A Letter from Our CEO

At Austin Sunshine Camps, kids build self confidence, try new things, gain an appreciation for others, explore nature, find mentors, and have a chance to be kids. Through your support, we are also able to eliminate the barrier of cost for historically underinvested families in our community.

2019 was one of the most successful years in our history, programmatically and financially, setting us up for great success in 2020. Then came March. As the world paused with the hit of COVID-19, we pivoted everything we had planned for 2020.

Our revised goals for the year would be to:
1. Keep Our Doors Open
2. Retain Our Full-Time Staff
3. Deliver Programming if at all Possible

By early April, the magnitude of the situation was undeniable. We knew we didn’t have the runway or resources to execute a safe, in-person summer camp experience in 2020, and ultimately decided to cancel all in-person programming. The weight of the decision was heavy.

Simultaneously, hundreds of well wishers, volunteers, and donors showed up to support us in any way they could.

The boost from the community lifted our spirits and encouraged us to persevere. Within weeks, Homemade Sunshine, our newly-designed, virtual camp experience, was born. The goals of Homemade Sunshine were to build authentic relationships between campers and counselors, keep our costs low, and meet our three main goals. Furthermore, because it was virtual, we opened it up to any kid who wanted to participate.

As you know, COVID-19 wasn’t the only thing that rocked our society to its core this year. On May 25th, 2020 the death of George Floyd at the hands of Minneapolis police officers sparked a national movement unlike anything many of us have ever seen. We released a statement supporting Black Lives Matter on June 3rd and have been committed to following through with the promises we set forth in that statement since then. Our journey to take action has not been met without its challenges. This work is hard and it takes time. But as an organization committed to celebrating all people and all their differences, we will continue to learn and therefore, do better.

I am so thankful for and encouraged by the ASC community. Because of your support, we were able to successfully keep our doors open and deliver programming to the community. Unfortunately, we did lose one of our full-time staff members, but were able to retain the other eight full-time staff members.

I invite you to read more about Homemade Sunshine as well as hear directly from parents and campers that participated throughout this Impact Report.

While Homemade Sunshine was full of sweet surprises, it also reminded us that nothing compares to a quintessential in-person summer camp experience.

I don’t believe there has ever been a more important time in ASC’s history to give our kids a safe place where they can build self confidence, try new things, gain an appreciation for others, explore nature, find mentors, and be a kid. Our work to bring back a safe, in-person summer camp experience in 2021 begins now!

Warm regards,

Erica Blue
Our mission is to engage and empower youth through education and outdoor experiences.
Pre-COVID Efforts

Summer Camp
Established in 1928, a five day, four night residential camp for 8-15 year olds at our 21,000 sq ft Zilker Lodge in Zilker Park and on the waterfront of Lake Travis.

» Pre-COVID Goal: Provide In-Person Summer Camp for 1,200 Campers in 2020

Camper Ambassador Program
Started in 2018, this is an invitation-only, year-round program for campers who have participated in the Sunshine Club for at least one year and are nominated by ASC staff. Camper Ambassadors represent ASC in the greater Austin community by assisting with recruiting campers and staff, speaking with funders and sharing their experiences with all stakeholders.

» Pre-COVID Goal: Provide In-Person Programming for 120 Campers and Their Families

Counselor-in-Training Program
Started in 2019, this is an invitation-only, year-round program for former campers, aged 15-17, and consists of day camp, service projects and weekend family camp experiences as well as relevant work training. The goal of this program is to create a path for former campers to become summer staff when they turn 18, and to continue to cultivate the relationship built throughout their years at camp.

» Pre-COVID Goal: 20 Former Campers Serve as CITs during Summer 2020

Zilker Lodge Rental Program
Created in 2016, this is our earned revenue source and invites community members of all kinds to rent our beautiful and unique Zilker Lodge for their next offsite meeting, retreat, life event, or celebration.

» Pre-COVID Goal: Rental Revenue Goal of $230K
Post-COVID Pivot

“I hear so much laughter, a sense of pride when they finish a project, and just love how much the counselors interact with the kids.” – ASC Parent
Post-COVID: Homemade Sunshine

Developed as a replacement for in-person summer camp, Homemade Sunshine offered free access to social interaction, and play for all children regardless of income, gender, health, or ethnicity. 611 youth joined 18 summer staff and 15 CITs virtually, playing games, having conversations, and forging relationships, all within the safety of their own homes. This program fostered a welcoming environment for children with chronic illnesses, social anxiety, children on the Autism spectrum, and gender non-binary campers. The online format made bullying virtually impossible and allowed for the development of relationships beyond what we thought possible.
Homemade Sunshine Impact

