2017 IMPACT REPORT

american Ampassociation®





Ross Turner Board Chair

A MESSAGE FROM THE BOARD CHAIR

You can make a difference! In the camp world, we do it every day with our campers, staff, camp families, and communities. It is our nature and part of our DNA. We see a child in need and we step forward to give assistance with a reassuring smile. We are more than willing to volunteer to help others.

As part of the ACA National Board of Directors, I see first-hand the tireless efforts of hundreds of members who volunteer their time, expertise, and resources. Our grass roots volunteer involvement is the foundation of our success. Our members step up as standards visitors, Local Council of Leaders (LCOL) volunteers, workshop presenters, local conference organizers, committee chairs, and even as chair stackers, refreshment providers, and floor sweepers. We see the big picture, recognize the needs, and take the initiative to get things done.

I also see amazing volunteer efforts at the regional and national levels. We have dozens of boards, committees, commissions, task forces, and work groups who need hundreds of volunteers. They meet regularly to make our association and our members stronger. Groups of volunteers, along with ACA's professional staff, are working on the Research 360 project, the national accreditation process, diversity and inclusion efforts, conference planning, board development, National Council of Leaders (NCOL) and LCOL operations, volunteer engagement strategies, standards training, public policy issues, business development, and so much more. The ACA volunteer network is a machine with lots of moving pieces. I am appreciative of all of you who volunteer so much of your time and talents to make a difference. It is outstanding!

The "Why" of the American Camp Association mission is "Enriching Lives, Changing the World." As members, we provide the "How." Our organizational volunteer synergy provides great momentum and traction to accomplish our vision.

As a young camp professional, I was content with my "outside looking in" approach to membership. During one local conference, I shyly approached one of our local board members and simply offered to help. My world changed. I found myself working with other volunteers and assuming minor leadership roles. I learned quickly the professional networking value alone is reason enough to become involved.

We need young professionals to step forward and join the volunteer ranks. Approach a local or national leader and ask, "how can I help?" If you are a local leader, recruit new volunteers. A simple ask may be all the person needs.

Our web page has a volunteer link, <u>ACAcamps.org/volunteer</u>, that provides insights on how you can help. You will discover there are many ways to volunteer. There is always the need for people to help with local and regional events held in your area. <u>This is a call to action!</u>

Our new year is full of promise. We have great opportunities and also important issues that need to be addressed. As one association, ACA's dedicated volunteers and staff impact the camp movement both nationally and internationally. With focus, resolve, and tenacity, together we will move to new heights. We will make a difference!





Tom Rosenberg President/Chief Executive Officer

A MESSAGE FROM THE PRESIDENT/CEO

One Association Impacting Many

Reflecting on my first year as President and CEO of the American Camp Association (ACA), I am pleased to see that we have made significant advances in three areas of strategic focus and responded to critical issues as they have emerged. As this report outlines, the past year has been one of tremendous impact. As I see it, we are one ACA, a volunteer-led association. Our goal has been to support the work of our members and address issues that have the potential to impact the camp experience. As an association, we have taken great strides in the areas of accreditation, research, volunteer engagement, public policy, professional education, member services, and many others.

The work of our accreditation volunteers and staff has been focused on making accreditation more accessible to all camps. In addition, we have considerably strengthened our outreach to many individual camps, as well as larger youth-serving camp organizations like the YMCA and the Girl Scouts of the USA, to help pave a path for all camps to become accredited.

Work on the 5-Year Research Impact Study is underway, with the selection of a principal researcher, Dr. Jim Sibthorp from the University of Utah. This summer, phase one of the research was completed, a qualitative data collection process which will inform the quantitative research to follow next summer. A partner grant awarded by the Spencer Foundation will provide ACA with resources to study summer camp leadership training as well.

The Volunteer Engagement Committee, chaired by Rich Garbinsky, has laid a significant foundation on which ACA will recruit, train, support, and recognize the thousands of volunteers who make our association what it is. In addition, we launched ACA Connect, an online community that not only supports the work of our volunteers, but facilitates organic member-to-member communication.

