2020 IMPACT REPORT
Friends and Colleagues,

The year 2020 has been filled with unique and sometimes devastating circumstances — for you, your camps, the campers and families you serve, your broader communities, and the greater world beyond. We recognize the magnitude of this adversity and the incredible importance of supporting and sustaining the connections we’ve all fought so hard to forge. The fact that camp didn’t happen in the traditional way this summer left many of us without the benefit of participating in the shared camp experiences that fortify us. Many of us missed the close proximity of campers experiencing joy and new challenges, learning critical 21st-century skills, and the time-honored traditions of dining hall singalongs, campfires, and so much more. And yet you exhibited great strength for your campers, staff, parents, and alumni.

Some of us were luckier and were able to run our resident or day camp programs in a form adapted to the times. But for all of us, the summer of 2020 presented an unimagined challenge that we all rose to meet. Our communities needed our strength this summer, whether in person, virtually, or through brutally honest and heartfelt messages of hope and loss. We were honored to witness the courage you showed this year, and the hope and caring you gave to millions of children, youth, and adults for whom camp is critical.

As your partner on this challenging journey, our mindset over the past nine months has been to serve our members by giving you valuable survival tools and advocating for the support we all need to get through this hard time. This focus built the 2020 Field Guide for Camps, a manual for mitigating the spread of COVID-19 so we can do what we do best — provide campers with experiences that build skills, perspectives, resilience, and grit, resulting in the positive outcomes and opportunities to thrive that drive our dedication to the work of camp. This field guide continues to be the most important tool ACA can provide you with for the year ahead. Most states that allowed camps to operate in 2020 relied on its framework to inform their state and local guidance, and we anticipate this will be the case in 2021 as well. We will continue to update the Field Guide for Camps to reflect evolving best practices and new developments. Using it will give you the information you need to run a safe camp program during this pandemic with the critical focus on health, safety, and risk management that parents expect and campers deserve.

Camp has been providing life-changing experiences for campers and counselors for over 150 years. We know that on the other side of this pandemic, the lessons we’ve learned and the hardships we’ve overcome will make us a stronger, even more resilient community with the tools to reach and positively impact even more children.

The American Camp Association exists because of thought leaders, entrepreneurs, child advocates, and creative professionals who innovate and adapt to improve camp experiences every season — because of people like you. Our field remains steadfast and strong despite the challenges we have faced. We speak on behalf of every individual who discovered themselves, their strengths, and capabilities at camp when we say, “Thank you.” We owe you and the camp community never-ending gratitude. Thank you for your unwavering focus, optimism, and ingenuity. Your dedication, innovation, and resilience will define the story of camp in 2020, 2021, and for generations to come.
26 MILLION
Campers and Their Families Impacted

$26 BILLION
Industry Impact

15,000+
Camps

1.1 MILLION
Seasonal Staff
Collectively, the American Camp Association (ACA) impacts 26 million campers and learners annually. ACA helps you make an impact in the lives of the children you encounter every day in your work.

ACA provides educational resources, research, advocacy, and outreach to parents, families, and other professionals to build safer, healthier, more fun environments where children and youth can become leaders, environmental stewards, and a socially, emotionally skilled population.
The American Camp Association (ACA) is the only national independent accrediting organization reviewing camp operations. In 2019, the accreditation program introduced new technology resources for camps to support their ongoing management and maintenance of their accreditation.

In the summer of 2019, ACA implemented revised Standards for Accreditation. ACA deployed 1,000+ trained volunteers and conducted approximately 700 on-site accreditation visits throughout the country. Over 600 trained volunteers reviewed 1,900+ Annual Accreditation Reports of currently accredited camps.
The American Camp Association (ACA)'s sponsors, advertisers, exhibitors, and partners provided nearly $1 million of support to ACA. These funds are used to support great work throughout the association, such as research, education, and professional development.

The goal of sponsors and partners is to help save money for the association and grow professionally. This work could not have happened in 2019–2020 without the support of our partners, including Markel Insurance Company, Chaco, Trinity/HPSI, The Redwoods Group, CampDoc, and Poptivism, just to name a few.

