2019 ANNUAL REPORT
TRAIN, TRANSFORM, THRIVE
“I AM NOT GOING TO STAY WHERE I AM, BUT AM GOING TO GET SOMEWHERE ELSE!”
—FATHER OF 4, TRAINED IN VEGETABLE GARDENING

“I AM CONVINCED A SUBSTANTIAL PORTION OF ANY SUCCESS I’VE HAD IN TANZANIA IS DUE TO ECHO AND ITS VARIED ACTIVITIES AND TRAININGS.”
—MISSIONARY, SERVING IN EAST AFRICA
With your generous support, the preparations and prayers of the past years are paying off. Thousands of additional men and women are being trained, additional thousands of missionaries and development workers are being equipped, and millions of men, women, and children are experiencing life change.

Who would have thought that what began as a 5-acre research and demonstration farm in Southwest Florida would develop into:

- A 57-acre training, research, and global demonstration farm that serves over 10,000 visitors every year;
- An organization with Regional Impact Centers in Southeast Asia, East Africa, and West Africa; and,
- An online knowledge resource destination for 20,000+ visitors, from an average of 198 countries, every month.

These manifestations reflect much deeper and greater realities: our passionate desire that God is glorified through what we do and how we do it; and that small-scale farming families struggling to survive come to know God's goodness both for their present realities and for eternity.

This 2019 Annual Report aims to provide insights into all of these developments and acknowledge our desire to account to you for our financial and programmatic activities. We invite your feedback and depend on your participation as we work to be an effective channel of benefit and blessing to millions of men, women, and children in need around the world. Thank you for your confidence and encouragement and for joining us in spreading the good news!
With 70% of the world’s malnourished children living in Asia, there is great need to expand ECHO Asia’s equipping work and global resourcing.
Train, Transform, Thrive

Training in sustainable agriculture gives families the skills, resources, and seeds to raise themselves out of hunger and poverty.

Directly Trained
ECHO provided hands-on and practical trainings to 5,481 people in the last year. These men and women found lasting solutions to provide for their families!

Multiplied Impact
As others see more abundant harvests in the fields and lives of those trained, entire communities start to ask, “how?”

Useful and proven, these techniques are created to be easily multiplied as the trainee becomes a trainer.

An independent survey confirmed that 96% of those trained by ECHO pass on what they learned to, on average, 128 others. This means that in the last year our global trainings impacted 701,500 individuals worldwide.

Lives Changed
Each person impacted represents a family finding the dignity and hope of providing for their needs.

With a reasonable household average of six people per family, this equates to real life change for 4,209,000 men, women, and children!
"I have money to spend on medication for my family."

"I bought two sheep."

"Food is assured for the whole season."

"Invested to build a house."

"I purchased two oxen and improved our family's sanitary conditions."

"Money for my children's school fees."

"I know there will be enough food for my family. Our harvest usually yields 30 to 40 wagons but this year we have collected 70 wagons."

"My whole family enjoyed salad, onion, okra, and cabbage grown without chemical fertilizers."

"I can take care of my parents."

"Despite the poor rainfall I was able to harvest a part and with that I was able to buy a sheep."
21-day compost, homemade liquid fertilizer, and zai holes
Costly chemical fertilizers are one of the leading causes of impoverishment among small-scale farmers. ECHO West Africa is teaching rural farmers to make their own homemade fertilizer with just manure, fresh leaves, and water.

A compost from readily available, natural materials that's ready in just three weeks gives farmers a quick and effective way to restore fertility to their soil.

Digging zai holes instead of plowing, combined with compost before sowing, turns even eroded and overgrazed land into productive fields.

ECHO Receives Award at Global Development Conference
At the Beating Famine Conference, sponsored by World Vision, over 100 nonprofit organizations convened in Mali to develop key strategies for reducing hunger throughout the drylands of Africa. At the conference, ECHO West Africa was honored for their work in training thousands of small-scale farmers across the region in 2018.

