

2021 ANNUAL REPORT

Helping people get back on their feet

ASSOCIA  CARES[®]

A Message from the CEO

At Associa, we believe in acting on our values. That's why I'm proud that in the 15 years since its founding, Associa Cares has grown to be the leading non-profit in the community association industry. As a leader in the industry, supporting communities is part of what we do, and our values drive us to not only serve our clients, but also to support communities and residents in need.

While no one wants to be impacted by a crisis, having resources readily available is an invaluable source of comfort. We proudly provide direct financial assistance to communities and families whether they live in Associa-managed communities or not.

When natural and man-made disasters lead to homes being damaged or destroyed and lives being disrupted, Associa Cares is there to help families and communities recover as quickly as possible. Our ability to help is the result of your generous donations. Thank you for making this organization a success.



John Carona

Chairman & Chief Executive Officer
Associa

A Message from Our President

Dear Friends of Associa Cares:

The past few years have been challenging. The ongoing COVID-19 pandemic, economic disruption, inflation, droughts, wildfires, and other disasters seem to fill the headlines daily. This environment continues to create demand for the services of organizations like Associa Cares. A bright spot in such tough times is those who stepped up to help—including our employees, business partners, and friends.

Despite these hard times, Associa Cares continued its mission by distributing \$163,377 in humanitarian aid to 187 families devastated by loss and displacement and 48 organizations that serve those most impacted by disasters. Because of the support we received in 2021, we surpassed \$4.3 million in distributions to more than 3,300 families since 2007.

Over the years, donations and referrals to Associa Cares' disaster aid program from caring businesses and people like you have given thousands of victims of natural and man-made disasters a sense of community and support when they need it most. We're humbled and grateful to you for being a part of our community of caring and for providing a helping hand wherever and whenever it's needed.

The impact of Associa Cares simply wouldn't be possible without your help. Thank you!

With gratitude,



Andrew Fortin

President
Associa Cares



Andrew Fortin, Associa Cares President, at a hurricane supplies drive.

Our Mission

**To assist families and communities in crisis
as a result of natural and man-made disasters.**

About Associa Cares

Associa Cares administers funds to assist families and communities in crisis as a result of natural and man-made disasters. Relief assistance is primarily administered directly to individuals and families. In special circumstances, funds are distributed to other nonprofit organizations to support ground-level disaster recovery and rescue efforts. Associa Cares recognizes that at the core of a qualifying disaster is the direct impact on the well-being and health of the people affected. Because of this, Associa Cares provides relief to a variety of disasters.

For more information, please visit www.associacares.org, or Associa Cares' Facebook page at www.facebook.com/associacares.

“Whenever I see or hear the name ‘Associa Cares,’ I immediately experience a positive feeling and remember how generous and supportive Associa Cares was for us all.”

- Aid Recipient, Home Fire, British Columbia

Qualification Sheet

Request for Assistance: What & Who Qualifies?

Approved Natural Disasters:

| | | |
|-------------------|-----------|-----------|
| Earthquake | Hailstorm | Avalanche |
| Volcanic Eruption | Blizzard | Windstorm |
| Tsunami | Heat Wave | Wildfire |
| Drought | Cyclone | Epidemic |
| Flood | Typhoon | Lightning |
| Tornado | Hurricane | Ice Storm |

Approved Man-Made Disasters:

| | | |
|---------------------|-------------------------|------------------------|
| Bioterrorism | Flooding | Environmental Disaster |
| Radiation Emergency | Engineering Disaster | Structural Failure |
| Terrorism | Chemical Spill | Armed War/Conflict |
| Explosion | Transportation Disaster | Riot |
| Fire | Massacre | |

Non-Approved:

- Medical issues not related to one of the above approved disasters
- Sponsorship in run, swim, and bike events, unless the donation is going to families affected by an approved disaster
- Financial issues not related to one of the above approved disasters
- Requests to build a ramp or similar structure for a disabled or elderly person, unless the structure was destroyed by an approved disaster
- Damage to a vehicle from a storm (the damage must have occurred to the home)

2021 Relief Map

187 Households Supported

"Things will never be the same, but thanks to many who have come forward to help, we are slowly rising. You are so thoughtful to think of us in our time of need. Thank you for your generous support."