ACA collaborates with a broad range of organizations, including businesses, agencies, associations, foundations, and educational institutions to advance the lives of children, youth, and adults through the camp experience.
In fiscal year 2020, the American Camp Association (ACA)’s Youth and Staff Impact Study, a multiyear research project funded by ACA with additional funding from the ACA, New York and New Jersey Affiliate, entered its fourth year under the direction of a university research team. In addition to exploring the lasting impacts of camp experiences from the perspectives of campers, staff, and families, we are identifying the barriers families face to camp enrollment and how camp providers can make camp accessible, relevant, and inclusive to all young people. The ACA research team also conducted three studies to capture the impact of the COVID-19 pandemic on camps and the families they serve.
COVID-19

• From March 20, 2020, through June 30, 2020, the American Camp Association (ACA) had 18,626 individuals attend 40+ COVID-19 virtual events offered by ACA, Inc. and our affiliates (New England, New York/New Jersey, and Illinois).

• ACA also offered (and is still offering) many Camp Community Connections for local camp professionals to network, share, and connect during the height of the pandemic this past summer. This included 24,000+ learner registrations for spring webinars and Camp Community Connections and 2,300+ learner registrations for fall webinars and Camp Community Connections.

• ACA and the YMCA of the USA worked in tandem to produce the Field Guide for Camps on Implementation of CDC Guidance, developed by Environmental Health & Engineering, Inc., which provided camps with decision-making and implementation planning for summer 2020 and beyond.

Website
• Over 1.7 million unique page views

ACA Now
• Over 308,000 emails delivered
  • 39% open rate
  • 23% click rate
A Message from the ACA, NY and NJ Board President

It’s fair to say that 2020 has been one of the most challenging years the summer camp industry has faced in its over 150-year history. Every camp was affected by the COVID-19 pandemic, and more than ever before, camps turned to our organization for information, guidance, professional development, public outreach, and government advocacy.

As many of our camps had to pivot and reimagine their program this year, we at ACA, NY and NJ also had to shift our priorities to focus on the current member needs. When the severity of the pandemic became apparent in March, we created numerous virtual webinars and fireside chats with various experts to help our members navigate these unprecedented times. This spring, ACA, NY and NJ helped to fund the *Field Guide for Camps*. ACA Inc. and Y-USA engaged the environmental health firm Environmental Health & Engineering, Inc. (EH&E) to create this educational resource. The guide served as a resource for day and overnight camps on how they could safely operate during the COVID-19 pandemic. We know many of our member camps found this extremely helpful in guiding their decisions on whether to operate and how to operate this summer.

Our lobbyists in New York and New Jersey worked hard for our industry, paving the way for day camps to open in NY and NJ. Sadly, government officials ultimately decided that overnight night camps in NY and NJ could not open in summer 2020. In the year ahead, it is imperative that you join your local and state advocacy group. We need every voice heard to ensure that camps can operate in 2021.

Since the pandemic began, ACA, NY and NJ worked to position the summer camp industry positively in the media. We altered our messaging as information changed and took every opportunity to share the work that camps were doing to open safely for 2020. ACA, NY and NJ proactively earned over 70 media placements this spring and summer, and we will continue to engage with the media to help shape the public opinion of camp.

As an association, we are committed to creating an inclusive membership organization that reflects the diverse community we serve. I hope that we will take this moment in history to meaningfully advance our efforts in diversity, equity, and inclusion. To that end, we are excited to announce the creation of a new affinity group to cultivate Black and Brown leaders in the camping and outdoor education field. While this is a first step and we have more work to do, we are focused and dedicated to ensuring that all members are represented and heard.

We couldn’t be more proud to work alongside the most dedicated youth development professionals. If anything, this year truly underscored the commitment our camps have to the youth they serve. With the difficult year we all have ahead of us, it’s important that we unite as an industry. This is the time for rebuilding, and only collectively will we as an industry come out of this pandemic stronger.

Mark Benerofe
President — ACA, NY and NJ
Few years have brought so much change, and, resiliency, community, and partnership are core skills camp teaches and the foundation of ACA, New England’s work. In 2020, we welcomed a new executive director, finalized a strategic plan, went virtual with our conference, and built upon our work with each New England state. We are proud of the work done to support all camps, both now and into the future.

In 1991, the World Wide Web was new, print resources drove recruitment, and “landlines” were the communication device of choice. For the 30 years since, Bette Bussel supported and guided New England camps and camp professionals, becoming a respected and trusted resource across New England and beyond. Throughout the transition, while leading through COVID-19, when camp professionals needed support, state associations needed a convener, and a new executive director needed three decades of institutional knowledge, Bette managed the community expertly and maintained the high level of service our members are used to. The camp community is grateful to Bette for her service and the community she has built. September welcomed Michele Rowcliffe as the new executive director, and we are excited to continue New England’s legacy as a leader in camping with her at the helm.