Our public policy advocacy efforts were also impactful. Last fall, we educated our members on pending changes to the Fair Labor Standards Act through a webinar and in *The CampLine*. We continued our advocacy for the passage of the Child Protection Improvements Act and these efforts were highlighted in May through a very successful Camp on the Hill Day, in collaboration with the YMCA and the Foundation for Jewish Camping, which included a Congressional Briefing followed by meetings with many champions of camp who serve in Congress.

The advances of the past year have had an impact on children, families, camp professionals, and the public at large. Efforts of ACA staff and volunteers remain ever-focused on advancing the lives of children, youth and adults through the camp experience — both today and for many tomorrows to come. With that in mind, I look forward to the year ahead — advancing the cause of camp and identifying more areas where we can continue to have a positive impact.

Onward with gratitude,

Sprends

NEWS FROM THE AFFILIATES

ACA, New England

ACA, New England worked with ACA and ACA, NY and NJ in a comprehensive study of sites, facilities, and programs of ACA-accredited day and resident camps. From the New England respondents, we learned that:

93% of the camps were engaged in green initiatives

Fewer than **4%** of campers had cell phone access



The most popular activities were watersports/waterfront and archery

ACA, New England with ACA, NY and NJ conducted an Economic Impact Study of camps in the Northeast. Licensed camps in the Northeast had a direct economic contribution of **\$3.2 billion**. Individual state information was calculated as well.

The ACA, New England Camp Champions Fund makes it possible to provide children in need the opportunity to thrive at summer camp. **Over 1,000 campers** have now been able to benefit from life changing camp experiences. Here are a few snippets directly from campers:

- 14-year-old female camper "Camp will always be my second home and my favorite place."
- 12-year-old male camper "I love going to this camp. This experience is like no other. It's a way to stay out of the streets of Boston, which is what a lot of kids need."
- 13-year-old female camper "Everyone deserves to be in such an amazing caring community. The community is what I love. No matter your age, identity, nationality, or interests, you are a part of a loving family at camp."



NEWS FROM THE AFFILIATES

ACA, New York & New Jersey

ACA NY and NJ, in partnership with ACA, New England and ACA, Inc., conducted an Economic Impact Study of camps in the northeast. The results showed that the summer camp industry has a direct economic impact on the northeast of \$3.2 billion.

We received a number of positive media stories from the release of this information including *The New York Post, The Street, World News Network, South Jersey News,* and the *Pittsburgh Business Journal*, among others. We are continuing our efforts to promote the value of working at camp to help our members find qualified staff for their programs. This year, ACA, NY and NJ staff attended several job fairs to help recruit staff, spoke at several schools around New York City about the benefits of working at camp, placed two opinion pieces in high circulation regional newspapers making the case for young people to consider being a camp counselor, and partnered with the NYC Ladders for Leaders program, which offers high school and college students the opportunity to participate in paid professional summer internships and jobs.

ACA, NY and NJ has also revamped the job section of its website, making it easier for candidates to apply for summer camp positions and for our member camps to find staff.



NEWS FROM THE AFFILIATES

ACA, Illinois

Since 1971, ACA Illinois has collaborated with the State of Illinois' Department of Human Services to provide camp experiences for economically disadvantaged youth from Illinois. Through its partnership with over 100+ camps, the DFI Title XX Camping Services Program allowed 4,531 youth and adults to attend camp this past year.

Of the 4,531 campers:

- **91.8%** had increased ability to function independently,
- **93.1%** increased their ability to interact positively with other campers,
- 90.8% increased their acquisition of positive values or spiritual growth, and
- **94.1%** increased their ability to establish positive relationships with adults.