- Aid Recipient, Tornado, Tennessee



2021 Relief Map

187 Households Supported Locations

| | | | |
|-----------------|----|---------------|----|
| Calera | AL | Dallas | TX |
| Ohatchee | AL | Forney | TX |
| Pitt Meadows | BC | Fort Worth | TX |
| Lake Elsinore | CA | Fresno | TX |
| Napa | CA | Grand Prairie | TX |
| Millsboro | DE | Houston | TX |
| Alpharetta | GA | Humble | TX |
| Homeland | GA | Huntsville | TX |
| Nampa | ID | Industry | TX |
| Elgin | IL | Katy | TX |
| Oak Park | IL | League City | TX |
| Wauconda | IL | Lewisville | TX |
| Indianapolis | IN | McKinney | TX |
| Boxboro | MA | Missouri City | TX |
| Apex | NC | Orange | TX |
| Shamong | NJ | Palacios | TX |
| Sicklerville | NJ | Pasadena | TX |
| Spencer | OK | Plano | TX |
| Portland | OR | Richmond | TX |
| Salem | OR | Richwood | TX |
| Philadelphia | PA | Spring | TX |
| Arlington | TX | Sugarland | TX |
| Beaumont | TX | Taft | TX |
| Cedar Hill | TX | Texas City | TX |
| College Station | TX | Thrall | TX |
| Converse | TX | Waco | TX |

2021 Relief Map

48 Organizations Supported

“A heartfelt ‘thank you’ for your generosity during this challenging time. Your gift in response to the urgent needs of vulnerable youth during this pandemic means so much. These times are unprecedented, and many of the youth in our care are exceptionally vulnerable to this virus. Your commitment allows us to respond rapidly to changing situations and focus on providing vital support to youth, safely.”

