ECHO Amazes Me
President’s Message
By Gloria D. Huschka

In the spring of 1999, I first inquired about ECHO. My church was one of the supporting churches and had faithful board representatives for years, but they were stepping down. I was looking for a way to get involved in the community. I had visions of attending and assisting with meals for the hungry, not knowing that ECHO also had many other services. One of the board representatives told me that the board met monthly. It sounded like something I could handle.

The ECHO office was in a small house at 7 N. Academy, until November 2002, so board meetings were held at a different member church each month. Once our building at 65 S. High Street was completed, the meetings were at the main ECHO building. The food pantry was located at the main building, instead of at the ECHO Annex, which was then at Trinity Episcopal’s Ortmayer Hall. When the pantry moved to the main building, the clothing and household goods took over the space we had at Trinity. In February 2006, we closed the Clothing Center and helped Acts of Kindness develop that service.

ECHO has always been more than a food pantry, but it is what most people think of ECHO for. ECHO has a huge pantry that is a hub for other pantries in this area. ECHO started in 1969 as a food pantry. By 1975, it was a fully incorporated 501 (c)(3). Its first hired Executive Director, LaVerne Sandgren, oversaw an office at 317 Dodge St and Annex at 7 N. Academy, help with rent, lodging, transportation, monthly community meal and much more. Services were further developed when the current Executive Director was hired in 1995. A complete set of services can be found on the ECHO website at http://echojanesville.org

I came away from the first meeting in 1999 wondering what I had gotten myself into. There was a food pantry and clothing area. Lots and lots of clothing, furniture, small appliances, bedding, etc. There were financial reports, small group discussions, and lots of acronyms for various grants – CDBG, SSSG, ESG, HPP and EFSP, to name a few.

In my 19 years of service with ECHO, it continues to amaze me how this once small organization has grown into a very much needed community service. If you would like a tour of the facility or have any questions about services and how you can get involved, please call the office at 754-5333. I promise if you do get involved, you will come away amazed too.
ECHO’s *Christmas in July* summer fund drive was launched in 1996 when we had to shut down services because of increased need, limited resources, and growing awareness that many people think our business slows down after the holidays and in summer. It doesn’t slow down, and we experience a funding drought three of the four seasons in a year. In 1998, we added the component of *Need Doesn’t Take a Summer Vacation* and extended the fund drive to other summer months. Summer is a time we should take a break and enjoy the weather. Go on a vacation or stay-cation and experience all the great things that Janesville has to offer. But, remember that not everyone can do some of those things.

Some people like to donate to agencies that fit niches they identify with, such as subcategories of the population: low-income or homeless children; the elderly; people who are homeless; families; single men; single moms; women who are abused; people with physical, cognitive, or emotional disabilities; veterans; people with medical needs; etc. *ECHO helps all of them – all of the low-income population.*

Some people like to donate to agencies that focus on particular services, such as: food; rent assistance; shelter for children, women, and/or men who are homeless; school supplies for youth; Christmas gifts for youth and families; bus tokens or gas cards for people to get to work; personal and household supplies; diapers and baby food; etc. *ECHO provides all of those services, and we coordinate them with other services in the community.*

Some people say, “*ECHO - that’s a nice place that helps people with food.*” For 49 years, ECHO has grown from being a food pantry to being a vital charity organization serving low-income families in our community with many services. The community has come to expect that ECHO will help low-income families. Usually, we are able to help them, after evaluating their needs and resources. ECHO is often a client’s last hope during a time of an emergency for that family.

The local economy is better, but people are streaming in for services. ECHO provides services to over 3,600 unduplicated households, with over 14,000 people in those households. Many of them come in monthly - unduplicated refers to counting them just the first time.

