

Message from Our Leadership

2020 marked America's Charities' 40th anniversary, and we began the year preparing to celebrate our journey as an organization. From our humble beginnings in 1980 as the "National Service Agencies," focused on helping charities gain access to the Combined Federal Campaign, to America's Charities as we are known today – a foremost expert on workplace giving, corporate social responsibility (CSR), and social impact – we knew we had much to celebrate. Yet, nothing could have prepared us for the turn of events in 2020. The COVID-19 pandemic became both our driving force and daily inspiration as we dialed in on how best to help people, businesses, and communities during this global crisis. Our incredible team showed us time and again that they could remain agile and pivot as needed to properly support our members, clients, and each other.

In times of crisis, it's the human element of relationships that mean the most. Thankfully we were able to lean into our organization's existing business continuity plan, which helped us keep health and safety a top priority, while seamlessly transitioning staff to remote working and ensuring our people had the technology, support, and resources necessary to be successful. That focus extended to our members and clients as well. From developing workarounds when needed, to taking the initiative to enact new ideas, to quickly and drastically scaling the client base of one of our newest service offerings – Employee Assistance Funds (EAFs) – by nearly 700 percent in a span of two months, we ensured our help was offered to every one of our stakeholders. We have never been more proud of our staff's flexibility, creativity, tenacity, and compassion.

Our ultimate goal is to bring more resources to the nonprofits changing our world. While we had to adjust the methods and manners in which we interacted with our employer clients, nonprofit members, and each other in 2020, we did not waiver from our mission. In fact, we doubled down on it. We increased the charitable donations of our clients' workplace giving campaigns by about nine percent, all the while broadening and deepening our client base and our portfolio of services. From helping \$16 million dollars get into the hands of those who need it most through our EAF program, to launching our latest comprehensive technology plus support solution, Engage, so companies can scale up their CSR programs easily, to providing even more and deeper thought leadership and hands-on support to our clients than ever before, we were ultimately able to help 300 businesses across a range of industries inspire their combined employee base of 13.5 million to support causes, which is helping 10,000 nonprofits – including our own 100 high-impact nonprofits – get vital resources.

The Dalai Lama once said, "If tragedy strikes, don't lose hope. Transform it into an opportunity to make things better." 2020 certainly put that to the test. But we saw a community of caring individuals and leaders come together to deliver meaningful social impact, on a scale that we may not see in our next 40 years. We were proud that our 40th year focused on meaningful work. What better way to celebrate how far we've come, then to show how much we can achieve when we work together. We sincerely value the dedication and support we received from our stakeholders, our Board of Directors, the donor community, and in particular, the incredible nonprofits that make the world a better place every day.

Jim Starr

President and CEO

Heather Lofkin Wright

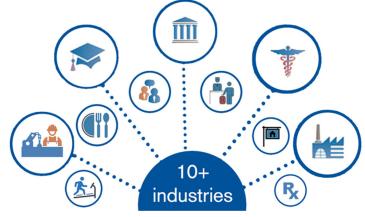
Board Chair





Impact at a Glance

Empowering businesses and their employees to help each other and the community around them is at the heart of everything America's Charities does.



We help employers and their U.S. and international employees from nearly a dozen different industries.

raised since inception for





300

We have 300 private and public sector partners and employer clients whose workplace giving programs, Employee Assistance Funds, and volunteer campaigns we manage and distribute funds.



10K

Including
America's Charities'
120 nonprofit members,
between 8,000 - 10,000
nonprofits nationwide are
supported by the
workplace giving and
volunteer programs we
manage each year.



13.5 M

Through the 300 business partners we work with, we reach 13.5 million U.S. and international employees, giving them the opportunity to donate to causes they care about and to support each other through workplace giving, volunteering, and Employee Assistance Funds.





America's Charities has facilitated more than
100 new Employee Assistance Funds for employers,
processing more than 16,000 grants and
managing more than \$16 million in grants
designated to help employees cope with unexpected hardships,
including COVID-19.