In March, we went virtual with the 99th New England Camp Conference. The conference committee, staff, board, and volunteers (in three weeks) learned the technology and tips necessary to host a successful virtual conference. Six hundred attendees Zoomed in from all over the world. The team’s resilience laid a foundation for staff to build online learning and engagement capabilities as we experienced an unprecedented need for spring activity. In concert with our partners, we launched a series of free webinars and drop-in sessions open to all in the camp community to understand COVID-19 and its impact on camps, connect with peers, and adjust for the summer ahead. Over 2,900 people attended 20+ offerings from April to August.

In April, ACA, New England began hosting weekly conference calls for the leaders of each of the six New England associations. The calls provide opportunities to share common challenges and solutions and keep neighbors abreast of their local developments. Their benefit was clear and we continue to meet biweekly.

Behind the crisis management, ACA, New England carried on with “routine” needs. We completed a new strategic plan and continued to support accreditation. We are happy to report that camps seeking accreditation for the first time in 2020 will continue that process in 2021, and there’s new interest. The strategic plan outlines goals and a clear mission to guide and enable us to continue high-level service to our members and lead the industry through and beyond the challenges ahead.

Thanks to the strength and determination of the staff and members, ACA, New England has persevered through a unique year. Our organization will continue to provide quality education and resources for camp professionals, advocate for camp, and fulfill our mission: ACA, New England advances the camp community by providing and fostering partnerships, which support professionalism, safety, excellence, and increased access to camp experiences.

Betsy Kelder
President — ACA, New England
The heart of our work in ACA, Illinois has been closely tied to our foundation, which is an association committed to funding camp experiences for economically disadvantaged children and families. In 1971, former Chicago Camping Association President Eleanor Eells worked to secure public aid funds with the goal to help offer camp programs and essential services to young people and adults to provide life skills needed to break the cycle of poverty. The American Camp Association, Illinois maintains its own 501(c)3 status to partner with the Illinois Department of Human Services (IDHS) to purchase camping services on behalf of IDHS clients. The work has continued throughout our association’s history. In 2020, like thousands of camps around the country, ACA, Illinois faced the reality that many of our programs would not be able to run due to COVID-19. Through the advocacy of Executive Director Colette Marquardt and our staff team, ACA, Illinois was able to adapt and adjust to not only continue much-needed services for Illinoisans, but to increase opportunities! This year, 9,900 youth and adults in Illinois received camp programs and essential services through our DFI Title XX Camping Services and Campership Programs.

Partnered with women across North America, we held the 2nd Women In Camp Summit to provide high-level professional development and collaboration on responding to the needs and experiences of women in the camp profession. We didn’t know that would be our last event at Pheasant Run Resort in St. Charles, Illinois, the location of our epic Mid States Camp Conference for 18 years.

In response to the COVID-19 pandemic crisis, ACA, Illinois offered topic-based daily drop-in programs for four straight months — a total of 200+ hours for 350 members. This allowed space for our camp pros to gather, learn, strategize, and network with others who were tackling similarly difficult decisions. This program provided direct service and access for our members to ACA, Illinois staff and board leadership. Based on feedback and focus groups, we have transitioned our professional development to smaller, more intimate events and retreats that can focus on specific topic areas. In today’s busy world, we know that camp pros must be choosy in not only how they spend their money, but also their time.

While there is much to celebrate, we were devastated to lose a brilliant and fierce activist camp professional this year — Marcy Brower. Marcy and her husband, Bob, led a life of service in the name of others, always working in the name of equality, social justice, and the end of systemic racism. Marcy served on the national ACA Board of Directors and Illinois Board for various terms over their 65 years as camp professionals. Marcy and Bob owned a coed day camp that served white, middle- and upper-class children in suburban Chicago. Moved by President John F. Kennedy’s call to action and Martin Luther King’s March on Washington, Marcy was inspired to bring King’s message to their camp. After the enactment of the Civil Rights Act of 1964, Marcy decided the time was right to implement a plan to desegregate their camp. During the summer of 1979, Eleanor Eells heard of the Browers’ scholarship program at their camp, visited, and recommended Circle M Day Camp for the Eleanor Eells Award for Program Excellence. They were honored to be one of that year’s recipients of the award. You can read more about Marcy and Bob and their work in our Spring 2020 Blog and through her obituary in the Chicago Tribune. The impact the Browers had was and is felt strongly in Illinois and nationally.