Despite being low on funds, we have persevered. In the first five months of 2018, ECHO provided over 1.67 million meals, 189 months of rent assistance, 1,549 shelter nights in motels for people experiencing homelessness, personal supplies to over 17,904 people, 5,583 hours of case management, and much more. ECHO’s strategies are focused on food access through our pantry and emergency rent assistance to keep a roof over people’s heads. Our housing program stresses landlord and tenant connections, as well as financial counseling, in our efforts to reduce the number of homeless families in our area.

Having stable housing, food and other basics gives people hope that they can tackle obstacles in their path toward achieving self-sufficiency. Our Food Services cost us money to buy, transport and store, in addition to the food that is donated. Our Housing Services and Case management are our biggest costs. The costs have increased for food we provide, rents we pay, and many other support services and staffing. This requires a proportionate increase in support. If cash flow slows down, we have to cut services. *(Continued on next page)*
We don’t have a fund development or marketing person on staff. Our overhead is low. We provide services in a low-cost, efficient, effective way. ECHO’s annual **Dollars & Sense Report** shows a ratio of Direct Assistance vs. Administration of 98% vs. 2%. This report combines the year-end Service Report, Financial Report, and incorporates In-Kind Donations to depict the estimated monetary value of ECHO's services for the year. Typically, our funding is 83% local donations and 17% grants. We are grassroots, not part of a national organization. Local support is our lifeblood.

I won't sugarcoat it. There is no money in other accounts—no money stashed away. We do not deny services to people who we otherwise would have helped when we have funds, in order to save money for later. We feel it's just not right and is can be a form of discrimination. Admittedly, this also puts us at risk of running out of money, but it is easier to explain to people why you are denying services when you are literally out of money. It is, of course, best to not be in that position.

The drought of summer hits hard. The success of ECHO’s 23rd annual summer fund drive is vital to help us get through the funding drought we experience three of the four seasons of the year. ECHO needs to stay afloat to help the vulnerable in our community. I’ve said this many times – *The Ripple Effect* is similar to our slogan *Life is an ECHO—what you send out, you get back!* All of those little things you do in every moment of your life can ripple out to create endless changes in the lives of others. Thank you for your support that is making a difference in this community. Have a nice summer!

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**ECHO assists clients with fans to keep cool in warm weather.**

In 2017, 143 clients requested fans and 99 received fans.

This year 129 clients have already asked for a fan to help keep them cool.

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www.facebook.com/ECHOJanesville

to find out more about what is going on at ECHO real time.
ECHO’s mission is dedicated to meeting housing, food and other basic human needs and addressing the barriers to self-sufficiency.

April 29, 2018...a beautiful day to do good in the world!

Thank you to all who helped make Janesville Area’s 41st CROP Hunger Walk our most impactful year yet. We extend appreciation to the countless individuals and businesses who showed in countless ways amazingly generous support! Over 200 participants joyously raised over $47,000 to end hunger around the block & around the world!

With heartfelt thanks,
The CROP Hunger Walk Planning Committee

Save the Date - April 28, 2019
Please drop off school supply donations at the ECHO Office - 65 S. High St. Monday-Friday, 8am-12pm or Monday-Thursday, 1pm-4pm

Donations may also be dropped off throughout Janesville at these participating locations:
Advia Credit Union, ANGi Energy Systems, APTIV, Associated Bank, Basics, Data Dimensions, Hagan CPA, JAX Graphics, Johnson Bank, Menards, Old National Bank, Premier Bank, Rock County Clerk’s Office, Rock-Green Realtors Association, St. Mary Hospital/Dean Clinic, WCLO/WJVL/Gazette

Volunteers Needed
For set-up Mon. 8/20-Thurs. 8/23 and for the school supply distribution on Fri.8/24.
Please call Fran at the ECHO Office at 608-754-5333 for more info and to sign up!