Responding to Crises and Meeting the Moment's Greatest Needs

In addition to the devastating toll the coronavirus pandemic had in 2020, it was also another record-breaking year of natural disasters, including wildfires along America's West Coast, numerous hurricanes that affected communities along the Atlantic and Gulf Coasts, flooding and tornadoes in the Midwest, and the bushfires in Australia. On top of that was perhaps the most divisive presidential election in modern U.S. history and a national reckoning on issues of race, social justice, and policing. As a reputable convener and provider of resources, many of our clients, community partners, and individual donors turned to America's Charities for ways to address these crises and issues through workplace giving, Employee Assistance Funds, and matching gift campaigns.



19,438

Total number of unique pageviews_America's Charities Coronavirus Resource Center_attracted between March - December 2020.

~9%1

Percent increase in charitable giving to nonprofits through the workplace giving campaigns we manage.

\$18,999

Total funds raised in 2020 for America's Charities Coronavirus Response Fund, benefiting Feeding America and PATH.

~70%1

Percentage of donations made through America's Charities website in 2020 that supported nonprofits or funds addressing COVID-19, hunger, natural disasters, or social and racial justice.

\$1.2 M

Funds raised by America's Charities' employer clients who held matching gift and employee giving campaigns in spring and summer 2020 focused on social justice in the wake of the #BlackLivesMatter movement.



COVID-19 Resource Center

America's Charities was quick to set up our Coronavirus Resource Center (www.charities.org/covid19) where we housed information to spotlight critical nonprofit needs, tools to hlep employers and their employees help each other and the causes they care about, and resources from our partners.



America's Charities Coronavirus Response Fund

Benefiting Feeding America and PATH, America's Charities designed this fund to make it easy for individual donors and employers to support coronavirus response efforts through employee giving. With one donation to this fund, donors can simultaneously ensure individuals affected by the pandemic have access to food, while also helping governments around the world immediately respond to the pandemic and strengthen health systems for billions.

Donations can be made to this fund through our website here.





The Critical Ways America's Charities' Nonprofit Members are Helping Communities Respond to the COVID-19 (Coronavirus) Pandemic

Nonprofits are the backbone of our communities – some more visible than others in their impact and the needs they meet. While COVID-19 affected everyone, nonprofits particularly felt the pinch as they simultaneously adjusted their work environments and policies to ensure the safety and well-being of their staff and volunteers, while demand for their programs and services surged beyond the scale their networks were prepared to handle. The cancelation of fundraising galas and partner development conferences further exacerbated the situation and strained their finances, capacity, and resources.

Within a week of the WHO declaring COVID-19 a global pandemic on March 11, 2020, America's Charities reached out to its community of 100+ nonprofit members and published an article to bring light to the critical role nonprofits fill in this country; help individual donors identify and support nonprofits supporting coronavirus efforts; and encourage cross-sector collaboration to ensure nonprofits have the necessary resources, capacity, and support to continue providing help throughout the pandemic.

To read the article, click here.

Pointing Corporate Social Responsibility Inward

The vast majority of Corporate Social Responsibility (CSR) programs are outwardfacing with strategies, initiatives, and donations that impact lives, improve communities, and make the planet better. But CSR can be more than just an external strategy; businesses can leverage that same ethos to positively impact their own employees through Employee Assistance Funds (EAF), also known as Employee Relief Funds or Employee Crisis Funds, which help employees cope with unexpected hardships that place undue financial stress on them and their families.

In 2019, America's Charities piloted a new EAF service with the U.S. Chamber of Commerce Foundation with the goal of expanding the program in 2020 to be inclusive of more businesses. COVID-19 became the impetus for many organizations who had long wanted to set-up an EAF program to take action, as employees across the country struggled with unexpected financial hardships caused by the pandemic. By year-end, America's Charities had grown their EAF program to more than 100 EAF clients, processing more than 16,000 grants, and managing more than \$16 million in grants.

Click here to read the announcement about our EAF service expansion.

680%

Percent increase of America's Charities' **Employee Assistance** Fund client base between March and April 2020, spurred by the pandemic.

\$16 M

In 2020, America's Charities processed more than 16,000



"Thank you for helping Berkshire Bank get our EAF up and running so quickly. It was a super smooth process and the America's Charities team was great to work with, providing relevant insights that helped us rapidly create a program to meet our employees' needs today and into the future." -- Gary R. Levante, SVP, Corporate Responsibility & Culture, Berkshire Bank

Educating Employers About EAFs:

America's Charities' President and CEO Jim Starr spoke at several virtual conferences, webinars, and fireside chats about EAFs, including how companies can support the emotional and financial needs of their employees through EAFs, different ways to set up and manage EAFs, and the tax advantages, privacy, and flexibility companies can receive by working with a 501(c)(3) tax-exempt public charity like America's Charities.

