

“In fiscal year 2020, NCBA CLUSA made great strides to strategically manage our financial performance through a lens of risk management. Financial strength is critical to our ability to deliver on our promises to members, donors, partners, and other stakeholders. We were successful in pivoting through the challenge and transition of COVID-19.”

NCBA CLUSA fiscal year begins January 1 and ends December 31. The year-end financial results reflect \$36.7 million in total revenue and net income of \$317,577. The association gained \$248,242 in operating income and experienced a gain in investment results of \$69,335. NCBA CLUSA's net assets without donor restrictions increased to \$5.5 million which is a 17% increase over prior year. The financial statements reflect stable results demonstrating continued positive operational performance.

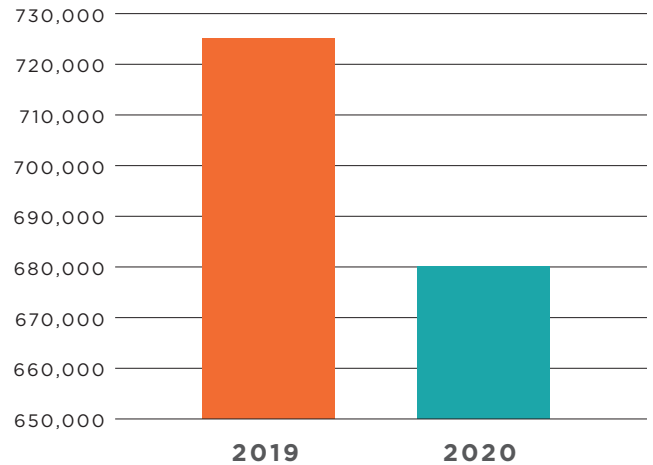
The 2020 financial resources consist of member services and sponsored programs revenue. For 2020, NCBA's membership dues revenue was \$680,188 which is a 7% decrease over prior year. We continue to promote member enrollment. The sponsored program revenue was \$34.8 million which is a 15% decrease. The decrease in program activities is a result of entering the final phase of several programs closed in 2020. We continue to experience consistent performance in our grant and contract funding and continue to pursue new business opportunities. NCBA CLUSA expects the strong performance to continue in 2021.

Congratulations to the staff, both at headquarters and around the world, for successfully delivering through change; a job well done. The financial outlook for the association remains strong.

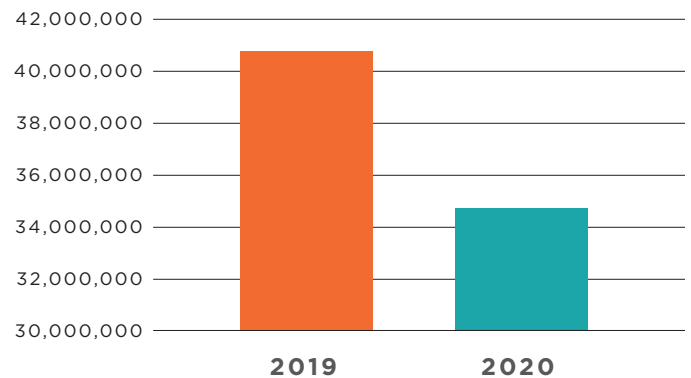


Valeria R. Roach, MBA/ACC  
Executive Vice President and Chief Financial Officer

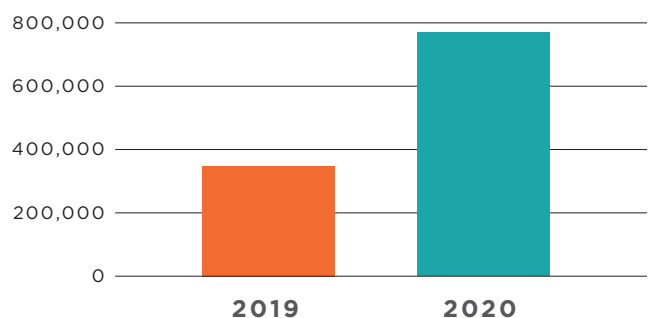
## MEMBERSHIP DUES



## GRANTS AND CONTRACTS



## CHANGE IN NET ASSETS



	2019	2020
<b>NCBA UNRESTRICTED</b>		
<b>REVENUES</b>		
Membership Dues	725,495	680,188
Grants and Contracts	40,897,521	34,794,574
Registration and sponsorship	274,404	176,146
Support	192,214	404,003
Publication & Other	10,783	17,249
Interest	41,662	82,981
Net Assets Released from Restriction	-	461,238
Investment	109,738	69,335
<b>Total Revenue</b>	<b>42,251,817</b>	<b>36,685,714</b>
<b>EXPENSES</b>		
Federal Awards	24,202,796	21,220,198
Non-Federal Awards	7,396,155	5,368,679
Public Affairs & Membership Services	754,639	740,440
Partner Services	200,165	221,023
Supporting Service	9,342,181	8,356,559
<b>Total Expense</b>	<b>41,895,936</b>	<b>35,906,899</b>
<b>Change in Net Assets:</b>	<b>355,881</b>	<b>778,815</b>
<b>NCBA WITH DONOR RESTRICTIONS</b>		
Revenue	42,251,817	36,224,476
Expense	41,807,627	35,906,899
<b>Net Income</b>	<b>444,190</b>	<b>317,577</b>
<b>NCBA WITHOUT DONOR RESTRICTIONS</b>		
Revenue	51,859,171	42,251,817
Expense	51,518,002	41,807,627
<b>Net Income</b>	<b>341,169</b>	<b>444,190</b>
<b>RESERVES</b>		
Without Donor Restrictions (Beginning)	4,259,653	4,703,843
Without Donor Restrictions (Ending)	4,703,843	5,482,658
With Donor Restrictions (Beginning)	13,529,967	13,441,658
With Donor Restrictions (Ending)	13,441,658	12,980,420
<b>TOTAL NET ASSETS:</b>	<b>18,145,501</b>	<b>18,463,078</b>