

ANNUAL REPORT

20

A YEAR OF
GROWTH & RESILIENCE

22



ECHO FAMILY CARE PARTNERS



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Building a Legacy, Embracing the Future

Welcome to our annual Impact Report, a showcase of achievements, progress, and commitment to children and families throughout the year.



Leading with Vision, Inspiring Success

Greetings! As we reflect upon the remarkable year that was 2022, we are thrilled to share with you the incredible impact we collectively achieved as a nonprofit organization. With your unwavering support and dedication, we were able to make a tangible difference in the lives of countless individuals within our communities.

First and foremost, we would like to express our heartfelt gratitude to each and every one of you for your invaluable contributions throughout the year. Your generosity, time, and commitment have played a vital role in our success, and we are deeply grateful for your unwavering belief in our mission.

In 2022, we focused on expanding our outreach programs to reach even more underserved communities. Through the establishment of new partnerships and the dedication of our passionate volunteers, we were able to provide essential resources, educational opportunities, and services to those in need. Together, we positively impacted the lives of thousands of individuals, empowering them with the tools and support necessary to thrive.

One of our key achievements in 2022 was the successful implementation of our Diaper Distribution Program, Trauma Competency Education, and the Entrusted Conference. By working hand in hand with local churches and organizations, we were able to create sustainable solutions that address the critical issues surrounding poverty and trauma. Our joint efforts have not only transformed lives but also fostered a sense of empowerment and resilience within these participants and their families.

In addition to our direct impact, we also actively advocated for systemic change when it comes to racial engagements in local foster care. Through awareness campaigns, policy advocacy, and collaborative efforts with like-minded organizations, we worked towards creating more equitable representation within the local foster care system. Our collective voice resonated, leading to significant investment and increased awareness on this critical social issue.

None of this would have been possible without your support and belief in our mission. We are truly humbled and inspired by the generosity and dedication we witnessed throughout 2022. Your contributions have made a tangible and lasting difference in the lives of those we serve, and for that, we extend our deepest appreciation.

As we move forward into 2023, we do so with renewed determination and enthusiasm. Together, we will continue to make a positive impact, stabilize families and eliminate the need for foster care. We are honored to have you on our team, and we look forward to your continued support on this meaningful journey.

With heartfelt gratitude,

Randall & Kelley

Founders



Solid Growth, Sustainable Impact



Delve into our performance review, including revenue growth, social impact, and key program metrics.



Organizational Highlights

Q1

launched family coach app

launched CarePortal in
James City County

Q3

Christmas in July provided
+\$5000 to local families

Back to School event provided shoes,
backpacks, and haircuts to 209
children in Newport News

Hosted first Trauma Competency
training event to a sold out venue

Q2

2nd annual ECHO at the Zoo
welcomed 521 children

Awarded grant to launch education
programs to promote trauma
competencies for caregivers