611 campers between ages 8 & 15 attended, including five hours of daily programming

92% felt their counselor believed in them

95% of Camper Ambassadors said they made friends with someone who is different from them

73% of families said their camper became better at appreciating differences in others

“...for these past two weeks. Jose doesn’t really have a lot of friends and I have seen him connecting to you guys and it makes my heart so happy. You are making a huge difference.” – ASC Parent
“A special thank you to those who made this possible. My oldest daughter enjoyed herself tremendously. I’m amazed at the growth in her. THANK YOU!” – ASC Parent
Who We Serve

Gender Across All Programs

53% Identify Female
47% Identify Male

Average Income Across All Programs

80% of our campers qualify as low-income households
Who We Serve

Camper Ambassodor Program
- Biracial: 6%
- Biracial: Black/African American and Hispanic/Latino/Spanish: 6%
- Biracial: Black/African American and White: 1%
- Black or African American: 21%
- Hispanic, Latino, or Spanish: 31%
- Multiracial: 4%
- White: 7%
- Prefer not to answer: 25%

Counselors in Training
- Asian or Asian Indian: 4%
- Biracial: Black/African American and White: 7%
- Biracial: Hispanic/Latino/Spanish and White: 25%
- Black or African American: 39%
- Hispanic, Latino, or Spanish: 4%
- Middle Eastern/North African: 14%

Homemade Sunshine
- Asian or Asian Indian: 4.1%
- Asian/Pacific Islander: 0.2%
- Biracial: 3.4%
- Biracial: Black/African American and Hispanic/Latino/Spanish: 4.1%
- Biracial: Black/African American and White: 1.7%
- Biracial: Hispanic/Latino/Spanish and White: 7.2%
- Biracial: Middle Eastern/North African and White: 0.2%
- Black or African American: 25%
- Hispanic, Latino, or Spanish: 39%
- Multiracial: 4.3%
- Multiracial: Black/African American, White, American Indian/Alaska Native: 0.2%
- Multiracial: Hawaiian/Pacific Islander, White, Hispanic/Latino/Spanish: 0.2%
- White: 20.6%
- Prefer not to answer: 7.7%

Families were allowed to select as many options for ethnicity/race as they desired. Some families chose to simply select “biracial” or “multiracial,” while others opted to select all of their ethnicities/races. Where possible, the data was disaggregated to indicate ALL ethnicities/races selected, and only families that ONLY selected “biracial” or “multiracial” are represented in those numbers above.
Thank you to the 574 volunteers that made 2020 a success!
“It gives you a safe place to do all the things you like to do.” – ASC Camper
## Financials

### Statement of Financial Position

#### ASSETS

<table>
<thead>
<tr>
<th>Current Assets</th>
<th>Current Assets Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Checking/Savings</td>
<td>$512,678.78</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>$233,167.12</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>$11,989.96</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td><strong>$757,835.86</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Fixed Assets</th>
<th>Fixed Assets Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Building &amp; Improvements - Zilker</td>
<td>$4,026,688.40</td>
</tr>
<tr>
<td>Building &amp; Improvements - Lake Travis</td>
<td>$625,123.94</td>
</tr>
<tr>
<td>Equipment</td>
<td>$601,869.27</td>
</tr>
<tr>
<td>Automobiles</td>
<td>$201,936.53</td>
</tr>
<tr>
<td>Future Leasehold Rights</td>
<td>$552,908.00</td>
</tr>
<tr>
<td>Accumulated Depreciation</td>
<td>($1,322,268.05)</td>
</tr>
<tr>
<td><strong>TOTAL FIXED ASSETS</strong></td>
<td><strong>$4,686,258.09</strong></td>
</tr>
</tbody>
</table>

**TOTAL ASSETS**                      | **$5,444,093.95**                 

#### LIABILITIES & EQUITY

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Liabilities Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>$8,421.46</td>
</tr>
<tr>
<td>Credit Cards</td>
<td>$26,886.81</td>
</tr>
<tr>
<td>Other Current Liabilities</td>
<td>$86,721.36</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT LIABILITIES</strong></td>
<td><strong>$122,029.63</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Equity</th>
<th>Equity Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fund Balance</td>
<td>$881,804.00</td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>$4,083,478.72</td>
</tr>
<tr>
<td>Opening Balance Equity</td>
<td>$17.60</td>
</tr>
<tr>
<td>Net Income</td>
<td>$356,764.00</td>
</tr>
<tr>
<td><strong>TOTAL EQUITY</strong></td>
<td><strong>$5,322,064.32</strong></td>
</tr>
</tbody>
</table>