Agriculture Transforms Relationships
After becoming Christians, Arnaud and his family were ostracized from their family and village, forced to farm a small plot of infertile land on the outskirts of town. By applying ECHO trainings, they ended up with the best crops in the whole area! The village leaders asked him what the secret was to his increased production. When asked to share these practices with the same villagers who had cast them out, Arnaud and his wife graciously agreed. They have now been reconciled with their family and village and the transforming power of Jesus has been on display.

Training Leads to Abundant Harvest
In a village where farmers were producing just enough to get by, one man harvested a single donkey cart of sorghum in a season. The fertilizer he used cost $30 a bag, two times the price of a month’s rent. During a follow-up visit just six months after being trained, this same man wheeled three donkey carts of sorghum from his field. And with the skills to make his own homemade version, he is no longer spending money on expensive chemical fertilizer.

Focusing on three key techniques, ECHO trainings are yielding profound results in the lives of rural farmers throughout West Africa.

“We celebrate dignity given to the poorest of the poor. I get to hear over and over again, ‘This changed my life, my family, my community.’ We are so thankful to the Lord for these trainings. To Him only be the glory!”
—Robert Sanou
West Africa Director

56%
more women trained this year than last

2,861
people trained across West Africa in the last year
New Seed Banks in Myanmar
Naw Doris, national staff of the Pathein Myaugmya Association (PMA), trained at ECHO and returned to Myanmar to start a community level seed bank aimed at increasing food security by giving surrounding communities access to an alternative source of quality seeds.

Doris also started to produce a variety of vegetables at PMA for seed saving and selling. She is now selling roselle leaf, lemon grass, and acacia leaf at the local markets. Her efforts have not gone unnoticed as other ECHO partners are coming to her as a resource!

Applying the training received from ECHO Asia Seed Bank staff, a modest seed bank “cold room” was constructed using earthbag building technology to lower and stabilize temperature. Also on their property, raised bed production plots have been planted for growing out seed and supplying the seed bank.

Appropriate Technologies with Immediate Results
ECHO partner Naw Htee Khu built a water filtration system with her neighbor in central Myanmar after visiting the ECHO Asia Seed Bank and learning about a system that uses biochar to filter out harmful particles. Naw Htee Khu and her neighbors first produced the biochar. Following “easy-to-build” instructions ECHO translated into Burmese and Thai, Naw and her neighbors then built the filtration system to amazing and immediate results!

A community that once struggled with digestive issues, they have now seen a sharp decrease since drinking the filtered water. Often small-scale farmers know the source of their problems, but do not have an easy, low-cost solution.

Small Farm Resource Center Increases Sharing
ECHO Asia successfully completed the strategic step of relocating to a new site just outside of Chiang Mai, Thailand, becoming fully operational by March 2019. Because requests were growing steadily even before the new site was fully functional, demonstration tours have already been established. With three times more space for demonstration, research, and seed banking, the ECHO Asia team is increasing training opportunities, demonstrations of innovative options, and experiments to research new, low-cost techniques.

Resources in 7 languages
Three ECHO Asia Notes and 27 technical resources were translated and shared throughout ECHO’s network.

Consultations
In the last year, ECHO Asia provided 239 technical responses and consultations to 49 organizations who requested assistance.

6,106 Packets of Seeds
ECHO Asia distributed 6,106 packets of seeds—an increase of 31% over last year.
“When I came back from ECHO, I grew a plot of locust seed that I received from ECHO. Many people came to see what I was doing. I was very happy when they asked if I knew of local seed to distribute to them so that they could grow it in their own village. We were able to provide seed from our center and that made me happy. It is good for people to grow their local seed by themselves.”

—Naw Doris, Myanmar

Naw Doris trained at ECHO Asia and then returned home to Myanmar to build a solar seed dryer for a training farm that equips pastors with improved agricultural knowledge.
Transformation Takes Root
Last year, ECHO held a one-week training for 34 church leaders and farmers in the Kibuno village of Rwanda. A generous donor provided funding for a participant to conduct follow-ups and help spread the training impact.

One year later, eight churches had each trained 60 more people.

Every trainee planted at least one key hole garden. Collectively, 670 key hole gardens have been established.