- Organization Grant Recipient for Continued COVID-19 Response, Texas



2021 Relief Map

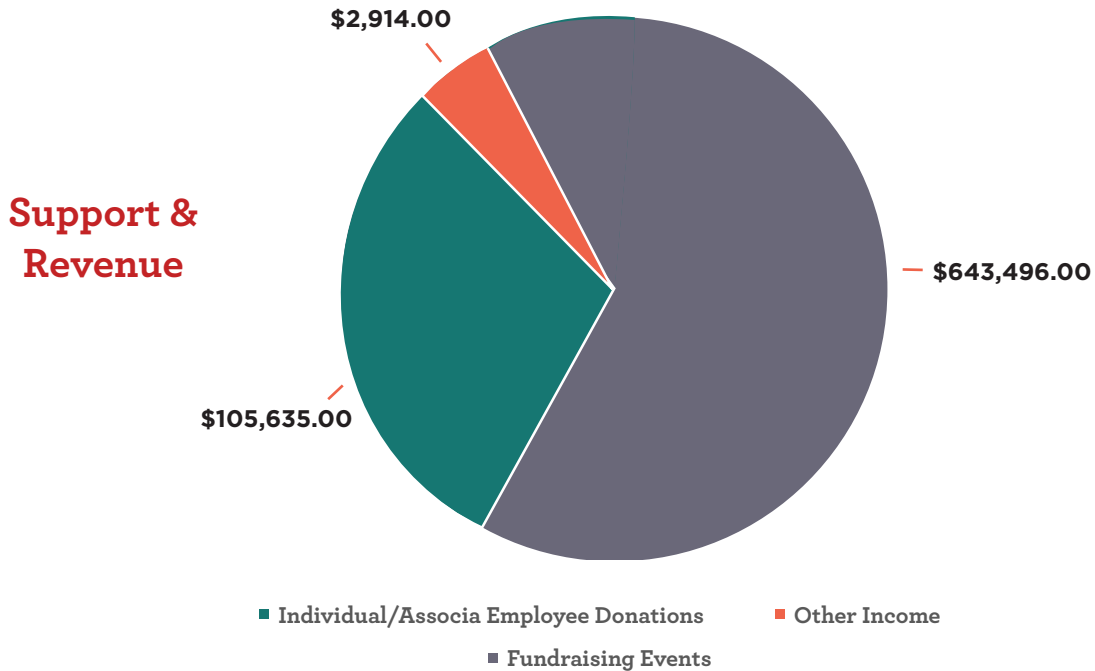
48 Organizations Supported & Locations

2 Blondes All Breed Rescue [Lakewood, CO](#)
Abbottsford Community Foundation [BC \(CANADA\)](#)
Adelante c/o Partners in Educations Foundation
for Santa Fe Public Schools [Santa Fe, NM](#)
Albuquerque Christian Children's Home
[Albuquerque, NM](#)
American Red Cross [Boone, IA](#)
Anchorage Children's Home [Panama City, FL](#)
Boys and Girls Club of the Twin Cities
[Saint Paul, MN](#)
Canadian Red Cross [Saint John, NB](#)
Child Crisis Center of El Paso [El Paso, TX](#)
Community Refugee & Immigration Services
[Columbus, OH](#)
Crisis Nursery [St. Louis, MO](#)
Dell Children's Foundation [Austin, TX](#)
Downtwon Emergency Services Center [Seattle, WA](#)
Every Child Oregon [Portland, OR](#)
Feed More - Meals on Wheels [Richmond, VA](#)
Feeding South Florida, Cynthia Barstad - Donor
Relations [Pembroke Park, FL](#)
FIND Food Bank [Indio, CA](#)
First Christian Church Edmond - Breakfast on
the Boulevard [Edmond, OK](#)
Friends of Indianapolis Dogs Outside
[Indianapolis, IN](#)
Genesis Women's Shelter & Support, Attn: Alissa
Lindsey [Dallas, TX](#)
Gleaners Community Food Bank [Detroit, MI](#)
God's Gift [Conway, SC](#)

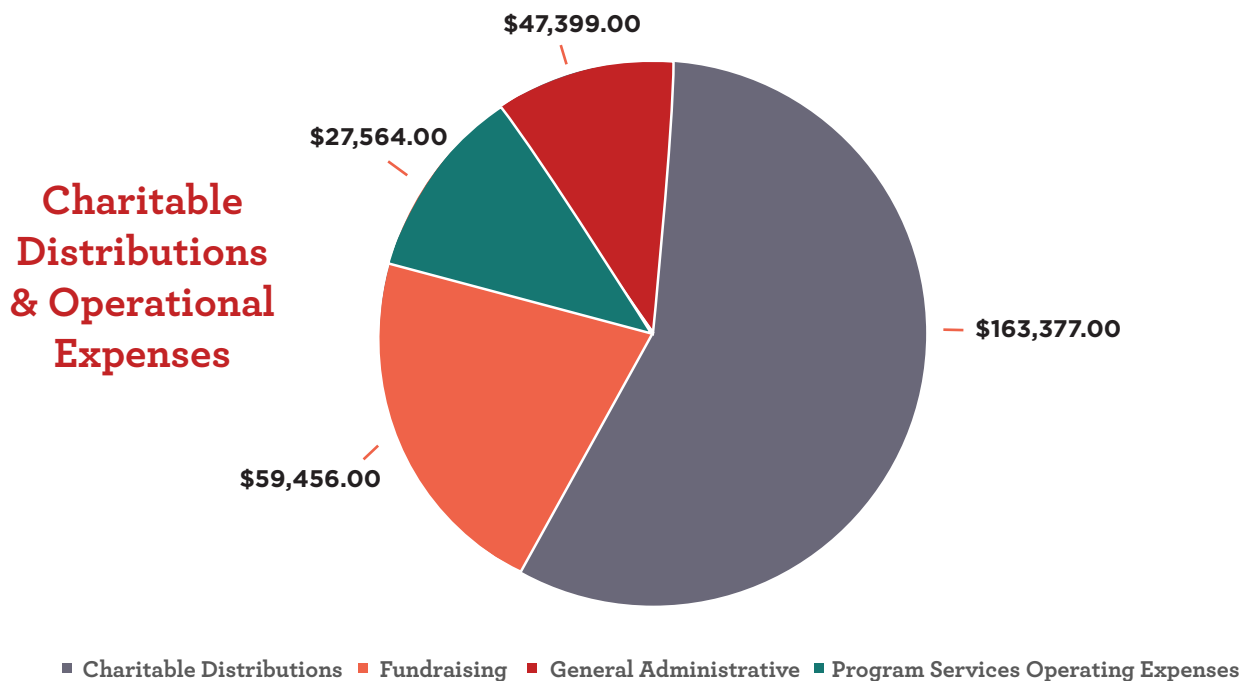
KID, Inc. [Fort Lauderdale, FL](#)
Maryland Food Bank [Baltimore, MD](#)
Mid-Ohio Food Bank [Grove City, OH](#)
Monarch Schools [San Diego, CA](#)
My Very Own Bed [Minneapolis, MN](#)
Neighbour to Neighbour Centre Hamilton
[ON \(CANADA\)](#)
North Texas Food Bank [Plano, TX](#)
OneOC [Santa Ana, CA](#)
Oxford Community Memorial and Victims Fund
[Troy, MI](#)
Plummer Youth Promise [Salem, MA](#)
Red Cross - Surrey Office [Surrey, BC \(CANADA\)](#)
Robinson Ranch [Phoenix, AZ](#)
Sahuarita Food Bank [Sahuarita, AZ](#)
San Antonio Food Bank [San Antonio, TX](#)
Spoken Word Outreach Ministries
[Poughkeepsie, NY](#)
St. John the Baptist Catholic Church [Ypsilanti, MI](#)
St. Marys Food Bank [Mississauga
ON \(CANADA\)](#)
Step 2 Reno [Reno, NV](#)
Stockton Food Bank [Stockton, CA](#)
Temecula Community Christmas Dinner
[Temecular, CA](#)
Texas Suicide Prevention Collaborative [Austin, TX](#)
The Children's Grief Center [Albuquerque, NM](#)
The Christmas Box Salt [Lake City, UT](#)
The Friends of Wake County GAL [Cary, NC](#)
The Mustard Seed [Calgary, AB \(CANADA\)](#)
Toys for Tots San Diego [San Diego, CA](#)