The DFI Title XX Camping Services Program is centered around the belief that camp transforms lives. Through camp, the clients of the Illinois Department of Human Services are given opportunities to gain important life and job-related skills, with the goal of decreasing the need for dependency within social services. For over 45 years, this program has provided these life changing camp experiences to over 175,000 youth.



THE POWER OF IMPACT

With the mission of enriching the lives of children, youth and adults through the camp experience, the American Camp Association (ACA) is committed to collaborating with those who believe in the value of high quality camp and outdoor experiences. Through the work of staff and thousands of volunteers, ACA focuses on three critical areas of impact that serve to support the overall mission:



An increasing **number** of children, youth, and adults of all social, cultural, and economic groups will have a camp experience.



There will be greater understanding of and support for the **value** of the camp experience.

The camp experience will be of high **quality**.

As Jackie Robinson said, "A life is not important except in the **impact** it has on other lives." Guided by our mission, the association will continue to focus its efforts on making a positive, lasting impact in everything we do.

Through the pages of this report, ACA is pleased to share the impacts from the past fiscal year.





An increasing **number** of children, youth, and adults of all social, cultural, and economic groups will have a camp experience.

CAMP PROFESSIONALS AND CAMPS

ACA believes not only in the value of the camp experience for every child, but that children should have the opportunity to participate in safe and professional camps. To achieve that goal, ACA works to grow the number of camps affiliated with and accredited by ACA. The more camps served by ACA and led by camp directors who align themselves with the professional camp communities, the greater the number of children positively impacted by higher quality programs.

Goal: To support more individuals and camps in serving children, youth, and adults in higher quality camp experiences.

Action:

Our Membership: Individuals and Camps

- Building stronger relationships with existing members.
- Creating better systems for renewals.
- Using more consistent outreach to support members.

Growing Our Membership: Individuals and Camps

- Building relationships overtime with new camps.
- Supporting camps more thoroughly as they move through the accreditation process.
- Creating a partnership between membership staff/volunteers and standards staff/ volunteers for more prepared camp staff.
- Partnering with aggregators to find a way to bring them all into the ACA fold.

Impact:







An increase of **117 camps or 3.9%** THE HIGHEST IN ACA HISTORY



An increase of **428 individuals or 3.8%**



CAMPS ON CAMPUS

Goal: To support more college campuses in serving children, youth, and adults in higher quality camp experiences.

Action:

- Held a campus-specific New Director Orientation course.
- Held a Camps on Campus preconference event at ACA National Conference.
- Opened a Camps on Campus community on ACA Connect.

Impact:



Number of universities working with ACA



Number of additional universities being cultivated



Number of individual contacts who are ACA members



Number of additional individual contacts who are prospects

"ACA has provided the education and support network our camps need. In a university setting, where college students are the norm, ACA has allowed me to educate the community, advocate for the children we see on campus, and keep them safe throughout the summer and during the off season"

Alica Danenberg, Chatham University

CAMP MOVES ME

Goal: To create a fund-raising campaign in order to send more children to ACA-accredited camps.

Action: Held a fund-raiser during the month of October to raise money for the Send a Child to Camp Fund. During the fund-raiser, 17 pilot camps also raised money for their own ACA-accredited camps, with 90 cents for every dollar raised going straight into their scholarship fund.



BUSINESS DEVELOPMENT

Goal: To partner with businesses to change the lives of children, youth, and families through the Send a Child to Camp Fund, the Research 360 effort, and more.

Action: Formed partnerships with Rocky Mountain Sunscreen and Chaco, Inc. to support ACA's Send a Child to Camp Fund by donating a portion of their sales.

Formed corporate partnerships with Trinity/HPSI, Chaco, Grasshopper Mowers, American Red Cross, Experticity, Troxel Helmets, and many others to save members money.



"We have been members of Trinity/HPSI Purchasing Services for eight years and have annually saved up to 15 percent on our food purchases through Trinity's agreements with our suppliers. Through Trinity we have also saved on office supplies, maintenance supplies, and housekeeping supplies. Trinity has a large supplier directory and they continue to add new suppliers each year. They also provide outstanding customer service."