That means hundreds of families are now growing enough food for themselves.

The churches are growing and flourishing, too. A lead pastor reported that giving has increased as people have extra produce to share with the church or sell to generate money for a tithe.

Over the next year the churches are taking the trainings on their own to five public schools where more than 5,000 students will learn agricultural skills.

ECHO’s equipping work is intentionally designed to be “sticky” — easy to remember and easy to pass on — because true, transformative change takes root within a community when the trainees become the trainers.

Helping the Most Vulnerable
Apaikunda is a mother of seven in the village of Ngyeku in Tanzania. Her husband passed away, leaving her to care for her young children on her own. She works as a weeder for other people since she does not own any land. In addition to the challenges of being a single parent, Apaikunda is living with HIV.

ECHO East Africa collaborated with local church partners and village leaders to select 100 low income families to participate in an Irish dairy goat program. Before receiving a goat, ECHO trainings prepared participants to care for these imported goats, a breed which produces more milk than local goats.

After the trainings, Apaikunda and her neighbor combined resources to build a shared shelter for their goats. The goat milk provides a nutritional source to improve the family’s diet. A healthier diet helps Apaikunda fight off infection and manage HIV.

During a follow-up visit, Apaikunda excitedly reported that her dairy goat was pregnant. She’ll pass one offspring to another family. The others can be sold for income or kept as additional food supply for the family. She can now cover school fees and make necessary repairs to her home.

“We are finding ways to make agriculture relevant to young people. Youth can look with hope toward the future. Doors are being opened to reach the most vulnerable. I pray for the Lord to establish the work of our hands. And He is faithful to do that in the work of ECHO!”

—Erwin Kinsey, East Africa Director

East Africa Impact
CULTIVATING HOPE FOR THE FUTURE

“...We are finding ways to make agriculture relevant to young people. Youth can look with hope toward the future. Doors are being opened to reach the most vulnerable. I pray for the Lord to establish the work of our hands. And He is faithful to do that in the work of ECHO!”

—Erwin Kinsey, East Africa Director

Countries represented at one training symposium

17

Individuals trained in the last year

1,949

Trainings have been held across three countries in the last year

42
School Gardens Improve Nutrition

With a special focus on improving food security through kitchen gardening, ECHO partners with local schools to empower students and teachers with practical agricultural skills. Over the last year, ECHO impacted more than 1,000 participants at 24 secondary schools throughout the region with relevant, hands-on training in:

- Sack gardens, which require less water and space than typical gardens, for families and schools lacking adequate water or land.
- Perennial vegetables, which are multi-year producing and once planted can be harvested continuously even through the dry season.

Alongside ECHO staff, students made compost piles and created double-dug beds for their school gardens. These beds will last several years and allow for densely planted nutritious vegetables.

Participants learned how to grow and cook chaya, and received cuttings to plant in their school and family gardens. Every school received seeds for nutritious greens (amaranth, nightshade, and kale), guava and moringa trees, and cover crops to help improve soil fertility.

Equipped through ECHO to boost production of healthy fruits and vegetables, school gardening projects are improving the health and nutrition of thousands of students and families throughout the region.

Low Cost Solutions = Hope

Like many farmers with only a small plot of land to farm, Noah Lufingo faces many challenges in growing enough food for his family in the Nimobe Region of Tanzania. After an ECHO training, he planted a garden of nutrient rich vegetables, herbal plants, and fruit trees. “What encouraged me about the ECHO training was to know how to use the things around me to make a living and to do it cheaply,” Noah said. “ECHO is a good source for learning techniques that do not cost the farmer. From this experience, I am not going to stay where I am, but am going to get somewhere else.”

6,357 free packets of seed responsibly distributed from the ECHO East Africa Seed Bank!
Networking with multiple partners in Latin America and The Caribbean, the ECHO team has equipped families to save seeds, include underutilized vegetables in their diets, and grow more diverse, nutritious foods.

**Chaya fights Malnourishment in Central America**
You can grow food in as many creative ways as you want, but unless the food becomes part of the diet, it is wasted. This is especially apparent in Latin America where many farmers grow food for export, but their families remain undernourished.