Q4

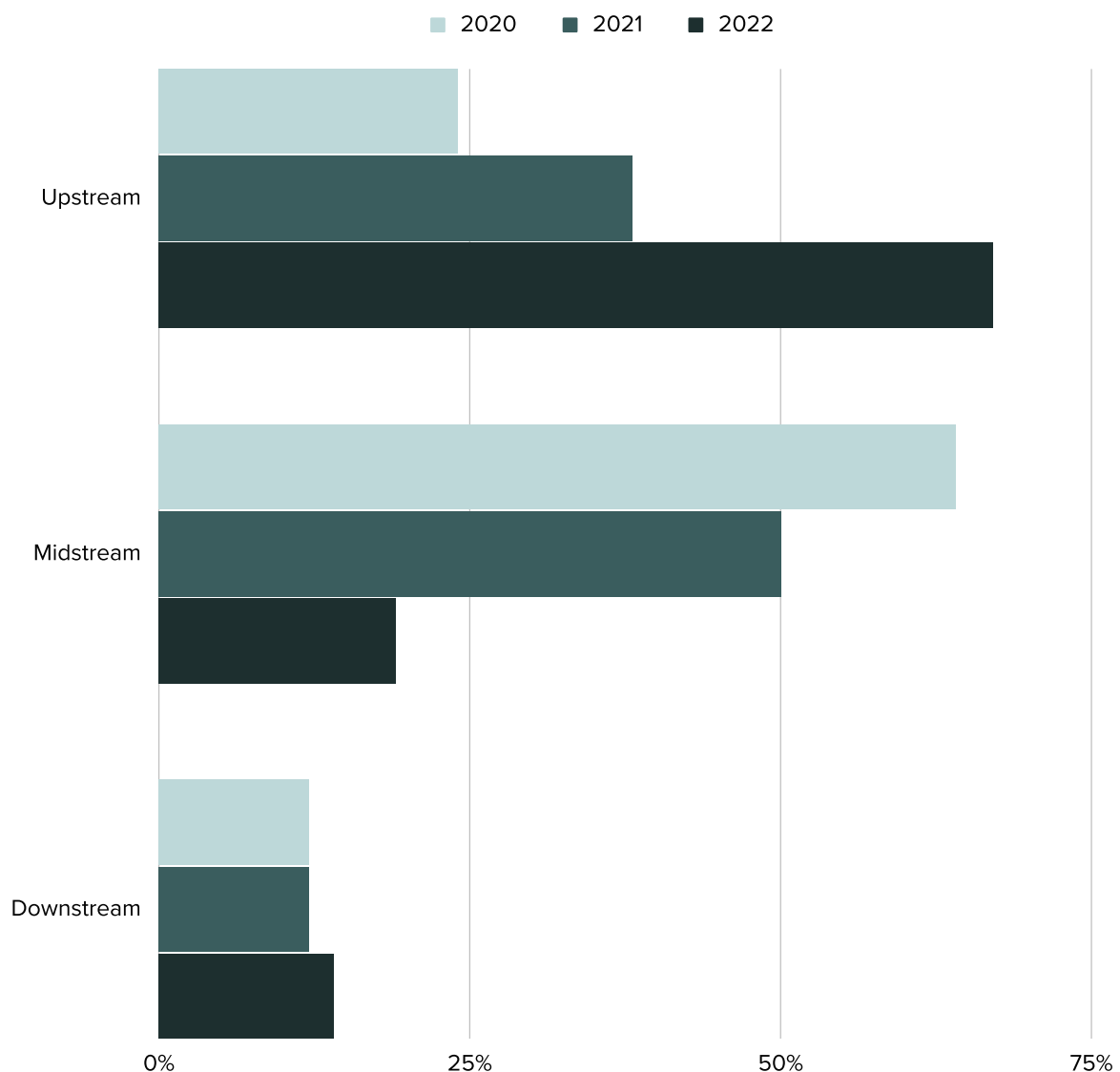
Hosted Entrusted Conference for
140 kinship, foster, and adoptive parents