Jane Sanborn, executive director, Sanborn Western Camps

Markel Specialty Insurance has been delighted with our Mission Partnership sponsorship with ACA. Since 2006, the Mission Partnership recognition has helped us increase our brand awareness in the camping community not achievable in any other way. The ACA Mission Partnership has provide high quality return on investment and allowed Markel to be showcased as premier camp supportive partner to the camping profession.

BUSINESS DEVELOPMENT

ACA's Partners:



































There will be greater understanding of and support for the **value** of the camp experience.

ADVOCACY

Goal: Advancing policies to ensure that camps can better support the development, learning, and safety of children.

Action:

Camp on the Hill Day

• Educated congressional members and their staff on topics including child safety/CPIA, culture exchange programs like J-1 Visa, tax reform, security, and access to public lands

Child Protection Improvements Act (CPIA)

- Created an advocacy center enabling camp parents and professionals to advocate to child safety
- Sent targeted emails advocating CPIA to members to inspire action

Fair Labor Standards Act (FLSA)

- Educated members of the camp community on steps to ensure their compliance
- Hosted an informational webinar and published an article in the Fall 2016 issue of *The Campline*, a risk management publication

Impact:



Camp on the Hill Day

- **40** Number of congressional members or others who attended a congressional briefing
- 80 Number of engagements on Twitter
- **1,571** Number of people reached via one Facebook post
- 1,088 Number of people reached via a second Facebook post
- 3,624 Number of people reached via a third Facebook post



FLSA Webinar

90 – FLSA "live" webinar attendees (October 2016)

78 – FLSA recorded webinar customers (Balance of FY17)

168 – Total FLSA webinar participants



The CampLine 2016 Fall Issue — Containing FLSA Article

7,000 – Number of people the FLSA article in The CampLine Fall 2016 was distributed to as an insert in 2016 November/December Camping Magazine. (Print distribution figure is from 2016 Business Development Media Kit)

Website Access to CampLine Fall 2016 Issue



607 – Unique pageviews290 – Downloads of the Fall 2016 issue of The CampLine

RESEARCH

Goal: To expand the value and visibility of camp experiences through scholarly research and evaluation that results in continuous camp improvement among member camps.

Action:

- Launched Research 360, a new initiative to deepen our understanding of camp experiences and to expand our member camps' capacity to evaluate their programs and use what they learn to increase enrollment and improve programs.
- Launched ACA's 5-Year Impact Study to explore the ways in which camp experiences prepare campers and staff to thrive in college, in their careers, and throughout their lives.
 Warden builts blain mite of black to algorize and implement the study.
 - Worked with University of Utah to design and implement the study.
- Participated in three national gatherings of youth development researchers, alongside researchers from other prominent youth-serving organizations and educators.
- Increased use of ACA's Youth Outcomes Battery and completed the Spanish translation of it.
- Implemented three industry-wide surveys, including the Site, Facilities, and Programs Survey, the 2016 Enrollment and Staff Recruitment Survey, and the 2017 Emerging Issues and Trends Survey.
 - Shared survey results on the ACA research website and in Camping Magazine.
- Were awarded the opportunity for research team members Dr. Laurie Browne and Dr. Deb Bialeschki to service as guest co-editors of a special issue of the Journal of Youth Development focused on camp research.



PUBLIC REACH — COMMUNICATIONS

Goal: To increase public awareness among the general public of the value of the camp experience for every child.

Action: Accomplished through social media, public relations, advertising, email, blogs web presence, publications.

Impact:

Find A Camp

ACA's Find A Camp database received **over 1.2 million page views** from parents and families looking for the perfect camp experience for their child. Find A Camp allows families to search for camps based on session length, price range, location, programs offered, and more!

