

Annual  
Report  
2021



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## FOUNDATION MISSION

The NCSL Foundation for State Legislatures is committed to the important work of strengthening state legislatures, counteracting cynicism and distrust of the legislative process, and helping lawmakers confront and solve the critical issues of our time through a public–private dialogue.

## FOUNDATION MESSAGE

The NCSL Foundation for State Legislatures exists to enhance NCSL’s services to strengthen all state legislatures. The Foundation is sponsored by a distinguished group of leaders who represent the nation’s most prestigious and influential corporations, unions, non–profits and associations. None of this work would be possible without the continued support and dedication of the Foundation Board of Directors and our Foundation sponsors. Your generous support has allowed the Foundation to provide \$3,007,500 along with \$1,005,950 in supplemental grants to NCSL for projects and activities. Awards to NCSL for fiscal year 2021 totaled \$1,477,400.



## EXECUTIVE DIRECTOR'S MESSAGE

### DEAR FOUNDATION SPONSORS,

Your support of the NCSL Foundation is critical for NCSL to accomplish its mission of strengthening state legislatures. Foundation grants to NCSL underwrite numerous vital activities. Because of the Foundation, NCSL can delve deeply into complex policy issues facing lawmakers and provide high-level professional development to legislators and staff. Simply put, we rely heavily on you. And our gratitude is immense. Thank you.

Awards from the Foundation in fiscal year 2021 allowed NCSL to bolster activities and research initiatives on COVID-19, remote legislatures, outreach to new lawmakers and much more. Support for the Leaders' Center, legislative training and legislative staff services remained at a high level as well.

This past year, NCSL shifted to online learning experiences such as NCSL Base Camp, the State Legislatures News website and increased webinar and podcast activity to broadly reach our constituents. All were successful endeavors. In addition, NCSL hosted two smaller legislative leader events—one in Miami and one in Puerto Rico. There are too many Foundation-sponsored successes to list here, so a detailed list of all the awards are provided in this report.

We greatly appreciate your commitment to the NCSL mission. Thank you so very much for your sponsorship and for making NCSL the premier bipartisan organization of the 50 states and the territories.

Sincerely,

A handwritten signature in black ink that reads "Tim Storey". The signature is written in a cursive, flowing style.

**Tim Storey**

*Chief Executive Officer,*

*National Conference of State Legislatures*



## PRESIDENT'S MESSAGE

### DEAR FOUNDATION SPONSORS,

I am excited to report the NCSL Foundation raised a record \$3,007,500 last year, overwhelmingly exceeding its goal of \$2,050,000. Despite a year full of challenges, the Foundation offered many opportunities for sponsors—from the inaugural NCSL Base Camp to Legislative Leaders Symposiums—to networking with legislative leaders, legislators and key legislative staff.

Foundation hosted private sector networking opportunities—both virtual and in person—by way of happy hours, luncheons, receptions and dinners with NCSL Standing Committee members, members of the NCSL Executive Committee, and other key legislators and staff from across the country. A full listing of all offered events is available in this report. We continue to look forward to offering more opportunities for sponsors to engage with our constituents.

Despite COVID's disruption, participation in the Foundation remained strong. Sponsorship stayed steady with 211 sponsors, including 37 new sponsors this year. Our highest levels of engagement saw unprecedented growth as we successfully introduced the new Capitol Circle level. Five sponsors upgraded to this top level while we welcomed 11 new sponsors at the Platinum level and three additional upgrades from the gold level.

Your generosity allowed the Foundation to exceed its goals. The board of directors had the pleasure of approving more than \$1 million in supplemental awards beyond the \$1.4 million in planned awards to NCSL programs. Total support provided directly to NCSL was more than \$2.4 million.

I sincerely appreciate your continued support and I'm honored to serve as your president. As you look through this year's annual report, I encourage you to find ways to participate at the highest possible level and share feedback on how we can provide value for your investment.

Thank you for helping us strengthen state legislatures through a public private dialogue.

A handwritten signature in black ink, appearing to read 'Leroy Garcia', with a stylized flourish at the end.

**Leroy Garcia**

*Senate President, Colorado*

*Foundation for State Legislatures, 2020-2021*



## AWARDS VIDEO

Watch our video for more information on how the Foundation supports the work of NCSL.