Marcy and Bob felt the call to action in 1964, the same action we are being called to today. We must do as Marcy and Bob did — the right thing for children and families, especially those who are underrepresented and vulnerable in our communities, counties, state, and country.

Cat Curry
President — ACA, Illinois
Transforming the lives of millions of children, youth, and families requires the concerted effort of many. ACA could not be effective in inspiring and safeguarding futures without the help of our individual, family, camp, foundation, and corporate supporters.
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<th>Individual Supporters</th>
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Kristi & Ross Turner
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Mountain Camp

In early 2020, Mountain Camp generously donated a suite of program quality assessment tools to the American Camp Association to support our strategic initiative to drive high-quality camp experiences through research-based best practices, industry-leading evaluation tools, and exceptional professional development. Developed over a five-year period in partnership with Challenge Success, the suite of tools supports the continuous improvement of social-emotional learning experiences. We are grateful for Mountain Camp’s in-kind donation to ACA for the benefit of all ACA member camps and the suite of tools will be available to camps as a part of a forthcoming program quality toolkit in early 2021.

Mountain Camp is an ACA-accredited camp located in Northern California with a commitment to supporting the social and emotional well-being of young people during their time at camp. Challenge Success is a nonprofit research-based organization affiliated with Stanford University’s Graduate School of Education. Its mission is to partner with schools, families, and communities to embrace a broad definition of success and implement strategies that promote student well-being and engagement with learning.
Leona M. and Harry B. Helmsley Charitable Trust — A grant that supports a three-year professional development initiative. ACA provides an online customized learning management site, annual in-person half-day trainings, digital and print resources, as well as support for camps seeking ACA accreditation to a cohort of medical camps. Camp professionals participating in the cohort specifically serve campers and families experiencing Type 1 Diabetes.

Lilly Endowment, Inc. — A two-year grant-funded initiative to develop systems of support for improving program quality in summer programs and camps throughout the country. Camps will gain access to a two-tiered system of trained coaches and observers, a program quality toolkit, and communications tools to engage with parents and stakeholders about the value of program quality. This project builds on earlier work to develop a camp program quality assessment tool (CPQA).

Lilly Endowment, Inc. — A one-year grant to reinforce ACA’s capacity to provide support to summer camps in the wake of the COVID-19 pandemic and, by extension, other out-of-school time youth programming. Support efforts include an extensive COVID-19 online resource center, a Field Operations Guide, topical webinars, surveys, an online fundraising toolkit, and other digital resources.

Spencer Foundation — Research to practice partnership grant to explore career and college readiness through summer camp leadership experiences. This three-year grant was awarded to the University of Utah Department of Parks, Recreation, and Tourism and the American Camp Association.

The Redwoods Group Foundation — A grant to support the development of a Field Guide for Operating Day and Overnight Camps during the COVID-19 pandemic. Educational resources designed to provide camp and other out-of-school time professionals with a practical guide and tool kit to implement guidance and recommendations provided by the US Centers for Disease Control and Prevention and State Public Health officials.
Corporate Supporters

Sponsorship of annual conference, educational webinars, research, strategic initiatives, and other — as well as in-kind and financial contributions.

$50,000 – $99,999
- Markel Insurance Company
- Trinity/HPSI

$25,000 – $49,999
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- The Redwoods Group
- UltraCamp

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- Brown & Brown of Garden City, Inc.
- CampBrain
- CampDoc
- CampWise
- Cliq
- ESS Universal Heavy Duty Bunk Beds
- Studio Outside
- The Redwoods Group Foundation
- Western Association of Independent Camps (WAIC)

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- Anything Possible Brands
- California Camp Reality
- Camp Counselors USA (CCUSA)
- Camp Leaders
- CampSite
- Commercial Recreation Specialists
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- Diamond Brand
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- Kaleidoscope, Inc.
- Original Mattress Factory
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- Philadelphia Insurance Company
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- RAVE Sports
- Rocky Mountain Sunscreen
- Stickersandmore.com
- Tyson Foods
- Ugly Mugz