Web

ACA website **804,827** web users – **39%** increase over the past five years Find a camp – **132,613 users** – **78%** are new users

Views to the ACA website generated by:

• Blogs – **48,000**+ • Camping Magazine – **317,000**+

PR/Media

3,802 media mentions reaching **2.5 billion people** Advertising value equivalency = **\$23 million**

Advertising

Jobs Center – reached **1,422,089** on Facebook and LinkedIn Find a Camp – reached **511,436** on Facebook

Video

Produced **12 in-house videos** on a variety of topics The ACA Start A Camp video **reached 35,000+ people**

Social Media

Facebook: **9,289 followers** – **up 14%** over 2016 Average reach of FB posts is **90,000+/month**

In February 2017, ACA introduced a podcast. In its first three episodes, *CampWire* was downloaded more than 300 times and continues to grow! <u>Learn more</u>

This year ACA Connect debuted to overwhelming success. The online community supports organic member-to-member communication.

In just the first three months: 7,820 unique logins | 700+ posts on a variety of topics 9,400 daily digest emails notify members of the latest news

• The CampLine – **21,000+**





PROFESSIONAL DEVELOPMENT

ACA connects learners with enhanced professional development opportunities to cultivate competencies required for career advancement. ACA professional development is designed to expand knowledge and skills for every individual in the camp and youth-development profession.

Goal: To help camp professionals provide a high-quality camp experience and to increase the value proposition of being an ACA member.

Action: Produced high-quality professional development programs.



Regarding the Mid-Atlantic Camp Conference Regional Event

"What I have learned and experienced there has cemented my desire to work in camping. Not only do experts share their knowledge, but other camps openly share their best ideas for special events, camp structure, and even marketing! It demonstrates what makes this industry special."

Leslie Keller, program administrator, TIC Summer Camps

Regarding the Camp Director Certificate of Added Qualification Course

"This course is so filled with information and resources that I know I will use for the rest of my days. There is no way to fully learn or understand everything here — only upon much time investigation and revisiting all these sites and resources could one start to fully grasp it all. These resources will be very helpful to me in times to come."

NATIONAL CONFERENCE

Goal: To offer an event with a national educational platform designed to address justin-time learning needs, time-honored traditions, and best practices. We also aim to provide ample opportunity for attendees, exhibitors, presenters, and guests to engage in social networking, community building and commerce.

Action: Held an event filled with keynote lectures, educational breakouts, and informal discussion groups that addressed emerging issues, societal concerns, and best practices. Keynote lectures came from important industry names like Dr. Shimi Kang, Adam Bryant, Niambi Jaha-Echols, and Deborah Gilboa, MD ("Dr. G").

Added a dynamic new educational track called Camp Includes Me, with **more than 14 breakouts focused on various inclusion and diversity topics**.



"I am really excited that the Camp Includes Me track has been and will continue to be a timely opportunity and platform for ACA to address, as well as educate on the multifaceted topic of inclusion and diversity. It has helped open up an ongoing dialogue on ACA Connect and across our camp community that challenges us to become nimble in our thinking as we modify the camp experience to reflect our desire to be cross culturally agile."

Niambi Jaha-Echols ACA 2017 IMPACT REPORT - 17

ACCREDITATION

ACA is the only independent organization that reviews camp operations in the country. Accreditation is a voluntary, independent peer review process that focuses on the health, safety, and risk management of a camp's operation.

Goal: To develop a program that makes ACA accreditation more accessible to a variety of camps — resident, day, travel, and camps on campus.

Action: Completed a comprehensive review of ACA standards and the administration of the accreditation program to remove unintentional barriers.

Impact: Field tested how many times documentation for organizations with multiple camps were reviewed.

Created customizable score forms.

Created additional supports for a nationwide program with more than 50 camps as they revised their required practices to prepare for ACA accreditation.

ACA accredits approximately 2,400 diverse camps nationally. Accreditation provides public evidence of a camp's commitment to the health, safety, and overall well-being of both campers and staff.