2021 Financial Snapshot

Revenue* - Total: \$752,045



Operating Expenses* - Total : \$297,796



* Based upon the independent, financial audit of Associa Cares' 2021 fiscal year.

Statement of Activities

Associa Cares Inc. - 2021 Financials

| | Without Donor Restrictions | With Donor Restrictions | Total |
|---|----------------------------|-------------------------|-----------------------|
| SUPPORT AND REVENUE | | | |
| Donations | \$105,635.00 | - | \$105,635.00 |
| Fundraising Event Revenue | \$643,496.00 | - | \$643,496.00 |
| Other Income | \$2,914.00 | - | \$2,914.00 |
| Net Assets Released from Restriction | - | - | - |
| Total Gross Receipts | \$752,045.00 | - | \$752,045.00 |
| EXPENSES | | | |
| Disaster Aid (Charitable Distributions) | \$163,377.00 | - | \$163,377.00 |
| Program Services Operating Expenses | \$27,564.00 | - | \$27,564.00 |
| General Administrative | \$47,399.00 | - | \$47,399.00 |
| Fundraising | \$59,456.00 | - | \$59,456.00 |
| Total Expenses | \$297,796.00 | - | \$297,796.00 |
| Change in Net Assets | \$281,228.00 | | \$281,228.00 |
| Net Assets, beginning of year | \$1,933,337.00 | - | \$1,933,337.00 |
| Net Assets, end of year | \$2,214,565.00 | - | \$2,214,565.00 |

“Since the COVID-19 pandemic began, food-insecure Marylanders have faced countless challenges. And while increased vaccination rates and re-openings across the state provide hope during these uncertain times, we must remember that hunger has been an issue long before the pandemic and is not going anywhere, anytime soon. Your support will help uphold the food bank’s status as Maryland’s food assistance safety net—a reliable resource that, because of generous donors like you, will assist hungry children, older adults, and families through all circumstances.”

- Organization Grant Recipient for Continued COVID-19 Response, Maryland

2021 Legacy Spotlight

Associa Cares receives most of its funding from events held by Associa branches across North America. From vendor speed-dating events to mini golf tournaments, Associa family members contribute time, money, and resources to make these fundraisers successful. Some branches hold annual landmark events that Associa Cares counts on to help people in need. We're proud to shine a spotlight on the Associa Community Management Corporation, Associa Select Community Services, and Legum & Norman teams. We thank them for their unwavering support of Associa Cares and ongoing work in their communities.

Branches Collaborate for Annual Vendor Fair

Associa Community Management Corporation (CMC), Associa Select Community Services (SCS), and Legum & Norman held their 14th annual Associa Cares Vendor Fair in 2021. Raising over \$200,000, the team shared that the event has come a long way since its inception in 2007.

For the first vendor fair event, the branches set a modest fundraising goal of \$50,000. That inaugural event raised \$63,500, and while the team can't recall the exact number of attendees, it certainly didn't match the 500+ attendees they get today.

The teams all admit planning and hosting fundraising events can be daunting. In 2020, when they couldn't hold their in-person annual Vendor Fair due to the COVID-19 pandemic, they discovered a solution and planned an awesome virtual event that raised \$126,000 for Associa Cares!

Event committee member Jaime Valentine shared, "Planning a vendor fair as large as ours is stressful and time-consuming, but watching the event come together and knowing how many families will receive support because of the funds we raised is incredibly rewarding. Similarly, presenting a check to a local family impacted by disaster—with no strings attached—is a truly heartwarming experience. Associa Cares gives us the opportunity to lend a helping hand to those in need simply because it's the right and caring thing to do."