## AWARDS OVERVIEW

### ACTIVITIES

|  |                    |
|--|--------------------|
| Center for Ethics in Government .....            | \$225,000          |
| Center for Legislative Strengthening.....        | \$200,000          |
| Leaders' Programs.....                           | \$200,000          |
| Legislator and Legislative Staff Engagement..... | \$200,000          |
| Quad Caucus & Women's Legislative Network.....   | \$150,000          |
| Legislative Professional Development.....        | \$100,000          |
| Challenge Grants.....                            | \$70,000           |
| Database Research Development.....               | \$60,000           |
| Legislative Staff Management Institute.....      | \$50,000           |
| Our American States.....                         | \$32,000           |
| Partnerships in Parliament German Exchange.....  | \$25,000           |
| KnowWho Database .....                           | \$10,000           |
| <b>■ Award Subtotal.....</b>                     | <b>\$1,422,000</b> |

### SUPPLEMENTAL AWARDS

|   |                    |
|---|--------------------|
| NCSL Legislative Summit Networking Support..... | \$275,000          |
| Content Consultant.....                         | \$93,500           |
| Expand Graphic Design Capacity.....             | \$82,500           |
| Leadership Chiefs of Staff.....                 | \$82,500           |
| Membership Technology Software .....            | \$82,500           |
| Staff Directors Meeting.....                    | \$82,500           |
| Recruiting and Hiring Evaluation .....          | \$66,000           |
| Civil and Bipartisan Conversations.....         | \$55,000           |
| Program Support Interns.....                    | \$48,950           |
| Intergovernmental Cooperation.....              | \$44,000           |
| NCSL Base Camp .....                            | \$44,000           |
| District Information Online Portal .....        | \$38,500           |
| Civility in Legislative Process.....            | \$11,000           |
| <b>■ Supplemental Award Subtotal.....</b>       | <b>\$1,005,950</b> |

**Total Support to NCSL .....** **\$2,247,950**

*“Since 1984,  
the Foundation  
has transferred  
and awarded more  
than \$28 million  
to NCSL.”*

## AWARD DESCRIPTIONS

### **CENTER FOR ETHICS IN GOVERNMENT: \$225,000**

Since its inception in 1999, the mission of the Center for Ethics in Government is to champion ethical standards and practices for legislators, legislative staff and advocates in the legislative process. The center has grown since then to become the source on state ethics laws for state legislators and legislative staff. The center offers a program of value-based ethics training in which we provide ethics training for our constituents and, often, other organizations. Our research covers seven broad areas: conflicts of interest, financial disclosure, gift restrictions, lobbyist regulation, ethics commissions, ethics committees and staff ethics. The funding covers training/facilitating for legislators and staff, website maintenance and updates and related research.

### **CENTER FOR LEGISLATIVE STRENGTHENING: \$200,000**

The Center for Legislative Strengthening is focused on supporting a core tenet of NCSL's mission: improving the quality and effectiveness of state legislatures. The Foundation's fiscal year 2021 award will allow the Center to continue to offer NCSL's members crucial data, key

insights and best practices in organizational and staff management, legislative operations and procedures, and institutional technical assistance and consulting services. In addition, in the coming year, the Center will continue to increase awareness of and prompt discussion about trends, innovations and events that impact legislative operations, prerogatives and power. Finally, the Center will bolster resources and information-sharing for legislators, staff and partners around continuity of government during an emergency—crucial information in a time when our constituents need it the most.

### **LEADERS' PROGRAM: \$200,000**

This award supports the NCSL Leaders' Center, which provides legislative leaders with specialized products and services including high-caliber training, timely public policy briefings and innovative ideas to effectively lead legislative chambers. Specifically, the award supports two symposiums, an Emerging Leaders program and the development and delivery of programs for targeted groups of leaders. For fiscal year 2021, we are planning two symposiums (in December and June), a New Leaders Workshop following the election, an Emerging Leaders program in spring 2021, and outreach

activities throughout fall 2020. We also plan to use part of this award for continued communication, outreach and specialized leadership projects throughout the fiscal year.

### **LEGISLATOR AND LEGISLATIVE STAFF ENGAGEMENT: \$200,000**

Engaging state legislators and legislative staff is one of NCSL's most critical functions. We work year-round to build our constituents' awareness of NCSL's services, from policy information and expert assistance to networking opportunities and professional development. The messages in our print and digital communications are supported and complemented by the work of NCSL staff liaisons to each state and the State Coordinators, legislators who serve as NCSL's ambassadors in their states.