For recordings of some of these events, click on the links featured below.



Business Solves: The Importance of Emotional, Mental, and Financial Support

Hosted by the U.S. Chamber of Commerce Foundation, Jim moderated this session, in which featured guests Allison Hill, Roark Capital Group, and Elyse Cohen, Rare Beauty, shared examples of how the private sector can help people, particularly with their emotional, mental, and financial needs and emergencies. Click here to watch a recording.



Fireside Chat: Addressing Employees' Hardships in the time of COVID-19

Hosted by SmartSimple, Jim joined Dan Eardley, President of SmartSimple's U.S. Operations, for a discussion about what EAFs are, what they're not, and some common use cases from organizations that have EAFs. <u>Click here</u> to watch a recording.

Watch the Webinar Recording Now! Creating Corporate Giving Programs in the Time of COVID-19 Tuesday, May 12, 2020 at 3:30 ET Nancy Stager Eastern Bank Sarah Butler Community Health Charities Gideon Taub Pinkaloo Technologies

Webinar: Creating Corporate Giving Programs in the Time of COVID-19

Hosted by Pinkaloo, Jim joined Nancy Stager from Eastern Bank and Sarah Butler from CHC for a discussion about how different organizations across all industries are implementing new programs to support their employees and communities, including examples and best practices for launching new workplace giving programs, Employee Assistance Funds, crowdfunding campaigns, and matching programs. Click here for a recording.

Technology & Partnerships

America's Charities and SmartSimple Launch Engage, the World's First Endto-End Giving and CSR Solution That Tells the Complete Picture of Global Impact

After initiating a partnership in 2019 with SmartSimple, a global leader in cloud-based automation software, America's Charities was proud to take our partnership to the next level in August 2020 with the launch of our new Engage CSR solution, powered by SmartSimple Cloud.

Engage is the world's first end-to-end giving and corporate social responsibility (CSR) solution that tells the complete picture of an organization's global impact – all on one platform. Engage combines SmartSimple Cloud's cutting-edge SaaS technology with America's Charities' full-service back-end support, providing companies with a completely configurable, tailored, flexible solution that will adapt to their needs as they grow.

Engage makes it easy to manage all aspects of giving, engagement, philanthropy, and CSR on one platform, including:

- Gift matching
- Workplace giving
- Employee engagement
- Volunteer management
- In-kind giving
- Employee Assistance Funds (EAFs)
- Tracking SDGs and/or other company-defined cause goals
- Measuring and reporting progress and impact
- · Developing and sharing results and social good
- · Identifying areas of growth and evolving programs
- Corporate philanthropy and grantmaking



More than just software, Engage seamlessly blends America's Charities' expertise in helping organizations meet their employee giving and engagement goals with SmartSimple's proficiency in developing highly configurable, innovative technology solutions via SmartSimple Cloud, its proprietary SaaS platform. America's Charities manages all receipt, reconciliation, and distribution of employee-designated donations, and offers tailored training, an established funds management infrastructure, charity vetting, a vast library of resources, and multi-channel, on-demand support to corporate leaders and their employees.

Each year, America's Charities processes more than one million donations and disburses more than 40,000 payments to qualified nonprofits. The SmartSimple Cloud technology is used by more than 350 organizations worldwide, averaging more than 270,000 unique monthly users across more than 192 countries.

Click here to read the full partnership announcement.



Member Fundraising & Advocacy

2020 Member Advertising Campaign

Exclusively available to members of America's Charities, our annual Member Advertising Campaign is an awareness campaign designed to help our members amplify their brand visibility and reach a mix of potential workplace donors (military, Federal government, state/local public sector, and private sector employees) located across the United States during the peak giving season (October - December).

Print ads and editorials about our member charities were featured in *The Washington Post* on November 8, the day after Biden was declared President-elect, making it one of the most widely circulated issues of the year. Additionally, members' ads were promoted through a mix of digital, social media, and streaming audio/video media ads reaching a targeted audience via various devices, websites, and channels including Spotify, iHeartRadio, Hulu, Netflix, Amazon Prime, fuboTV, HGTV, ESPN+, CNN.com, Weather.com, GovExec.com, USAToday.com, and WashingtonPost.com. The 2020 advertising campaign delivered about 12 million impressions to participating members' ads, with an average overall click-through rate of 1.43% and an average overall video/audio ad completion rate of 97.42%.