**SCHOOL SUPPLIES NEEDED**

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<th>Crayons  (24 pack)</th>
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<td>Glue &amp; Glue Sticks</td>
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<td>Watercolors</td>
<td>Erasers (pink &amp; pencil top)</td>
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<td>3-Ring Binders</td>
<td>Pencil Sharpener with cover</td>
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<td>Scissors</td>
<td>Spiral Notebooks (wide &amp; college ruled)</td>
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<td>Pencils &amp; Colored Pencils</td>
<td>Notebook Paper (wide &amp; college ruled)</td>
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<td>Pens (Black, Blue &amp; Red)</td>
<td>Scientific Calculators</td>
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<td>Markers &amp; Dry Erase Markers</td>
<td>Pocket folders</td>
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<td>Highlighters</td>
<td>Ear Buds/Phones</td>
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<td>Black Sharpie Markers</td>
<td>Backpacks</td>
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Empty Bowls
a fundraiser for ECHO.

Saturday, October 27, 2018
Parker High School
3125 Mineral Point Ave., Janesville
11:00 a.m. to 2:00 p.m.

Lunch and Fundraiser to support ECHO, fighting to end hunger in Janesville with handmade soups from restaurants along with artisan breads.

- Soup, Bread, Beverage, & Dessert: $8 ($10 at the Door)
- Soup, Bread, Beverage, Dessert, & Reserved Seating w/Servers: $35

ADVANCE TICKETS AVAILABLE AUGUST 1 AT:
ECHO: 65 S High Street, Janesville
Online at www.echojanesville.org

Live Music by CATFISH (formerly known as SWINGFISH)

Contact Jessica at (608) 754-5333 or jlocher@echojanesville.org to find out about sponsorship opportunities.

ECHO NEEDS YOUR
Large Brown Paper Bags, Plastic Bags, Twist Ties & Plastic Bottles

Drop them off at ECHO
Mon.-Fri. 9am-Noon, or Mon.-Thur. 1-4pm
Name: Vicki Hebble

How Long Have You Volunteered at ECHO? It will be seven years this November.

How Did You Get Involved At ECHO? After taking care of my mother for months in my home, she passed. I felt lost and empty. I had seen the article of the Thanksgiving meals being handed out, and they needed volunteers. I knew right then that I wanted to be a part of this program.

What Do You Do At ECHO? I try and help where I am needed, be it breaking down food, checking expiration dates, stocking shelves or packing a food order.

What Is Your Favorite Thing About ECHO? Knowing that I am helping our community in some small way. I love working with and getting to know the other volunteers.

What is One Thing About ECHO That Surprised You When You Started Volunteering? The number of people involved and the wide variety of services offered, along with the sincerity of the volunteers towards those in need.

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**ECHO needs volunteers to help in the food pantry and unload food donations.**

*If you would like to volunteer, please call Fran at 754-5333 to schedule a visit to fill out the volunteer application.*

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**Summer Fund Drive**

We need your help in reaching our goal to better serve families here, in our community, in need of housing, shelter, food, clothing, and other necessities that no one should be without. Please make a donation that will help families in need.

**The options are endless and so is the need.**

Can you help by donating to ECHO to assist in paying for items and many not been mentioned below?

- $20 – Gas so someone can go to work.
- $52 – Monthly bus pass to get someone to work.
- $80 – 1 week of groceries for a family in need.
- $200 – 1 week of lodging for a homeless family.
- $600 – 1 month rent to prevent a family from becoming homeless.

*Life is an ECHO — what you send out, you get back!*

Please make checks payable to ECHO and send to ECHO, 65 S. High St., Janesville, WI 53548

To pay by credit card, call 608-754-5333 or visit www.echojanesville.org

Name ____________________________________________________________

Address __________________________________________________________

City ________________________________ State:______ Zip: ______________

Phone #: _______________________  E-Mail: ______________________________

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Page 7
Economic Recovery and the Need for ECHO Still
By Rick Mueller