In collaboration with two partner organizations, ECHO updated a new edition of a chaya recipe book, which includes an adapted recipe of ECHO’s Peanut Butter chaya. Native to the region, chaya is easy to grow and highly nutritious. Partners in Central America will be distributing this helpful resource during training events this year to women’s groups that are producing, cooking, and selling chaya products.

**Training University Students to Enact Change**
The ECHO training team facilitated a Seed Production and Storage Workshop at the National Agriculture University in Catacamas, Honduras, equipping students and small-scale farmers with techniques and inspiration to use what communities have to make seeds more accessible.

**Hands-on Seed Trainings**
Three workshops hosted on farms throughout Nicaragua included diverse audiences and participatory activities. Each training ended with a Seed Swap, which brought much delight and will empower families with seeds for seasons to come!

**ECHO as “Go-To” Resource Reaching Latin America**
“Thank you, ECHO staff and volunteers! The seeds, cuttings, books, and tours I received over the past three years helped every step of the way.” —Short-term missionary, establishing a community garden in Panama
This Mayan woman shows the compost she learned to make during a partner training.
The home of ECHO’s International support team, ECHO Florida is the hub of demonstration, networking, research, and support that equips regional teams to do what they do more effectively. Over 10,000 visitors, trainees, missionaries, and development workers each year experience ECHO Florida’s training farm.

**Inspired at the 25th Annual ECHO International Conference**

This event brings together hundreds of influential voices dedicated to eradicating hunger and improving lives through agriculture and community development. Speakers share practical solutions to agricultural challenges and strategies for improving the lives of millions who daily face food insecurity. More than 230 delegates attended this 25th annual conference.

One delegate from Central America shared, “For me, the conference was a learning space, and I was able to make contacts with people who work in agriculture. I have also brought back experiences of what I could see on the ECHO farm and what delegates shared in the conference that are transformed into ideas that I can implement in Honduras.”

**Missionaries Reconnect with their God-Sized Vision**

Rusty and Kristin Russell came to ECHO when they were searching. Years serving in the Philippines had given them experience, but they were in a season of transition. Spending nine months at ECHO as missionaries in residence gave them the time to challenge themselves and renew their vision for how God was calling them.

“Our time at ECHO was beneficial to our ministry as it gave us hands on experience on a working demonstration farm. Additionally the ability to connect with the missions-focused staff breathed new life to our God-sized dreams to use agriculture to help the materially poor improve their lives. The library and the staff’s broad expertise helped us sharpen our skills and plant a renewed vision for what is possible through God’s creation,” wrote the Russells. They are now back in the Philippines, teaching sustainable farming, chicken husbandry and supporting growing churches among the Ati people.
EchoCommunity Connects Questions with Answers

“They rotted again.” Jon had recently sent healthy cuttings from his chaya plant to farmers he had trained on the next island in Indonesia. When the farmer planted them, they rotted before they could grow enough to sustain a new plant. This wasn’t the first time it had happened, and he didn’t know what else to try.

Jon reached out to ECHO and posted an open question on ECHOcommunity Conversations. “This is becoming an issue for us as we train folks in chaya. They get all excited then when they plant it, a lot of the stalks die. Any thoughts on what’s going on?”

There were a lot of thoughts! In the next days and weeks, 17 responses were posted to his question. ECHO Florida staff responded, as did a development worker in Senegal, a government worker from Thailand, a community garden organizer from Australia, an agricultural researcher from India, and a church worker from the Philippines! Answers addressed soil issues, amount of water, pests, and ways others had dealt with similar issues.

This process is repeated every day on ECHOCommunity.org. From velvet beans to pig feed and how to be a successful livestock owner in East Africa, a wide range of discussions occur between international ECHO staff, rural farmers, and members of the ECHO network around the world. These conversations allow a greater diversity of voices to be heard, allowing the wealth of hard-won experience to be applied to all kinds of challenges.