BUILDING BETTER EXPERIENCES FOR CAMPS AND CAMPERS american Association®



























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CampBrain CampMinder, LLC Cliq Rocky Mountain Sunscreen Trinity/HPSI Kristi & Ross Turner UltraCamp

CAMP AMBASSADORS GIFTS OF \$5,000 OR MORE

Robert Cote Grasshopper Mowers NASA's Lunar & Planetary Institute Philadelphia Insurance Co. Youth Venture Marketing

CAMP LEADERS GIFTS OF \$2,500 OR MORE

American Income Life Insurance Company Gordon Atkinson Bourdon's Institutional Sales, Inc. Church Mutual Insurance Co. DollarDays International, Inc. Easy Street Insurance PaymentSpring Candy & Rodger Popkin Western Association of Independent Camps WOWBUTTER Foods

CAMP BELIEVERS GIFTS OF \$1,000 OR MORE

Jodi Alperstein Amerasport A USA Sport Co, Inc. BOOST Collaborative Marc Bossley Camp Medical Services Bruce Coffey Crystal & Emerson Coleman lan Garner Gold Arrow Camp Guided Discoveries, Inc. Catherine Hegarty Dr. Karla Henderson HopSkipDrive Jess Crate Furniture & Supplies Kama'aina Kids Paul Kupferman Harriet & Richard Lowe Sarah Morgan Miriam Musco Paul Nagai New Dimensions Mary Kay Park River Road Foundation Pam Sugarman & Tom Rosenberg **RRS** Foodservice Satmodo, LLC Missy & Sandy Schenck Katy Spurlock Mike Stringer SunButter Posie Taylor Steven Taylor Trailways Transportation Services Louise & Davis Van Winkle Rachel & Art Wannlund

Michele & Daniel Zenkel Amanda Zoellner & Bryan Fink

CAMP CHAMPIONS GIFTS OF \$250 OR MORE

Active Network Aaawam Council Alford Lake Camp Appalachian Coffee Company Baco for Boys **Baltimore Ravens** The Bar 717 Ranch, Inc. Alexander Barge Gretchen Belmonti Benedictine University/Auxiliary Enterprises/Spring Break Day Camp Anthony Bernardo Deb Bialeschki Megan & Paul Bidwell David Blair Blue Bell Leasing Company Tish Bolger Anne Bollen Brant Lake Camp, Inc. Rhonda Brockmann Henricus Broekmate Janet Brownell Bunk1.com Burgundy Farm Country Day School **Bette Bussel** Camp America Camp Coconuts Camp DeSoto Camp Dudley, Inc. Camp Fire Long Beach Area Council Camp Highlander Camp Kawanhee Camp Lincoln & Camp Lake Hubert Camp Marist Camp Monroe, LLC Camp Moosilauke Camp Nazareth Camp Pontiac Camp Quest West Camp Rockmont Camp Starlight, FL Camp Ton-A-Wandah Camp Wildbrook, LTD CampSite Cape Cod Sea Camps CC Creations Cheley Colorado Camps, Inc. Shawn Codiga Leslie & Mike Cohen S. Ruggs Cote Matt Crane Brian Crater Crestwood Country Day School Elise Crockett Culver Educational Foundation Henry Davis Disney Cruise Line Nan Douglass Dena & John Drain Seth Dudley Denice Dunn John Duntley Elise Eberwein Ronald Emmerman Michael Erman Jill Erman Kelly Espinosa Dawn Ewing

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Rolling Hills Country Day Camp

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CAMP SUPPORTERS GIFTS OF \$100 OR MORE

Sonny Adkins Betty Adler Randol Aikin Caleb Albert American Military Academy Ed Andrews Katie Arvesen Atem Ashu Shirley Asmussen Mary & Robert Bacon Alby Baker Chris Baker David Baker Raina Baker Andrew Balendy Adrienne Barr Amy & Denis Barrett Blanton Bartlett Stephanie Baum David Benedict Jody Berg Ron Bidwell Birch Rock Camp Michael Bishop Marvin Black Hille Blackshaw Blue Mountain Ranch

