriculture Development

March 2023

With an amazing group from Thailand, Cambodia, the Philippines, and the US, we shared about soil health, community development best practices, basic livestock health assessment, biogas systems, and neglected & underutilized crops.



Serving Asia Since  
**2009**



**33+**  
Trainings This Year



**4,574+**  
Seed Packets  
Distributed



**660**  
Trainers Trained



## Perennial Vegetable Trainings

Trainers in East Africa continue providing workshops on perennial vegetables for clinic attendants, fathers, mothers, and their children. In one year, these teams have shared cuttings and knowledge about perennial vegetables with 3,120 people!



## Creative Capacity Building

Innovations continue to bless farmers across East Africa. One farmer said, "I noticed a big difference between where the Maresha seeder was used and our traditional way. Where the Maresha seeder was used, the plants were healthier than the rest."



## Internships and Farmer Field Schools

The team hosts 120+ Interns each year from various East African nations. These interns learn hands-on in the plots, participate in seminars and seed banking, and support outreach initiatives like planting native trees and Farmer Field Schools.

# EAST AFRICA IMPACT



We received training on indigenous seed management which allowed us to teach our farmers. Our groups have constructed eight community seed banks in Karatu district.



# FLORIDA IMPACT



Eight new interns joined the cohort this year, participating in hands-on daily farm and community life. A past intern shared, "I look at my time at ECHO like a greenhouse—a safe place where plants can grow and flourish before they enter the world. It's an environment where we have an incredible group of people committed to seeing us not only survive but also thrive. My internship has given me the space and time to establish strong, deep, and confident roots."

## Supporting the entire mission of ECHO!



### Published Resources on Hurricane Recovery

Based on experiences with Hurricane Ian, ECHO's Research and Publications Department was able to publish and share a technical note on the triage and recovery of small trees with our network. After the challenge of recovery in Florida, we want to share these resources with others globally struggling with severe storms.



### Workteams Serve Locally, Impact Globally

Teams came from various states, churches, and schools, and represent 4,718 hours to fight global hunger. ECHO Florida was blessed by these 108 individuals volunteering on teams to support the global work worldwide.



### Fresh Fruits and Vegetables to Needy Families

In partnership with local charitable organizations, ECHO was able to donate more than three thousand pounds of food to help lessen food insecurity in our local community. Leafy green vegetables, as well as vitamin-rich fruits and starches were shared with food-insecure families weekly through ECHO farm donations.



## ECHO International Agriculture Conference

November 2022, Fort Myers, Florida

Nearly 200 attendees from 23 countries joined us for three days of networking and learning together during the International Agriculture Conference in late 2022. On-farm trainings supplemented keynote speakers from various partner organizations around the world.

Joyce Njoro attended for a United Nations Agency that supports farmers in developing nations and shared "from other attendees, I learned innovation, different ways to engage in communities, what can grow, and different technologies we will send to the farmers we support. There's a lot of diversity of experiences where we were all learning together."



## WEST AFRICA IMPACT

In an area of insecurity where the threats against Christians and churches are increasing, ECHO teams are welcomed again and again to share agricultural skills with the potential to dramatically improve livelihoods. Through hands-on, in-person training, the teams reached out intentionally by:

- ✉ Conducting trainings in 64 villages, Bible schools and communities;
- ✉ Engaging 48% women who traditionally have little access to training resources;
- ✉ Serving 4,701 individual trainees this year.

At the end of the training one of the participants exclaimed: “Our church is made up of more than 95% farmers with limited resources. The themes we learned will allow us to improve our production, and therefore our living conditions, without spending almost any money. Isn’t that a grace of God!”

### Serving Bible School Students To Help Them Launch Out

At the end of trainings in Bible schools, students and their teachers (women and men) now know how to prepare their own organic fertilizers and pesticides, and how to use them in a garden. They acquired new knowledge about the benefits of moringa and neem and also improved their knowledge of local poultry farming. Biblical themes such as “God, Man and the earth” and “Work, God’s Will for Man” and “Agriculture and the Gospel” were greatly appreciated by the learners. “It gives us a new perception,” said one of them before concluding with a broad smile, “from now on, agriculture will never be the same again within our communities.”

“ECHO’s training is basic training for the holistic spiritual development of students. We should have had it before all the other modules of the institute.”

Mr. Mathias Dahourou, Director of the Emmaüs Biblical Institute

### INCREASED HARVESTS

Since being trained and supported long-term by ECHO, Karim now specializes in vegetable production for a local market using an intensive organic garden method, abandoning cereal production. “I absolutely do not regret my choice given the results obtained for two seasons now.” He told us enthusiastically. “My production sells very easily because people know that it is produced naturally, without any chemicals. I must admit that your training has completely changed my life. Not only do I spend almost nothing to produce but also my production allows me to achieve a good turnover,” he concludes with a broad smile.

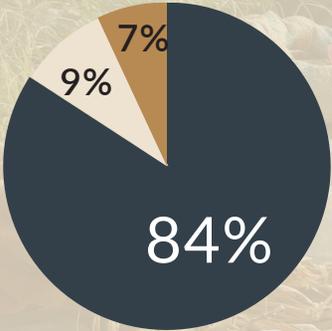
# FINANCIAL IMPACT

	Fiscal Year 2023	Fiscal Year 2022
<b>ASSETS:</b>		
CASH		
Unrestricted	\$2,265,867	\$2,140,020
Restricted-Donor	\$613,506	\$494,875
Restricted-Board Designated	\$465,770	\$464,213
<b>Total Cash &amp; Cash Equivalents:</b>	<b>\$3,345,143</b>	<b>\$3,099,108</b>
INVESTMENTS		
Unrestricted	\$732,801	\$802,917
Restricted-Donor	\$344,718	\$513,381
OTHER ASSETS		
Accounts Receivable	\$1,341	\$185,078
Inventory	\$126,391	\$127,242
Other Assets & Prepaid Expenses	\$158,643	\$88,360
<b>Total Current Assets:</b>	<b>\$4,709,037</b>	<b>\$4,816,086</b>
Property and Equipment	\$3,661,780	\$3,128,759
<b>Total Assets:</b>	<b>\$8,370,817</b>	<b>\$7,944,845</b>