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- ABEE, Inc.
- Adventure Experiences
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- FOODBUY
- Garmin International
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- Intooba Construction Kits
- Jess Crate Furniture and Supplies
- Lakota Performing Arts/Patricia Locke Foundation
- Leather Treaty
- Leave No Trace
- Liberty Clothing Company

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- 9 Square in the Air
- AccessRec, LLC
- ACE Adventure Resort
- ACTIVA Products, Inc.
- Active Network
- Aerial Designs
- Alliance
- Alpine Towers International

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- Maplewoodshop
- MBW Communications
- Merchants Fleet
- Milton Hershey School
- Morrow Insurance Agency, Inc.
- MyCAMPapp
- NameBubbles.com
- Nature-Watch
- OUTFIT YOUR LOGO
- Panther Primitives
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- The United States Pony Club
- Tynker
- Waldo Photos

July 1, 2019 – June 30, 2020
Donate

Through the American Camp Association (ACA), camps get the support they need to maintain best-in-class standards for health, safety, and risk management. They are inspired by research and innovation while connected in a network of support that helps camp professionals to provide meaningful experiences year after year for campers of all ages.

Please join us in supporting camps and camp professionals through a gift to ACA. Your generosity will help people just like you, who believe deeply in the power of camp, to continue to adapt and survive in our rapidly changing world. Your gift is an investment in the future, in the hope that the best is yet to come.

GIVE TODAY

For more information about how you can help ACA achieve our mission and vision, contact contribute@ACAcamps.org or 765-342-8456, ext. 305.

The American Camp Association is registered as a 501(c)(3) nonprofit organization. Contributions to ACA are tax-deductible to the extent permitted by law.
We are grateful to each member who believes in the purposes of organized camp and those who want to ensure that camp continues as a growing, educational opportunity for all who follow. The Acorn Society is a program recognizing those who have included the American Camp Association and/or the American Camping Foundation in their estate planning or have made outright gifts to the Endowment Fund.

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Jeffry Ackerman  
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Nancy Andrews  
Jessica & Jordan Coleman  
Beverly & Armand Bail  
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Scott Whipple  
Douglas Wiik  
Bobbi Wittenberg
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Honoring the foresight of Acorn Society members who are deceased.

Janice Adams  Karl Dowd  Edie Klein  Nell Poolos
Carl Andersen  Jack Ellena  Millie Kriebel  Herman Popkin
Marian Andersen  Jacqueline Ellena  Wilbur Kriebel  Rodger Popkin
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Althea Ballentine  Abbott Fenn  Joseph Kruger  Glenn Poulter
Nancy Bauer  Helen Fondren-Lingle  Charles Kujawa  Rusty Poulter
Ralston Bauer  Paul Frisbie  James LeMonn  Barbara Rankin
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Annette Black  Grant Gerson  Virginia Luehrs  Robert Rick
Helen Bradburn  Howard Gibbs  John MacBean  Fred Rogers
Barbara Braxdale  Len Cordon  Roderick MacRae  Marlys Rogers
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Betty Cote  Hermine Hemphill  J.L. "Coach" Montgomery  Betty van der Smissen
Judy Cote  John L. Holden  Judith Myers  Frank "Scotty" Washburn
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Elizabeth Danforth  Ruth Howe  Jack Pearse  Velta Wieters
Louise Davis  Ruth Isserman  Diane Pick  Barbara Winslow
S. Cooper Dawson  Dorothy Jean Kerr  Charles Poolos 
Cheley Family Endowment

The Cheley Family Endowment at the American Camping Foundation will permanently support the American camp movement by funding critical projects that achieve ACA’s strategic goals and foster evidence-based approaches to articulate the value of the camp experience.

Your generous support will help us honor the many years of Don Cheley’s tireless and visionary leadership of the American Camping Foundation. His inspired leadership has nurtured and championed its growth ever since.