500% increase in Stand Sunday
participating churches

Breakfast with Santa and
dozens of children



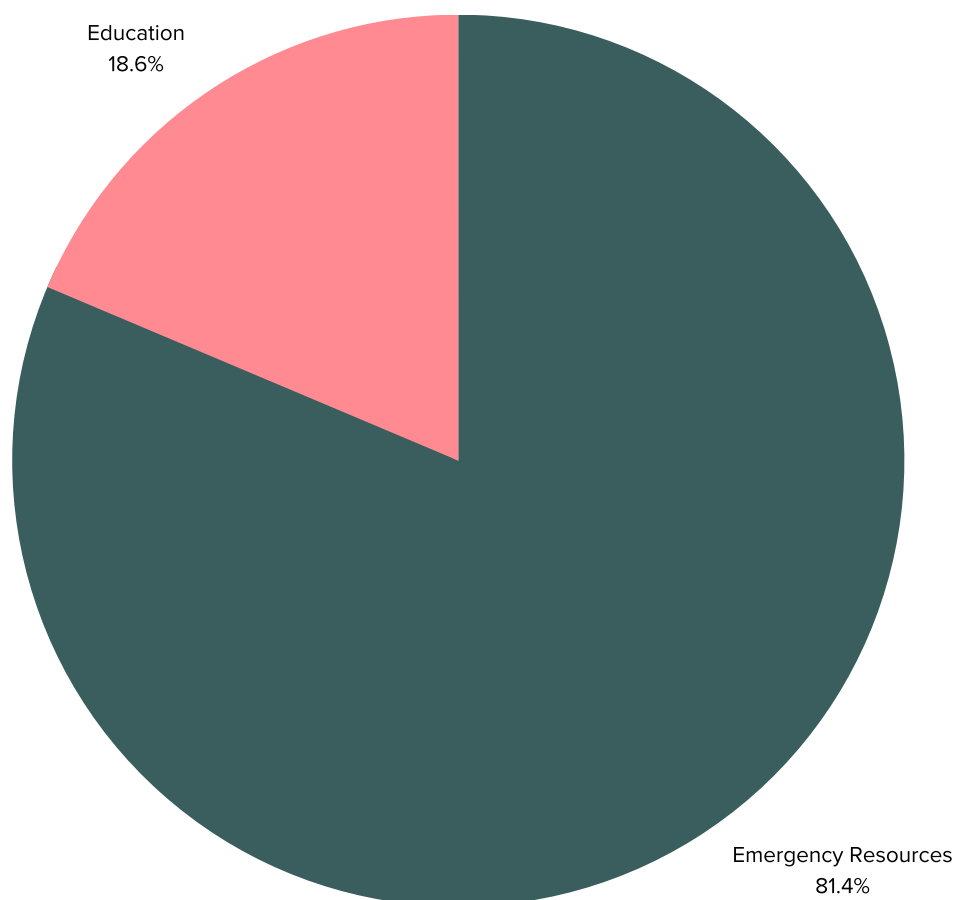
Program Development Year-Over-Year



Over the last three years, we've found ourselves with more and more opportunities to prevent the need for families to engage with foster care. The chart above reflects this shift, particularly in our Upstream and Midstream efforts.



Program Impact in 2022



Interpreting the data

Our programs all fall into two major categories: Resources and Education. Historically our Resources programs are the most utilized (this year is no different), but with this year's introduction of the Entrusted Conference and Trauma Competency Education, we anticipate Education taking a larger portion of the pie in future years.



Celebrating Breakthroughs, Inspiring Progress

↑ **4**

grants won

↑ **2**

new apps launched

↑ **466**

served monthly

↑ **265k**

diaper distributed

↑ **\$198k**

Total revenue

↑ **\$580k**

economic impact



↑ **141**

conference
attendees

↑ **8%**

social follow

We're humbled by the growth the Lord has seen fit to provide. We honored to steward this work alongside our team of staff, donors and volunteers.



Empowering Partners, Driving Results



Hear from our clients and partners as they share their success stories, highlighting how our services have made a positive impact in their lives



There's no way I could have taken my grandchildren in if it weren't for ECHO. The resources they provide made it possible for these children to stay together.

Violet

Kinship Parent



The partnership with ECHO has literally changed the way we operate. I don't really know how we did this before, but I'm so glad we have them in our corner. We're doing things to keep families together that simply weren't possible until now.

Mallory

Social Worker



View projections of our revenue and impact through 2025 as we work toward stabilizing families and eliminating the need for foster care.

