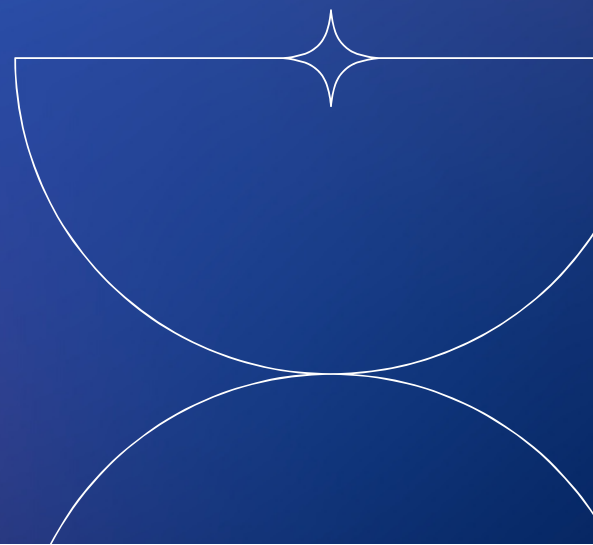




ANNUAL REPORT

In our second full year of operation, we saw an increase of services delivered, economic impact, and volunteer engagement.

Prepared By:
Randall Nichols





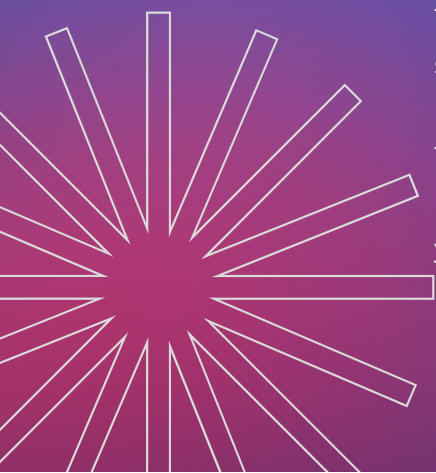
1 INTRODUCTION



2021 presented us with some very exciting opportunities and some interesting challenges. When ECHO launched in 2018, we expected to be serving mostly adoptive families and some foster families. As we closed 2020 amidst the constant changes of a pandemic, we had already seen a major shift toward stabilizing bio families.

In January of 2021, we had the opportunity to build our very first Care Community for a young trafficking survivor who desperately wanted to parent her soon-to-be-born child, but wasn't sure she had the support system in place to succeed. This was our direct introduction to the family preservation space of child welfare.

Throughout the first quarter we saw a 700% increase in requests from child welfare compared to Q1 2020. And on the year, that increase leveled off to +400% YoY.



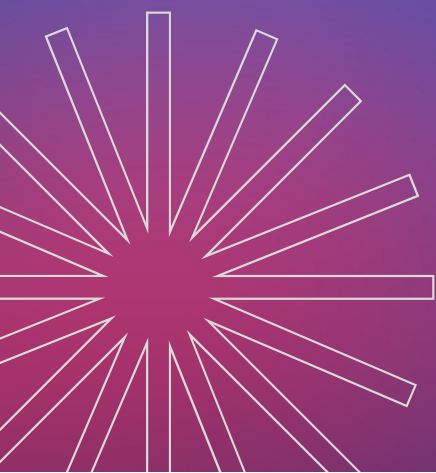
2 SERVICE DELIVERY



To accommodate the increase in requests, we were forced to accelerate our technology build-out to help streamline intake and case management. And with the increased client-base came increased awareness of areas of need, particularly the need for diapers and community.

In May, we hosted our first-ever ECHO Family Day at the Zoo in Norfolk where we had the chance to meet more than 300 new children and families and celebrate the foster care and adoption communities across all of Coastal Virginia TOGETHER!

Through a partnership with the local church, we were able to provide \$5,000 in gifts to families in a surprise Christmas in July initiative. In August, we hosted our Back 2 School event where families were able to receive free backpacks, shoes, and haircuts. In September, we initiated our collaboration with the National Diaper Bank. In October, we hosted our first diaper distribution and continue it every month, with requests for diapers increasing by 50% month after month. By the end of 2021, we had distributed more than 10,000 diapers to over 100 families.