$10,000 – $24,999
Susie & Steve Baskin
Carole & Don Cheley
Marla & George Coleman
The Lunch Bunch
Audrey & Steve Monke
Pam Caldwell Nootbaar
The Skier Family
Kristi & Ross Turner
Rachel & Art Wannlund
Don Whipple & Scott Whipple, Mountain Camp

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Suzanne & Dave Brown
Erika & Jeff Cheley
Sam Cote
Catherine & Tom Holland
Mike Horner
Kama'a ina Kids Board of Directors
Brooke Cheley Klebe
ACA, Rocky Mountain Local Council of Leaders
Jane Sanborn
Ray Sanborn
Andrew Townsend, Kennolyn Camps, Inc.
Ilana & Skip Vichness

$2,500 – $4,999
Bo Baskin
Robert Ditter
Sarah Horner Fish & Guy Fish
Maria & Tom Horner
Sara & Steve Kuijjs, Emerald Cove Camp
Jeff Portnoy, Skylake Yosemite Camp, LLC
Posie Taylor

$1,000 – $2,499
Michael Brandwein
Joseph Chapon, SuperCamp
Hibbs Hallmark & Company
Fred Miller
Robert Monaghan
Linda & Paul Sheridan
Richard “Smitty” Smith
Erica & Jared Stein, Walton’s Grizzly Lodge
Julie & Adam Walton, Walton’s Grizzly Lodge
Andy Wexler, Pali Overnight Adventures

$500 – $999
Debbie & Ian Garner
Rob Hammond, Camp Laney
Rhonda Mickelson
Linda & Richard Pulliam
Mike Supinski
Charles “Hobie” Woods, Roughing it Day Camp
Gail Albers
Kent Collard, Bar 717 Ranch
Anne Derber
Joan Farrow
Steve Proulx
Dr. Edward “Skip” Walton
Amanda Zoellner & Bryan Fink
Sandra Allen
Mary Atwell & Nancy Frankel
Suzanne & James Getz Bates

$250 – $499
Gail Albers
Kent Collard, Bar 717 Ranch
Anne Derber
Joan Farrow
Steve Proulx
Dr. Edward “Skip” Walton
Amanda Zoellner & Bryan Fink

$100 – $249
Robert Albers
Kent Collard, Bar 717 Ranch
Anne Derber
Joan Farrow
Steve Proulx
Dr. Edward “Skip” Walton
Amanda Zoellner & Bryan Fink

$1 – $99
Kimberly & Kenneth Betts
Richard Chamberlain
Cora & Jim Ligori
Benjamin Straub, Canoe Island French Camp

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## Ex-Officio Voting Member

**Jody Oates**  
President, Kaleidoscope, Inc.
# Expenses, Revenues, and Financial Position Analysis

<table>
<thead>
<tr>
<th></th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Expenses</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Program Services</td>
<td>86%</td>
<td>85%</td>
</tr>
<tr>
<td>General &amp; Admin</td>
<td>11%</td>
<td>14%</td>
</tr>
<tr>
<td>Fundraising</td>
<td>3%</td>
<td>1%</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Dues &amp; Fees</td>
<td>50%</td>
<td>54%</td>
</tr>
<tr>
<td>Contributions &amp; Grants</td>
<td>28%</td>
<td>20%</td>
</tr>
<tr>
<td>Program Services &amp; Invest Income</td>
<td>22%</td>
<td>26%</td>
</tr>
<tr>
<td><strong>Financial Position Analysis</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Assets</td>
<td>$13,765,251</td>
<td>$12,875,088</td>
</tr>
<tr>
<td>Liabilities</td>
<td>$3,617,761</td>
<td>$3,097,313</td>
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<tr>
<td>Net Assets</td>
<td>$10,147,490</td>
<td>$9,777,775</td>
</tr>
<tr>
<td><strong>Net Asset Analysis</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Without Donor Restrictions</td>
<td>$3,965,819</td>
<td>$4,218,722</td>
</tr>
<tr>
<td>With Donor Restrictions for Purpose</td>
<td>$3,049,505</td>
<td>$2,669,596</td>
</tr>
<tr>
<td>With Donor Restrictions in Perpetuity</td>
<td>$3,132,166</td>
<td>$2,889,457</td>
</tr>
</tbody>
</table>

"GUIDESTAR GOLD SEAL OF TRANSPARENCY 2020"

**Expenses**
- Program Services: 86% (2020), 85% (2019)
- General & Admin: 11% (2020), 14% (2019)
- Fundraising: 3% (2020), 1% (2019)

**Revenue**
- Dues & Fees: 50% (2020), 54% (2019)
- Contributions & Grants: 28% (2020), 20% (2019)
- Program Services & Invest Income: 22% (2020), 26% (2019)

**Financial Position Analysis**

**Net Asset Analysis**
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