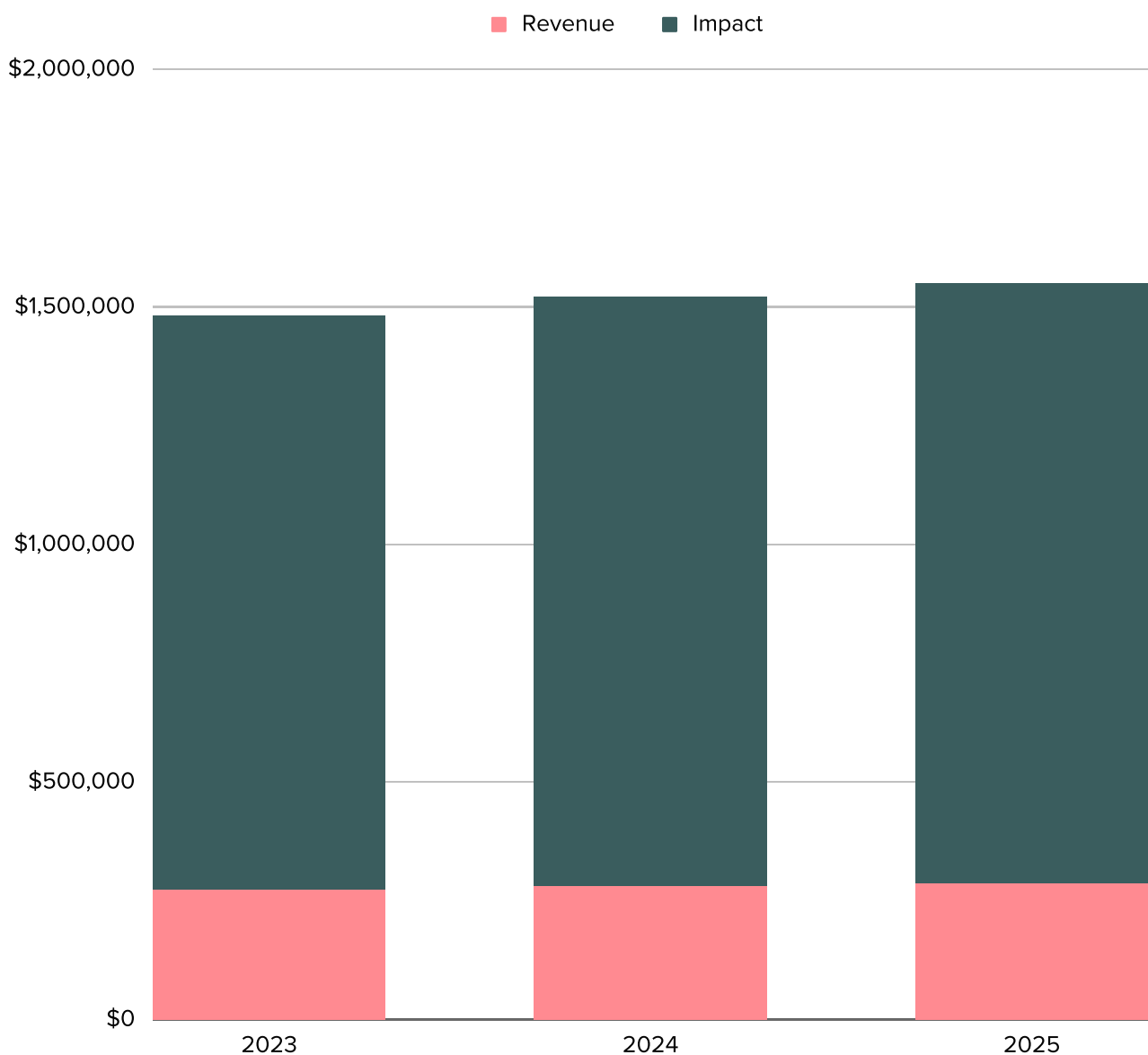
Envisioning Tomorrow, Embracing Opportunities



Projections

With an effective Rate of Impact (ROI) of x4.43, we're able to extend the impact of donated funds to more children and families right here in our communities.

Though we're on target for a 31% increase in revenue this year, we are keeping projections conservative at around 5% year over year.





Gratitude, Collaboration, **and Continued Success**



We'd like to express our sincere appreciation to all stakeholders, including clients, partners, employees, donors, board members, and volunteers for their unwavering support and dedication.



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