**TOTAL**                              | **$1,450,981.87**                

#### REVENUES

<table>
<thead>
<tr>
<th>Revenue</th>
<th>Revenue Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earned Revenue - Zilker Lodge Rental</td>
<td>$126,447.51</td>
</tr>
<tr>
<td>Program</td>
<td>$364,018.77</td>
</tr>
<tr>
<td>YMBL Peer-to-Peer Fundraising</td>
<td>$189,808.07</td>
</tr>
<tr>
<td>Individual Giving</td>
<td>$68,422.01</td>
</tr>
<tr>
<td>Grants</td>
<td>$325,214.62</td>
</tr>
<tr>
<td>Corporate</td>
<td>$58,428.17</td>
</tr>
<tr>
<td>Capital Improvements</td>
<td>$12,908.24</td>
</tr>
<tr>
<td>PPP Loan</td>
<td>$135,700.00</td>
</tr>
<tr>
<td>Other Income</td>
<td>$34,334.48</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td><strong>$1,450,981.87</strong></td>
</tr>
</tbody>
</table>

**TOTAL LIABILITIES & EQUITY**         | **$5,444,093.95**                

<table>
<thead>
<tr>
<th>Statement of Financial Position</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>ASSETS</strong></td>
<td><strong>LIABILITIES &amp; EQUITY</strong></td>
</tr>
<tr>
<td>Current Assets</td>
<td><strong>REVENUES</strong></td>
</tr>
<tr>
<td>Checking/Savings</td>
<td>Accounts Payable</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>Credit Cards</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>Other Current Liabilities</td>
</tr>
<tr>
<td><strong>TOTAL CURRENT ASSETS</strong></td>
<td><strong>TOTAL CURRENT LIABILITIES</strong></td>
</tr>
<tr>
<td></td>
<td>$122,029.63</td>
</tr>
<tr>
<td></td>
<td><strong>LIABILITIES &amp; EQUITY</strong></td>
</tr>
<tr>
<td></td>
<td><strong>TOTAL EQUITY</strong></td>
</tr>
<tr>
<td></td>
<td>$5,322,064.32</td>
</tr>
<tr>
<td></td>
<td><strong>TOTAL</strong></td>
</tr>
<tr>
<td></td>
<td><strong>$1,450,981.87</strong></td>
</tr>
<tr>
<td></td>
<td><strong>LIABILITIES &amp; EQUITY</strong></td>
</tr>
<tr>
<td></td>
<td><strong>TOTAL LIABILITIES &amp; EQUITY</strong></td>
</tr>
<tr>
<td></td>
<td><strong>$5,444,093.95</strong></td>
</tr>
</tbody>
</table>
Thanks to Adam and Phil Loewy, one of our Campfire Keepers, we are able to acknowledge all of our Keepers on the Loewy Family Keeper Wall at the Zilker Lodge.
Grants and Donations of $1,000+

GIFT OF $20K+
Better Business Bureau
Garrison Family Foundation
Gunn Real Estate
H-E-B
Travis County TCTX Serve
YMBL Sunshine Foundation

Michael Ahearn
Ron Ainsworth
Brett Ames
Max & McKenzie Appling
James & Julia Beto
Alex Bornman
Melissa Beck
Laura Beuerlein
Steve Beuerlein
A.J. Bingham
Austin Bishop
Joe Blanton
Terry Bray
Tim Brown
Janet & Burnie Burner
Solomon Cole
Joshua Cruz
Dave Delaney
Stephen Dempsey
Adam Dukelow
Michael Ehrhardt
Victor Esprinoza
Keith Fadde
Amanda Beck Foster
Yvonne Freeman
DeWitt & Maria Gayle
Tom Glass
Heidi Goldblum
Luke Good
Rachel Esman
Bill Hughe
Molly & Craig Hughes
Tyler Hughes
Steven Irmene
Jerome & Anita Johnson
Sandor Johnson
Sam & John Joseph
Bobby Joels
Casey Kent
Debbie Kerst
Bob Kex
Bill Kekel
Robert Lewis
Geoff McDonald
Sarah Mclnich
Grant McKenna
Mark McKenzie
David McMillan
Chris Miller
Ted Oskey
Barry Peterson
Kathryn Rogers
Patty & Joe Rotunda
Richard Schmidt
Clay Scovill
John Segars
Ric Simons
Billy Smith
Cindy Smith
Colleen & Ronald Tamaru
Mike & Cathy Taylor
Joseph Vaughan
Peter Wagner
Ryan Wagner
Bruce & Shannon Walker
Verney Walker
Milwood John Wallis
Hal Williams
Mike Vaughan, Jr.