	Fiscal Year 2023	Fiscal Year 2022
<b>LIABILITIES:</b>		
Accounts Payable and Accrued Expenses	\$191,195	\$121,140
Capital Lease Obligation-Current	\$11,000	\$21,018
Deferred Revenue-Prepaid Education	\$1,171	\$1,955
Gift Annuities-Current	\$54,708	\$65,054
Contract Liability-Current	\$88,028	-
<b>Total Current Liabilities:</b>	<b>\$346,102</b>	<b>\$209,167</b>
<b>LONG TERM LIABILITIES:</b>		
Gift Annuities-Long Term	\$311,041	\$352,617
Capital Lease Obligation-Long Term	\$45,429	\$10,354
Contract Liability-Long Term	88,028	-
<b>Total Long Term Liabilities:</b>	<b>\$444,498</b>	<b>\$362,617</b>
<b>Total Liabilities:</b>	<b>\$790,600</b>	<b>\$572,138</b>
<b>NET ASSETS:</b>		
Unrestricted	\$6,621,993	\$6,364,451
Restricted	\$958,224	\$1,008,256
<b>Total Net Assets:</b>	<b>\$7,580,217</b>	<b>\$7,372,707</b>
<b>Total Liabilities and Net Assets:</b>	<b>\$8,370,817</b>	<b>\$7,944,845</b>

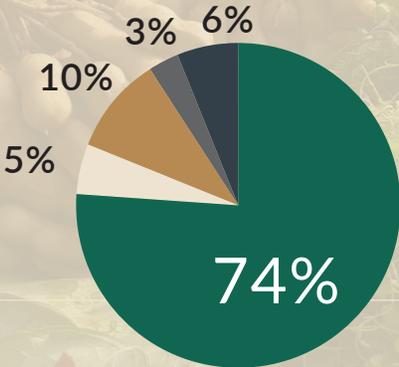
*With your generous support, thousands of additional men and women are being served*

**HOW YOUR DOLLAR IS SPENT**



- Program Services
- Management/General
- Fundraising

**PUBLIC SUPPORT BY SOURCE**



- Individuals
- Businesses/Civic Clubs
- Churches
- Legacy Gifts
- Foundations

Fiscal Year  
2023

Fiscal Year  
2022

**SUPPORT AND REVENUE:**

Total Contributions	\$4,463,492	\$4,951,080
Gift Annuities	\$93,933	\$44,514
Sale of Merchandise	\$423,103	\$408,538
Interest and Dividends	\$24,382	\$19,467
Net Realized and Unrealized Gains	(\$65,856)	\$45,326
Earned Income	\$363,624	\$294,197
Loss on disposal of assets	(\$797)	(\$47,211)
<b>Total Support and Revenue:</b>	<b>\$5,301,881</b>	<b>\$5,715,911</b>

**EXPENSES AND LOSSES:**

Program Services	\$4,307,279	\$3,814,714
Management and General	\$438,627	\$387,517
Fundraising	\$249,902	\$226,163
Annuity Contracts Expense	\$98,563	\$95,117
<b>Total Expenses:</b>	<b>\$5,094,371</b>	<b>\$4,523,511</b>
Increase (Decrease) in Net Assets	\$207,510	\$1,192,400
<b>Net Assets, Beginning of Year:</b>	<b>\$7,372,707</b>	<b>\$6,180,307</b>
<b>Net Assets, End of Year:</b>	<b>\$7,580,217</b>	<b>\$7,372,707</b>

based on ECHO's independent audit for fiscal year ending March 31, 2023



# STRATEGIC VISION FUND

As the fiscal year covered by this report drew to a close in March, 2023, ECHO began a concerted effort to craft a new 5-year Strategic Plan. Building upon its predecessor, this plan is the result of input from all of ECHO's constituencies and will become effective on April 1, 2024. That date will also mark the formal launch of the Strategic Vision Fund, which will provide the resources to expand ECHO's global reach and increase its effectiveness. The objectives for the 2024-2029 Strategic Plan are to Build the Network, Serve the Network, Advance Global Seed Banking, and Champion Holistic Mission.

	<b>Target</b> (in thousands)	<b>Build the Network</b>	<b>Serve the Network</b>	<b>Kingdom Standards</b>
<b>South Asia Team</b>	\$800	✓	✓	
<b>Central America &amp; Caribbean Impact Center</b>	\$650	✓	✓	
<b>Florida Campus Vision</b>	\$150	✓	✓	
<b>Seed Banking Network</b>	\$500	✓	✓	
<b>Network Ecosystem</b>	\$500	✓	✓	✓
<b>M &amp; E Teams</b>	\$500		✓	✓
<b>Video &amp; Media Development</b>	\$500		✓	✓
<b>ECHO Where Most Needed</b>	20%	✓	✓	✓



Everything that ECHO does is via a diverse global network of agricultural missionaries, NGOs, development workers, local leaders, farmers, and the local expression of the Church, now totaling more than 18,500 organizations and individuals





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**Left:** Mariama shows her increased bean harvest after ECHO trained her family at a Bible school in Burkina Faso, West Africa. **Right:** Toon is an underutilized leaf able to be added in many dishes. ECHO Asia trainers highlight these delicious leafy greens in trainings and publications.