There has been a lot of great economic news lately in our community, and we deserve it. We have all worked hard to recover from the economic downturn of a few years ago. Unemployment is down, new businesses are moving into our area, and new jobs are being created. There is so much good news that some have questioned the need for the services that ECHO provides. Some have asked why we should help our neighbors with food and housing costs when there are help wanted signs all over town. Can’t they just go out and get a job and pay their bills like the rest of us? The fact is most ECHO clients have jobs. Some have two or three. But most are low-paying minimum wage jobs. Usually, once rent and utilities are paid for, there is little left for food, medication, clothes, and school fees. When a car breaks down or someone gets sick, there is nothing left to cover those bills. Many ECHO clients only have one adult making money in the household, which makes it even harder. While things are getting better and our future is bright, many are still struggling. One in five residents in our community needs and receives help from ECHO. Many need food to feed their families, some need a month’s rent to get through a financial crisis, some need bus tokens to get to school and work, and some need shelter because they have lost their home. So why should we help our neediest families? First, my logical answer. If we can help families get out of poverty, then they become part of the solution. We help them put food on their tables and stay in stable housing, it becomes easier for them to get a better education or a better job to support their family, and then they can also help their neighbors in need. ECHO has many strong supporters who are past clients. My best answer for why we need to help our neighbors in need is that it is the right thing to do. It is what we do in our community. If someone is sick, we take them chicken noodle soup. If there is a death in the family, we drop off a casserole. Helping others is so important to ECHO that we made it our name. Everyone Cooperating to Help Others. It will never be obsolete. The need will never go away. If you would like to help ECHO make everyone’s future bright, drop off some food, send in a check, or volunteer. We are ECHO.
Fund For Friends Reminder
A huge “Thank You” to all the ECHO supporters who, every month, faithfully save and turn in their Sentry Food receipts. ECHO earns 1% of total receipts from the Daniel Sentry Stores. Please keep in mind, that all your receipts are only valid for one year. Sentry will not accept any receipts older than one year old. Please ask family, friends, neighbors to save Sentry receipts for ECHO. It doesn’t matter if it’s a receipt for weekly groceries or a small receipt for just one item, it all adds up for ECHO.

Thank you again, Cheryl Altermatt
ECHO Fund For Friend Volunteer

Adopt a Family Sign-Up Begins
ECHO is again looking forward to assisting low-income families in need this year through our Adopt A Family program. Individuals and organizations are asked to consider adopting one or more families to help provide hope and joy during the holiday season.

Families that are served by ECHO are on limited incomes and struggle to afford their basic needs, such as rent, electricity, transportation, and food. The holiday season can bring on even more stress to a family, adding extra expenses to the budget. Without the benefit of charitable programs, many families would not be able to have the pleasure of waking up to their children’s excited faces and squeals of glee after seeing gifts under the Christmas tree.

Families are picked randomly by the ECHO staff, then given a “wish list” to complete. Items include clothing, toys, and household necessities. Once a “wish list” is completed, it is assigned a family number and matched to a donor. Donors receive the list with first names, ages, and any other relevant information needed to be able to purchase gifts for their chosen family. ECHO asks that 2-3 gifts are bought per family member, and donors only adopt a family that fits within their own budget. To adopt a family, please contact Jessica Locher at 754-5333 or jlocher@echojanesville.org by Mon., November 12 to receive your family’s wish list for Black Friday shopping.

ECHO, as well as the families who have participated in the Adopt A Family program, greatly appreciate all the individuals and organizations that have generously adopted a family in years past. We are looking forward to working with you again and making this holiday season a memorable one for many families.

Thank You!

Janesville Farmer’s Market Voucher Program
Thank you to the Community Foundation of Southern Wisconsin and other donors for raising funds so our neighbors in need can visit the Janesville Farmer’s Market to purchase fresh local food.

Letter Carriers’ Food Drive
Many thanks to all Janesville Post Office employees, volunteers, and donors who collected over 19,400 pounds of food for ECHO.

Eat Out for Hunger

Alliant Energy Foundation Grant
Thank you, Alliant Energy Foundation, for funding received in Spring 2018 for our Emergency Lodging Program.
In Memoriam:
Since our last newsletter, we received contributions in memory of the following ECHO friends. Their families and friends are in our thoughts and prayers.