2021 Philanthropitch Judges
Adobe
Alliance Bernstein Matching Gift Program
AM Technical Solutions
Apple Inc.
Applied Materials Foundation & Employees
Austin Youth Fitness
Bass Pro Shops and Cabela’s Outdoor Fund
Beckett Family Charitable Fund
Bernick-Polke Foundation
Capital Project Management
Citrus Logic, Inc.
Cokinze Young
ContactPhilips
D&M Allied
ECG Foundation
Eakin Foundation
First Bank - Austin
Google
GRACE Charitable Fund
H-E-B Tournament of Champions
International Foundation of the Seven Stars
James & Dougherty Jr Foundation Inc.
Legacy Collective
Liberty Card
Lonestar Legacy
Louis Shanks of Texas
Mad Company Mechanical
Maxwell Locie & Ritter
Milestone Community Builders
NadaMoo!
National Instruments
Northwest Sertoma Club of Austin
Pacey Family Foundation
Piper Inc
Plains Capital Bank
Prosperity Bank - Congress
Rachel & Ben Vaughan Foundation
Regions Bank
RWH Foundation
Sanvia
Small Business Administration
Southside Bank
Speedwell Foundation
St. Mark’s Episcopal Church
Stonelake Capital Partners, LLC
STRUB Residential
Texas Mutual Insurance Company
Texas Parks and Wildlife Department
The Arthur Gables Foundation
The Hollis Foundation
The Nutley Fund
The Stahl Foundation
The Tutkina Foundation
Topfer Family Foundation
UBS Financial
William Gano Houstoun Foundation
Young Men’s Business League
YMBL Peer-to-Peer Fundraising $500+

TOP 11 FUNDRAISERS

A.J. Bingham
Austin Bishop
Taylor Brown
Chris Carson
Andrew Cortes
Sam Dowd
Luke Glocks
Chandler Ludwig
Chris Miller
Patrick Olson

Jay Vaughn
Ross Abbott
Lee Ackley
Chris Aggie
Javier Alanis
Mike Alised
Abe Alvarez
Bennam Angel
Max Appaling
Geoman Armstrong
Dre Anson
Maxwell Atherton
Evan Atkinson
Joseph Auer
James Baker
Michael Banta
Alex Bartram
George Beck
Daniel Becker
Dennis Bell
John Bedkin
Clayton Boone
Stephen Borrego
Nick Bowman
Clayton Bradley
Kelly Beelvoir
Red Becker
Austin Bedefar
Ryan Buicko
Jose Burns
Michael Carcamo
Logan Carter
Alicia Carey
Tucker Carr
Chuck Cassidy
Rachelle Castille
Drew Castro
Paul Cellanelli
Victor Celania
Reed Clemens
Ryan Connon
Nicholas Constable
Kelly Cooper
Alex Connell
Raymond Cotly
Tom Covington
Andy Creel
Joshua Cruz
Carter Dean
Scott Del Rossi
Joshua Dent
Logan DeSantis
Peter Ebertado
Sam Diamond
Will Farnsworth
Erik Faede
Jordan Ferguson
Preston Flynn
Josh Fogleman
Michael Forwood
Alex Garcia
Dan Garbar
Kevin Gillmartin
JP Glancy
Dan Glass
Stephen Grant
Christopher Gunn
Salim Hojar
Cody Hsii
Michael Hanke
Jared Hamrick
Douglas Head
Bence Hargay
John Hernandez
Clinton Hill
Spencer Holbert
Adam Holcombe
Sam Hollin
Jay Horn
Reed Hunter
Casey Jachal
Nathan Jofen
Ken Johnson
Drew Johnson
Pierce Jones
Ricky Joshi
Weston Keesen
Casey Kent
Ryan Kim
John Paul Kosub
Travis Kimmage
Daniel Loden
Chris Loomis
Adam Lundstrom
Jonathan Lustrage
Tyler Luskard
Kent Larson
Sam LeFevre
Michael Linehan
James Ley
Chris Mantell
Sam Martens
Mark Martin
Blaine Martin
Quinn Martin
eil McCarthy
Keith McAlon
Chris McAllister
J COMPLETE TEAM SPONSORS:
Bingham Group
CAPTRUST
ConocoPhillips
D&M Allied
Liberty Construction
Saatva
TOTAL RAISED: $365,694
Austin Sunshine Camps gratefully acknowledges the hundreds of generous donors who have supported our mission.

We are honored to have you in the ASC family.