CMC, SCS, & L&N 2021 Vendor Fair

2021 Legacy Spotlight

Legum & Norman Makes a Meaningful Donation

Every time the L&N team can see how they're supporting those in need, it becomes a memory that will last a lifetime. One especially meaningful donation was given to a family who didn't live in an Associa-managed community. A team member saw the family's story on the news and sprang into action. The news station arranged for the family to come to the branch office for their check presentation and featured Associa Cares and the story on the evening news. Marc McCoy, L&N president, says, "I'll never forget when the elevator door opened. The mom and dad emerged from the elevator, followed by TWELVE children—ranging in age from six months to 16 years old. It was amazing to help them."



Associa Community Management Corporation & Associa Select Community Services Give the Ultimate Christmas Gift

In December of 2021, a CMC & SCS staff member received an email from her child's school, alerting parents that one of the teachers had been the victim of a house fire. The teacher, her husband, and their three children (including one with special needs) were all displaced. The CMC & SCS teams assisted with the Associa Cares application process and personally presented a check to the teacher right before Christmas. The family was incredibly grateful for the support.

A Commitment to Associa Cares

When we asked each team what motivates them to partner with Associa Cares, they quickly cited the pride they feel in giving back to the communities where they live and work. Associa Cares fundraisers allow them to help those in need while networking with valuable partners. Fundraising for Associa Cares is a much-appreciated respite from a challenging industry. The day-to-day tasks of a property management professional can be hard and don't always feel impactful, but supporting Associa Cares always feels meaningful.

Thank you to the CMC, SCS, and L&N teams that support Associa Cares, especially these shining stars who lead the charge in planning the annual events that give hope to thousands of families:

- Debbie Smith (CMC) – 15 years
- Jaime Valentine (CMC) – 13 years
- Gabriel Hammond (L&N) – 9 years
- Carol Bhatti (L&N) – 8 years
- Bryant Phillips (CMC) – 7 years
- Kim Williams (L&N) – 7 years
- Wanda Powell (L&N) – 6 years
- Linda Blum (L&N) – 5+ years
- Lorenzo Walker (L&N) – 5+ years
- Roksana Weaver (L&N) – 5+ years
- Chris Kiefer (L&N) – 5+ years
- Elizabeth Carlisle – 1 year
- Molly Mangan – 1 year
- Tammy Groth – 1 year



2021 Associa Cares Fundraising Events

A BIG THANK YOU TO THE TEAMS BEHIND THE SCENES!

Associa Minnesota & Cities Management Virtual Vendor Fair – March 3, 2021

Wilson Blanchard Virtual Vendor Fair – March 2, 2021

Associa Northern California Virtual Vendor Fair – March 19, 2021

The Dartmouth Group 1st Annual Virtual Vendor Fair – June 2, 2021

IPM & Tons of Rentals Online Auction – June 11, 2021 – June 16, 2021

1st Annual Battle of the Branches Virtual Race – June 14, 2021 – July 14, 2021

Associa British Columbia 1st Annual Virtual Vendor Fair – June 24, 2021

HRW Annual Associa Cares Golf Tournament – June 25, 2021

SoCal Annual Associa Cares Golf Tournament – August 6, 2021

Virtual Summit Online Auction – August 23, 2021 – August 25, 2021

Legum & Norman Annual Associa Cares Golf Tournament – September 20, 2021

Maple Ridge Community Management Annual Associa Cares Golf Tournament – September 23, 2021

CASI Associa Cares Silent Auction – September 28, 2021

Homeside Properties Annual Mini Golf – September 29, 2021

LandArc Topgolf Associa Cares Event – September 29, 2021

Wilson Blanchard Virtual Event Series – October 5, 6, & 7, 2021

Community Management Corp. NJ & Associa Mid-Atlantic

Battle of the Minds Virtual Trivia – October 14, 2021

**Community Management Corporation, Select Community Services,
& Legum & Norman Annual Vendor Fair – October 20, 2021**

**Texas Live! Virtual Music Concert with PMG NTX, PMG Houston,
Associa Hill Country, Somerset, and HCMS – October 21, 2021**

Legum & Norman Resorts Annual Golf Tournament – October 29, 2021

Associa Gulf Coast & Sandcastle 1st Annual Tee-Up Fore Cares Mini Golf Event – November 4, 2021

Desert Resorts Management Annual Charity Golf Tournament – December 6, 2021

A Look Back at 2021 Events

We teamed up with Associa employees, Associa branches, and vendors to host events in both the virtual and in-person setting to ensure enough resources were raised to provide aid to families and organizations in need.



Texas Live Event
Country Music
Artist, Jack Ingram



SOCAL Golf Tournament



Tee Up Fore Cares Mini Golf Event
Associa Gulf Coast & Sandcastle



A non-profit 501(c)3 organization.

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