Year-round Member Promotion and Events

We offer our members exclusive marketing and educational opportunities including access to campaign events; distribution of promotional materials; year-long publicity through blog posts, social media, web content, and special partner discounts and resources tailored to improve member fundraising effectiveness and efficiency.

Additionally, through articles published on America's Charities website and 3BL Media, we help increase our members' visibility - particularly in the private sector - by reaching an audience of 100,000+ CSR, workplace giving, human resources, and corporate philanthropy professionals.



America's Charities and The Giving Block Partner On Cryptocurrency Donation Offering

As part of our mission to bring more resources to nonprofits changing the world, we partnered with The Giving Block to offer America's Charities nonprofit members discounted access to The Giving Block's suite of cryptocurrency fundraising tools, opening them up to this growing donor pool.

The Giving Block makes accepting cryptocurrency donations easy for nonprofits and is the #1 crypto giving solution. Their services include crypto account set-up, donation widget creation, an auto-sell conversion feature, and automatic tax receipts. With more than 100,000,000 crypto users, cryptocurrency has become more popular than Venmo among Millennial and Gen-Z donors. Through America's Charities exclusive member discount, our members have access to a new pool of donors to further diversify their fundraising revenue stream.

Click here to read more about the member discount announcement.



Consolidated Balance Sheet

December 31, 2020

2020

ASSETS	
Cash	\$14,004,269
Promises to give (pledges)	3,229,438
Member charity fees receivable, net of allowance for	
doubtful accounts of \$93,236	345,499
Other receivables	1,010,263
Other assets	223,346
Property and equipment, net	27,147
Deferred leasing costs	1,300
Intangible assets, net	7,821
Goodwill, net	154,922
Total Current Assets	.\$19,004,005
LIABILITIES AND NET ASSETS Liabilities	
Accounts payable and accrued expenses	\$443,474
Campaign funds payable to member/nonmember cha	rities 9,219,772
Deferred revenue	556,384
Paycheck Protection Program promissory note	
Note payable	
Deferred rent	36,756
Total liabilities	.\$10,743,566
Commitment and contingencies (Notes 8, 9 and 11 of Audi	ted Financial Statements)
Net Assets	
Without donor restrictions	1,425,809
With donor restrictions	6,834,630
Total net assets	\$8,260,439
Total Liabilities and Net Assets	.\$19,004,005

For a complete look at the Audited Financial Statements and other key documents about the transparency and accountability of America's Charities and our family of federations, please visit us on the web at: www.charities.org/annualreports

Consolidated Statement of Activities

Year Ended December 31, 2020

2020

SUPPORT AND REVENUE Amounts raised in campaigns, net of campaign expenses incurred by other organizations and shrinkage:	Without donor restrictions	With donor restrictions	Total
Combined Federal Campaign	\$4,689,713	\$ —	\$ 4,689,713
Campaign management services	25,008,030	_	25,008,030
Private sector	1,001,918	_	1,001,918
State and local	1,480,610	_	1,480,610
Total net amounts raised in campaigns	32,180,271	_	32,180,271
Less amounts raised on behalf of others	31,952,814	_	31,952,814
Support designated to America's Charities and Affiliate	s227,457	_	227,457
Employee assistance funds donations	–	17,684,368	17,684,368
Member charity fees	1,780,339	_	1,780,339
Campaign management fees	1,924,788	_	1,924,788
Employee assistance funds fees	1,090,738	_	1,090,738
Campaign advertising fees	118,660	_	118,660
Donated services	932,348	_	932,348
Other	•	_	32,697
Net assets released from restriction	10,849,738	(10,849,738)	_
Total Support and Revenue\$	16,956,765	\$6,834,630	\$23,791,395
EXPENSES			
Program services			
Member campaign services	1,556,484	_	1,556,484
Campaign management services	2,574,356	_	2,574,356
Employee assistance funds services	11,879,486	_	11,879,486
Total program services\$	16,010,326	_	\$16,010,326
Supporting services			
Management and general	569,481	_	569,481
Fundraising	329,631	_	329,631
Total supporting services	\$899,112	_	\$899,112
Total expenses\$	16,909,438	_	\$16,909,438
Change in net assets		6,834,630	6,881,957
Net Assets			
Beginning		_	1,378,482
Ending	\$1,425,809	\$6,834,630	\$8,260,439

See notes to consolidated financial statements.