4

NEW INITIATIVES

346

SERVICES DELIVERED

889

CHILDREN SERVED



VOLUNTEER ENGAGEMENT



Anticipating a boom in growth but lacking the funds to hire for every role, we set out in January to recruit what we called our "Volunteer Army." Our volunteers are the crew that keeps this ship on schedule fulfilling our mission. We added new roles and recruited volunteer team members to support them. These roles included delivery drivers, Care Community leads, CarePortal response team leads, event volunteers, creative and technical volunteers, childcare volunteers, and office admin.

Altogether, they delivered 3,124 hours of service, an average of 50 hours per person!

8

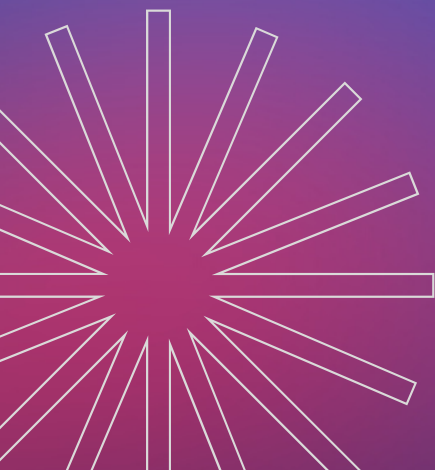
VOLUNTEER ROLES

62

ACTIVE VOLUNTEERS

3,124

HOURS SERVED





4 ECONOMIC IMPACT



From the cost of goods and services provided, to the value placed on the cost of goods and services saved, economic impact is one of our most dynamic measurements. And while we all recognize that no dollar amount can accurately quantify the value of family stability, we can use these economic impact markers to identify trends in the services we're providing and the gaps that families and child welfare professionals are experiencing.

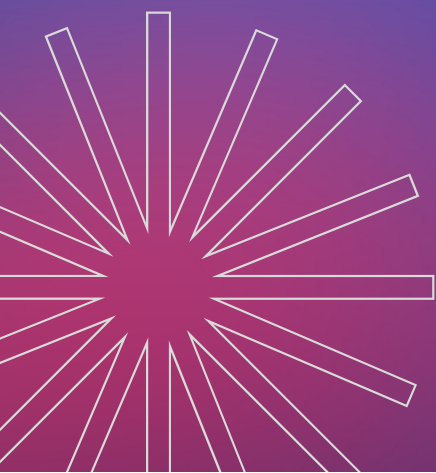
THIS YEAR'S ECONOMIC IMPACT

\$514,405

which equates to a

4.12 RATE OF IMPACT

(for every \$1.00 donated, we were able to generate \$4.12 in economic impact)



CUMULATIVE IMPACT SINCE TRACKING BEGAN IN 2020: \$992,967



5 FORWARD LOOKING



We probably all sometimes wish we had a God-sized periscope when it comes to peering over the horizon of the future. And while we can't accurately predict the future, we do believe we can prepare the future. Trends help, but they're always going to be incomplete... just ask any meteorologist.

However, from where we sit with what God has seen fit to invite us into, we believe we're on track toward our goals:

20%

REDUCTION IN FOSTER CARE ENTRIES

10%

LOCAL CHURCHES ACTIVELY ENGAGED

0

**YOUTH AGING OUT WITHOUT CONNECTION
TO A CARING ADULT**

REBALANCING

**THE PROBLEMATIC RACIAL DISPARITY
THAT EXISTS IN LOCAL CHILD WELFARE**





6 SUMMARY



2021 was a year of evaluation and strategic risk-taking. And though we didn't hit a home run every time, it was affirmed to us over and over again, people are worth it simply because they are marked with the image of our Maker. He has a plan for their lives that exceeds our wildest imaginations.

It's through people that families are restored, hope is rising, and generations are forever changed.

And for as long as we're entrusted with the work to care for vulnerable people, we will continue to invite our community to join us in the work to ensure:

Every child knows the stability of a lasting, loving family.
And every family is surrounded by a caring community.