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Sally Eisenberg Doug Elliott Ross Emmerman The Episcopal Diocese of Rhode Island Ben Fake The Family Schools, Inc. Richard Fera Matt Ferer Iulie Ferrie Amy Fields Gail & Bill Fine Amy & Jon Fine Danny Fischer **Five Points Mission Regina** Flores Beth Foster Stephen Frank Freedom Yurt Cabins The Fresh Air Fund Diane Friedberg Adam Friedman Christine Fulton Michael Gershowitz Adam Ginsberg Helene Glickman Alexander Glosband Lillie Gold Nancy Goldberg Pauline Goolkasian Scott Gordon Paul Goza Jerry Graunke LeeAnn Green-Piazzola Suzanne Grethen Linda Grez Michael Griffin Melanie Guetzkow Amy Gulick Tony Gunter Susan Haber Eric Halfvarson Michelle Halstead Dudley Hamlin Wayne Hammond Daniel Hammond Hammond School Rachel Handler Sandra & Wade Hargrove Patti & Michael Hayes **Richard Herman** Hidden Valley Camp David Hinton Nancy Hirs Sari Hirsch Marion Hookstratten Gillian Hormel John Howe Anita & John Humphries John Jacobson Jacqueline White **Rick Jaffe** Shirley Jamieson Bonnie Jares Jeanne Johnson James Johnson Linda Jones Marc Joseph Kathy Jurichko Keahi Kaawa Lori Kahn Kamp Kohut Karen Kaplan

Ella Karger Svlvia Karl Debbie Kasle Millie Kaulentis Kawaga for Boys Daniel Kaylor Betsy & Brian Kelder Wendy Kelley Leola Kennicke Killooleet, Inc. Jodi Kimmelman Don Klotz Annie Korn Sharon Kosch Michele Krantz Michael Kronenfeld Jill Kufrin Sara Kuljis Karla Kwapil Heather Labenski Scott Lambeck John Latimer Sue & Robert Lebby Susan Lehr Dave Lewis Shari Lichtenstein Daniel Lichtenstein Debbie Lichter Kendra Liddicoat John Lohmar Virginia & Armin Luehrs Lynn Rotary Club Marah Lyvers Barbara & Leo MacCourtney Barbara Maduell Mary Mallon Rachel Mann Mansfield Power Squadron Galit Mantell Charles Margulis Marcus Mason Denise McClure Keitha McKenzie Todd McKinlay Meadowbrook School of Weston Menominee for Boys Sherry Mernick Merrie-Woode, Inc. Jessica & Eric Meyorwitz Darrow Milgrim Lori Miller Jonathan Miner Matt Mish Barry Missner Bette Mocarski Stephen Montgomery Rich Morell Morristown-Beard School Carol Morrow Stephanie Moss Annie Motew Marian Mullins Thomas Murdough Judy Murphy Julie & Paul Myers Nancy Nelson David Osorio Tony Oyenarte Paula & Mark Ozanne Barbara & Cary Pahigian Melissa Palmer Abigail Parker

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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. To qualify for the Acorn Society by way of cash contributions requires a minimum contribution of \$25,000 payable over a period of not more than five years. *

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ACA, INC. 2017 EXPENSES, REVENUES, AND FINANCIAL POSITION ANALYSIS



ACA, INC. 2016 EXPENSES, REVENUES, AND FINANCIAL POSITION ANALYSIS



NET ASSET ANALYSIS

 Unrestricted 	\$ 3,046,552
• Temporarily Restricted	\$ 2,054,197
 Permanently Restricted 	\$ 2,747,927

FINANCIAL POSITION ANALYSIS

 Assets 	\$10,625,819	
• Liabilities	\$ 2,777,143	
• Net Assets	\$ 7,848,676	







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