2020 Nonprofit Members

America's Charities

- 100 Black Men of America
- Alzheimer's Disease Research
- American Campaign for Prevention of Child Abuse and Family Violence
- American Center for Law and Justice
- · American Civil Liberties Union Foundation, Inc.
- Amnesty International USA
- Best Friends Animal Society
- Boy Scouts of America
- Brady Center To Prevent Gun Violence
- · Canine Partners for Life
- Christian Appalachian Project
- · Diabetes Research & Wellness Foundation
- Feed the Children
- Feeding America
- Fisher House Foundation, Inc.
- Gay, Lesbian, Bisexual & Transgender Scholarship Fund - Point Foundation
- Human Rights Campaign Foundation
- Humane Society International
- Latino Youth Education Fund
- Lions Clubs International Foundation
- Meals On Wheels America
- Mothers Against Drunk Driving
- NAACP Foundation
- NAACP Legal Defense and Educational Fund, Inc.
- · National Association of the Deaf
- National Fallen Firefighters Foundation
- National Law Enforcement Officers Memorial Fund
- National Organization of Black Law Enforcement Executives (NOBLE)
- National Trust for Historic Preservation in the United States
- PetSmart Charities, Inc.
- Population Connection
- Rails-to-Trails Conservancy
- Southern Poverty Law Center
- The Conservation Fund
- The Humane Society of the United States
- · Thurgood Marshall College Fund

Children First - America's Charities

- "I Have A Dream" Foundation®
- Believe In Tomorrow National Children's Foundation
- Campaign for Tobacco-Free Kids
- Cancer Research for Children CureSearch
- Childhood Education International (CEI)
- Children's House at Johns Hopkins Hospital
- Junior Achievement USA
- Make-A-Wish Foundation of America
- National Black Child Development Institute
- Operation Warm
- Prevent Child Abuse America
- Reading Is Fundamental, Inc. (RIF)
- · Ronald McDonald House Charities®
- Share Our Strength
- STANDUP FOR KIDS
- The Hole in the Wall Gang Fund
- The Sesame Street Yellow Feather Fund

Health First - America's Charities

- Breast Cancer Coalition
- Cancer Research and Prevention Foundation (Prevent Cancer Foundation)
- DEBRA of America Diabetes Research Institute Foundation, Inc.
- · Fòs Feminista
- Foundation Fighting Blindness
- Melanoma Research Alliance
- Memorial Sloan Kettering Cancer Center
- Multiple Sclerosis Association of America
- NARAL Pro-Choice America Foundation
- National Down Syndrome Society
- · Ovarian Cancer Research Alliance
- The LIVESTRONG Foundation
- The Marfan Foundation
- Tuberous Sclerosis Alliance
- Urology Care Foundation

2020 Nonprofit Members

Community First - America's Charities

Washington, DC Metropolitan Area:

- A Wider Circle
- Alzheimer's Insight Memory Care Center
- Animal Welfare League of Arlington
- Arlington Housing Corporation (AHC Inc.)
- Boy Scouts of America, National Capital Area Council
- Capital Caring
- Catholic Charities of the Diocese of Arlington, Inc.
- Duke Ellington School of the Arts
- · Food for Others, Inc.
- Foundation for the National Institutes of Health
- Generation Hope
- Good Shepherd Housing & Family Services, Inc.
- Habitat for Humanity of Northern Virginia
- Habitat for Humanity of Washington, D.C.
- Hope Connections for Cancer Support
- House of Ruth
- Lorton Community Action Center
- Lvdia's House in Southeast
- Make-A-Wish Foundation of the Mid-Atlantic
- Melwood Horticultural Training Center, Inc.
- Miriam's Kitchen
- Montgomery Hospice, Inc.
- PHILLIPS Programs
- Rebuilding Together DC Alexandria
- Rebuilding Together Montgomery County, Inc.
- ServiceSource
- Shepherd's Table
- Signature Theatre, Inc.
- The Child & Family Network Centers
- The Children's Inn At NIH
- The Salvation Army National Capital Area Command
- WETA (Greater Washington Educational Telecommunications Association)
- YMCA of Metropolitan Washington
- · Youth For Tomorrow New Life Center, Inc.