Equipping Those Who Serve

Last Fall, ECHO Florida hosted a unique week-long training event focusing on underutilized crops. These lesser-known plants have much to offer the small-scale farmer. Participants came from many different countries and backgrounds but all trusted ECHO for sharing knowledge that would help them make a difference in the lives of those they serve.

“The ECHO course was very informative, I was able to gather information faster than if I was doing research on my own,” shared one participant. Attendees then put the learned information into practice through hands-on application.

Many people attend a course, and finding the content highly applicable, return to take another training course.

“We have attended several of ECHO’s classes in the past four years. These classes have provided us with a great deal of knowledge and understanding while we continue to create a small sustainable farm in our community to serve the homeless. We have been able to pass along principles and techniques to many needy people,” shared Dan and Julie Kolb, Florida trainees.
Over the last four years, 40% more people are using ECHOcommunity.org to find practical help for those they serve.

Timôté Diarra, above, showed the difference between a traditional field and the field he planted after being trained by ECHO in rural Mali.
30,456
hours of volunteer service at ECHO Florida in the last year

$6.74
Cost to impact one farmer if ECHO’s total budget was expended on direct training alone.

13,397
Trial seed packets sent around the world

801
individual volunteers invested their time at the ECHO Florida Global Farm

“My career in ag development and missions in Kashmir, India, was short-lived but I can still be a sender. ECHO is a good investment all over the world.” —Donor for 11 years from MI

110
1-5 day trainings offered worldwide this year

Trainings were held on four continents!
Research PROVIDING VALUABLE DATA AT LOW RISK

88% are interested in trying the new planting configuration on their own farms

40% want to experiment with other legumes for greater nutritional benefit

Farmers as the Best Researchers

Since 2015, ECHO has been following international research on a planting method called 2:4:2, in which four rows of beans are planted in between two rows of a cereal crop such as corn. Further research at ECHO in Florida showed that the system can support other bean crops in between the cereal crop.

After learning about 2:4:2 from ECHO, and visiting the Florida research plots, a partner organization expressed interest in working with ECHO on a way for farmers to evaluate the 2:4:2 system in their fields. Farmers were equipped to compare the 2:4:2 approach to traditionally-grown corn through farmer-led research. Results that benefit farmers are much more likely to occur when farmers participate in the research process.

Research results showed that the total 2:4:2 grain yield (corn + cowpea) exceeded that of traditionally-grown corn in five of the six test locations. When the 165 participating farmers were asked about the 2:4:2 system, 88% said they were interested in trying it on their own farms. This planting method increased yields and improved soil quality. Forty percent of the farmers involved also said they would like to experiment with other legumes besides cowpea.

Variety Trials Improve Recommendations

This year ECHO completed a five-month trial to identify productive and tasty tomato varieties that farmers around the world could grow in urban areas to feed their families and sell at produce markets.

ECHO Research Associate Stacy Swartz designed and carried out the study, spending hours measuring and evaluating the traits and production of the 16 tomato varieties.

Results helped identify varieties that grow well in containers in urban gardens throughout the tropics, filling a niche where ECHO didn’t previously have an appropriate tomato variety to suggest.

The “winner” is an open pollinated variety, meaning farmers can save seed year after year without losing plant vigor. It is a Roma type that can produce tomatoes for up to 45 days.

That’s 45 days of vitamins A, C, and K, as well as B1, B2, and niacin. 45 days of potassium and eight other minerals. 45 days of better nutrition and fuller bellies.

Farming Trial Minimizes Risks for Families

Inspired by the needs of those served in Asia, ECHO Florida is testing the effectiveness of microorganism sprays in building soil fertility, compared to mulch, which is not as expensive or time intensive. When ECHO invests in research to determine which solutions really work, resource-poor farmers are spared from risking time and money on unproductive techniques.

To test the level of microbes in the soil, Dr. Motis created a carbon dioxide sensor that measures the amount of CO2 that is released out of the soil. As organisms respire, this meter reveals an overall idea of microbial activity that can improve the growth of crops.