Doris Anderson  
Raymond Anderson  
Tom Bitter  
Ruth Budahn  
Mary Jo Commons  
Ed Connors  
Dorothy Deringer  
Daniel DuBois  
Mark Jacobson

Mary Anne Kolberg  
Jesse Louison  
Norma Mackey  
George Meeks  
Fern Reed  
Ian Schroeder  
Kenneth S. Smith  
Phyllis Jean Wells

In Honor:
We join the families and friends in congratulating the following ECHO friends who were honored by donations in celebration of their birthday, anniversary, or special occasion.

Doris Anderson, 100th Birthday  
Duane Becker  
Ray and Arlene Brost, 70th Anniversary  
Neil and Kay Deupree, 50th Anniversary  
Summer Huckstep  
Gary and Diane Jacobson, Anniversary  
Dean Latka

Steve and Judy Latka, 50th Anniversary  
Cathy Lader  
Randy Lansing  
Tom McDonald  
Katherine Nass  
Charlie Smith, 99th Birthday  
Michael and Judy Stoney, 37th Anniversary

We thank you all for thinking of ECHO!

Memorial and honorarium card packets are available at the ECHO office or through participating churches. Each packet contains:
1. An ECHO information sheet and envelope for you to mail or bring in your donation to ECHO.
2. A postcard to send to the person or family to let them know that a donation was made to ECHO in honor or memory of the person you are remembering.
3. Checks may be made payable to ECHO, Inc. (Your gift is tax deductible as allowed by law.)
Special thanks to the following businesses and organizations that held food, fund and other drives:

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<th>A &amp; H Trucking</th>
<th>Humane Society of Southern Wisconsin</th>
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<td>Advia Credit Union</td>
<td>Hunger Task Force - Milwaukee</td>
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<td>All Saints Church</td>
<td>Janesville Montessori Children's House</td>
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<td>Asbury United Methodist Church</td>
<td>Jay's Big Rolls</td>
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<td>Best Events</td>
<td>Jones Dairy Farm</td>
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<td>Bimbo Bakeries USA</td>
<td>Kentucky Fried Chicken</td>
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<td>Birds Eye</td>
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<td>Blackhawk Community Credit Union</td>
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<td>Brownberry Bread</td>
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<td>Contemplative Prayer Group</td>
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<td>Country Quality Dairy</td>
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<td>CVS Pharmacy</td>
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<td>Daniels Sentry Food Stores</td>
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<td>Girl Scouts</td>
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<td>Good Shepherd Lutheran Church</td>
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<td>Grainger</td>
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<td>Hedberg Public Library</td>
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**EVERYONE Cooperating TO HELP OTHERS**

ECHO’s mission is dedicated to meeting housing, food and other basic human needs and addressing the barriers to self-sufficiency.
Return Service Requested

For removal from our mailing list, call (608)754-5333, notify us in writing, or email office@echojanesville.org

ECHO Calendar of Events

♦ 8/7 Bike Night  
at Boardtracker H-D from 5 PM - 9 PM

♦ 8/24 School Supply Distribution  
At St. John’s Lutheran Church

♦ 10/27 Empty Bowls  
at Parker High School

♦ 11/17 Thanksgiving Basket Distribution  
at the Rock Co. 4-H Fairgrounds

♦ 11/25 ECHO Holiday Express  
at the Pontiac Convention Center.

For more information about these events, visit www.echojanesville.org

Proceeds Benefit ECHO

MILWAUKEE ST.
Blues & Brews

Sunday, August 5th
10:00 am to 9:00 pm
Performing at
O’Riley & Conway’s Iris Pub parking lot
200 E. Milwaukee Street

Featuring Florida’s national
demBlues recording artist
Doug Deming
and the
Jewel Tones
with
Johnny T-Bird and the MPs
Special opening act
Don Collins and the Nightshift

United Way Blackhawk Region
Funded Partner