Connecticut:

Connecticut Food Bank

Georgia:

PAWS Atlanta

New York:

- Freedom Guide Dogs for the Blind
- Junior Achievement of New York

North Carolina:

Time Out Youth, Inc.

Pennsylvania:

- · American Red Cross, Eastern Pennsylvania Region
- AIDS Fund
- Pennsylvania Coalition Against Domestic Violence
- SPCA of Luzerne County, Inc.
- WOMEN'S WAY

Texas:

- American Red Cross Serving Central Texas
- Art Spark Texas (formerly called VSA Arts of Texas)
- Caring for Children Foundation of Texas, Inc.

2020 Board of Directors

America's Charities Board

Heather Lofkin Wright

Chair

US Corporate Responsibility Director, PricewaterhouseCoopers LLP (PwC)

George Weiner

Immediate Past Chairman (until 6/11/2020) Founder & CEO, Whole Whale

Janet Gibbs

Treasurer (until 6/11/2020)
President & CEO, Mission Accomplished

Laurie De Armond

Treasurer (as of 6/11/2020)
National Co-Leader and Greater Washington, DC,
Practice Leader, Nonprofit & Education,
BDO USA, LLP

Patrick R. Gaston

Secretary (until 6/11/2020)
President & CEO, Gaston Consulting LLC

Marc Johnson

Secretary (as of 6/11/2020) Director of Digital Strategy, StudioOnline Division of APCO Worldwide

Anthony DeNunzio

SVP, General Manager Leapfrog

Emily Simone

(until 6/12/2020)

Gary Levante

VP, Corporate Social Responsibility Berkshire Bank

Larry McDonald

President & COO, McDonald Enterprises, LLC

Marly Leighton

Director, Partner Success, Corporate Education Partnerships, Discovery Education

Meghan Trossen

Manager, Marketing and Community Affairs, Capital One Center, Capital One

Olivia Harris

(until 2/12/2020)

Associate, Kilpatrick Townsend & Stockton LLP

Scott Schenkelberg

President & CEO. Miriam's Kitchen

Shani Waugh

(as of 6/12/2020)

Director, Talent Management, LMI

Tracye Funn

Manager of Corporate Contributions, Washington Gas

Walt Gillette. ACFRE

(until 6/12/2020)

Business Development Manager, ACD Direct, Inc.

Wendell Hall

(as of 6/12/2020)

James E. Starr

Non-Voting Director

America's Charities President & CEO

Children First

George Weiner

Chairman (until 8/6/2020) Founder & CEO, Whole Whale

Marly Leighton

Chairman (as of 8/6/2020)
Director, Partner Success, Corporate Education
Partnerships, Discovery Education

Gary Levante

Secretary/Treasurer

VP, Corporate Social Responsibility, Berkshire Bank

Anthony DeNunzio

SVP, General Manager, Leapfrog

James E. Starr

America's Charities President & CEO

2020 Board of Directors

Community First

Scott Schenkelberg

Chairman

President & CEO, Miriam's Kitchen

Walt Gillette, ACFRE

Immediate Past Chairman (until 6/26/2020)
Business Development Manager, ACD Direct, Inc.

Tracye Funn

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James E. Starr

America's Charities President & CEO

Health First

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Anthony DeNunzio

SVP, General Manager, Leapfrog

James E. Starr

America's Charities President & CEO

Senior Executive Team

James E. Starr
President and Chief Executive Officer

Barbara Funnell

Administrative Director

Lavelle Donnelly

Vice President, Charitable Funds Management Solutions

Lindsay J.K. Nichols

Vice President, Marketing and Communications

Robyn Neal

Vice President, Client Engagement Solutions

David Stathis

Vice President, Information Technology

Sook Suragiat, CPA

Controller, Finance

Kimberly H. Young

Vice President, Business Development

Auditors

Independently Audited by: RSM US, LLP



America's Charities helps the nation's most trusted charities thrive by generating sustainable income through workplace giving and additional paths.

We inspire employers and individuals to reach their philanthropic goals and support the charities of their choice.