ECHO’s research will confirm whether farmers (in similar conditions) really need to be spending time and resources culturing microbes, or if the main benefit can be found by building up the organic matter of their soil. Dr. Tim Motis presented this research to delegates at 2018 ECHO International Agriculture Conference in November.
ECHO is dedicated to fulfilling Jesus’ words in Matthew 25, caring for “the least of these” by helping small-scale farmers alleviate hunger in their own families and in their own communities.

To do its work, ECHO has teaching facilitators on three continents who also conduct research on local agricultural issues and nurture seed banks to help develop new resources for local farmers, Peace Corps volunteers, and agricultural specialists. Supporting those in direct service internationally is a strong team of talented professionals in Florida who run ECHO’s experimental farm, develop new teaching materials, and carry out the important functions of keeping such a vital 501(c)(3) running smoothly.

The ECHO Board members have both the privilege and responsibility to ensure that our organization is well-run. The Board meets on a regular schedule to review finances, to evaluate leadership, and to approve direction. Our Board members are business leaders, professors, educators, clergy, and international development workers. We all volunteer our time and expertise to the Board, and in addition, we are all financial contributors to ECHO. In short, we believe that the work we do matters.

ECHO is poised to scale up our reach into new territory and larger audiences because there is significant work yet to do—so many more men, women, and children deserve the dignity of providing for themselves. Will you join with us? We welcome your involvement and depend on your generous support!

Warmest Regards,

Dennis R. Morrow, Ph.D.
ECHO Board Chair

L-R,

DAVID M. ERICKSON
President/CEO

DOUG CARLSON, M.D.
Retired, Ophthalmologist, Associated Eye Care

RONALD TSCHETTER
Board Vice-Chairman
Retired President/CEO, Dain Rauscher
Retired Director, United States Peace Corps

GORDON E. LINDQUIST
Management Consultant, Lindquist & Associates

KATHRYN A. WITT, PH.D., RDN
Professor of Nutrition and Dietetics, Messiah College

GREG DUGGER
AVP Secondary Marketing and Servicing, FORUM Credit Union

LAURA S. MEITZNER YODER, PH.D.
Director of Human Needs & Global Resources, Wheaton College
Professor, Wheaton College

REBECCA GAROFANO
Graduate Student, Syracuse University

RONALD J. VOS, PH.D.
Professor Emeritus/Agriculture-Environmental Studies, Dordt University

R. ORLANDO LOGELIN
Board Treasurer
Serving on staffs of North Heights Lutheran Church and Grace Church – Eden Prairie

DENNIS R. MORROW, PH.D.
Board Chairman
President/CEO, Renewal Associates, LLP
**THE ECHO EQUATION**

**PLANT** + **WATER** × **GOD’S POWER** = **THE INCREASE 128-FOLD!**

**KNOWLEDGE & SKILLS GAINED:**
- Over ECHO’s 38 years
- Experience shared by ECHO’s global partners
- Learning from applied research

**SUPPORT & FOLLOWUP:**
- Follow-up from direct training engages trainees
- Volunteers supplement staff engagement
- Financial supporters give generously and faithfully
- New people learn about ECHO’s mission and invest to expand our impact

**GOD’S GRACIOUS PRESENCE:**
“Now to him who is able to do immeasurably more than all we ask or imagine, according to his power that is at work within us...”

**EPH 3:20**

**KNOWLEDGE IS MULTIPLIED:**
- Dignity is restored
- Nutrition is increased
- Families are equipped
- Communities find new hope
- God is glorified

On average, each trainee shares what they learn with 128 others!
TRAINING FOR IMPACT

- Denotes countries where trainings were held in the last year

110+ Trainings
5,481+ Trainees

60% Male
40% Female

96%
Share what they learn!
### THE NUMBERS

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Fiscal Year</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018-19</td>
<td>2017-18</td>
</tr>
</tbody>
</table>

#### ASSETS:

<table>
<thead>
<tr>
<th>NIL</th>
<th>NIL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CASH</strong></td>
<td><strong>CASH</strong></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$507,582</td>
</tr>
<tr>
<td>Restricted-Donor</td>
<td>$163,470</td>
</tr>
<tr>
<td><strong>Total Cash:</strong></td>
<td><strong>$671,052</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NIL</th>
<th>NIL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>INVESTMENTS</strong></td>
<td><strong>INVESTMENTS</strong></td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$545,190</td>
</tr>
<tr>
<td>Restricted-Donor</td>
<td>$287,075</td>
</tr>
<tr>
<td><strong>Total Investments:</strong></td>
<td><strong>$832,265</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NIL</th>
<th>NIL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>OTHER ASSETS</strong></td>
<td><strong>OTHER ASSETS</strong></td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>-</td>
</tr>
<tr>
<td>Inventory</td>
<td>$155,090</td>
</tr>
<tr>
<td>Other Assets &amp; Prepaid Expenses</td>
<td>$151,593</td>
</tr>
<tr>
<td><strong>Total Other Assets:</strong></td>
<td><strong>$306,684</strong></td>
</tr>
</tbody>
</table>

#### LIABILITIES:

<table>
<thead>
<tr>
<th>NIL</th>
<th>NIL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Accounts Payable and Accrued Expenses</strong></td>
<td><strong>Accounts Payable and Accrued Expenses</strong></td>
</tr>
<tr>
<td></td>
<td>$204,778</td>
</tr>
<tr>
<td><strong>Capital Lease Obligation–Current</strong></td>
<td><strong>Capital Lease Obligation–Current</strong></td>
</tr>
<tr>
<td></td>
<td>$21,067</td>
</tr>
<tr>
<td><strong>Deferred Revenue-Prepaid Education</strong></td>
<td><strong>Deferred Revenue-Prepaid Education</strong></td>
</tr>
<tr>
<td></td>
<td>-</td>
</tr>
<tr>
<td><strong>Gift Annuities-Current</strong></td>
<td><strong>Gift Annuities-Current</strong></td>
</tr>
<tr>
<td></td>
<td>$66,076</td>
</tr>
<tr>
<td><strong>Total Current Liabilities:</strong></td>
<td><strong>Total Current Liabilities:</strong></td>
</tr>
<tr>
<td></td>
<td><strong>$291,921</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>NIL</th>
<th>NIL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>LONG TERM LIABILITIES</strong></td>
<td><strong>LONG TERM LIABILITIES</strong></td>
</tr>
<tr>
<td><strong>Gift Annuities–Long Term</strong></td>
<td><strong>Gift Annuities–Long Term</strong></td>
</tr>
<tr>
<td></td>
<td>$347,680</td>
</tr>
<tr>
<td><strong>Capital Lease Obligation–Long Term</strong></td>
<td><strong>Capital Lease Obligation–Long Term</strong></td>
</tr>
<tr>
<td></td>
<td>$66,342</td>
</tr>
<tr>
<td><strong>Total Long Term Liabilities:</strong></td>
<td><strong>Total Long Term Liabilities:</strong></td>
</tr>
<tr>
<td></td>
<td><strong>$414,022</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities:</strong></td>
<td><strong>Total Liabilities:</strong></td>
</tr>
<tr>
<td></td>
<td><strong>$705,943</strong></td>
</tr>
</tbody>
</table>

#### NET ASSETS:

<table>
<thead>
<tr>
<th>NIL</th>
<th>NIL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Unrestricted</strong></td>
<td><strong>Unrestricted</strong></td>
</tr>
<tr>
<td></td>
<td>$3,666,570</td>
</tr>
<tr>
<td><strong>Restricted</strong></td>
<td><strong>Restricted</strong></td>
</tr>
<tr>
<td></td>
<td>$450,545</td>
</tr>
<tr>
<td><strong>Total Net Assets:</strong></td>
<td><strong>Total Net Assets:</strong></td>
</tr>
<tr>
<td></td>
<td><strong>$4,117,115</strong></td>
</tr>
<tr>
<td><strong>Total Liabilities and Net Assets:</strong></td>
<td><strong>Total Liabilities and Net Assets:</strong></td>
</tr>
<tr>
<td></td>
<td><strong>$4,823,058</strong></td>
</tr>
</tbody>
</table>
With your generous support, thousands of additional men and women are being equipped