The NCSL Foundation award will allow us to create printed materials to welcome new legislators elected in November 2020 and to strengthen NCSL's brand across our platforms. NCSL will host Legislative Staff Week twice a year and produce dedicated content for legislative staff and highlight the NCSL resources available to them as members. The NCSL Foundation support allows us to be flexible and nimble

in developing new content and strategies for engaging our members throughout the year. This award will also support NCSL staff travel to state capitols for policy assistance, professional development training and relationship-building, as travel restrictions allow.

**QUAD CAUCUS & WOMEN'S LEGISLATIVE NETWORK: \$150,000**

NCSL provides staff support to the Women's Legislative Network and the Quad Caucus. The groups operate independently of each other. The networks and relationships supported in both groups increase diversity in legislatures and promote NCSL's commitment to diversity, equity and inclusion. The Women's Legislative Network represents 2,145 women and 29% of all state legislators. The Quad Caucus represents approximately 1,300 legislators of color, or 20% of NCSL's members. During this unprecedented time in our country's history, support to both groups continues to offer a unique opportunity to strengthen NCSL's virtual programs, research and response to a shifting climate. The Women's Legislative Network and the Quad Caucus request continued general operating support to continue building the network

and relationships among the groups. The Quad Caucus refers to the National Black Caucus of State Legislators (NBCSL), the National Hispanic Caucus of State Legislators (NHCSL), the National Asian Pacific American Caucus of State Legislators (NAPACSL) and the National Caucus of Native American State Legislators (NCNASL).

**LEGISLATIVE PROFESSIONAL DEVELOPMENT: \$100,000**

This award supports NCSL's professional development and training work, which provides legislators and legislative staff with specialized services including high-caliber in-state training, expert facilitation and strategic planning guidance and timely professional development skills. Specifically, the award supports development of new programs, materials and travel costs to deliver training in the states and at NCSL events. For FY 2021, we anticipate an increase in demand for virtual delivery, though expect travel to states as well, especially for orientations following the election. We also expect to refine and recreate some programs for new legislators.

**LEGISLATIVE STAFF SERVICES: \$100,000**

This award provides support to NCSL's Legislative Staff Services Program, which provides strategic, programmatic and administrative support to the professional staff associations of NCSL, carries out the priorities and projects for NCSL's staff chair and the Legislative Staff Coordinating Committee (LSCC) and delivers many of the professional development programs specifically designed for legislative staff. The FY 2021 programs include the 2020 Legislative Staff Management Institute, the new Legislative Staff Certificate Program and the continued development of a staff directors' network with targeted professional development for these directors.

**LEGISLATIVE STAFF SERVICES: \$100,000**

This award supports NCSL's Legislative Staff Services program, which provides strategic, programmatic and administrative support to the professional staff associations of NCSL and many of the professional development programs specifically designed for legislative staff. The programs include the Legislative Staff Management Institute, the Senior Staff Leadership Development Program, the Legislative Staff Certificate Program and the staff directors' network.

### **CHALLENGE GRANTS: \$70,000**

This award will support the entrepreneurial spirit of NCSL staff, who are challenged to develop innovative ideas to expand services and support legislators and legislative staff in the 50 states and territories. Strong consideration will be given to proposals that not only expand services but also generate revenue. Proposals will be submitted to the NCSL executive director and approved at his discretion.

### **DATABASE AND RESEARCH DEVELOPMENT: \$60,000**

This award will allow NCSL to expand the development of online databases on key policy topics. Having access to the full text of state and federal legislation through LexisNexis State Net will also enhance NCSL research resources overall in responding to research requests, preparing articles, blogs, briefs and other publications while developing pending and enacted legislation summaries.

### **LEGISLATIVE STAFF MANAGEMENT INSTITUTE: \$50,000**

Since 1990, NCSL has offered the Legislative Staff Management Institute (LSMI), the premier leadership and

management development program for America's leading legislative staffers. The Foundation's assistance enables NCSL to discount the tuition for senior legislative staff attending this executive management program. NCSL partners with the University of Southern California's Sol Price School of Public Policy and the Center for California Studies at California State University-Sacramento, to administer the Institute. Plans are underway for the 2020 program, which will be held online during the month of August. This is the first time in the history of LSMI that it will be held in a completely virtual format.

### **OUR AMERICAN STATES: \$32,000**

This Foundation award provides funding for NCSL's "Our American States" podcast. The podcast, which is produced three times a month, provides legislators, legislative staff and Foundation sponsors with focused, bipartisan conversations on key public policy issues, leadership and the business of legislatures. In FY 2021 we expect a continued focus on how states are coping with the COVID-19 pandemic. NCSL produced more than a dozen podcasts on the subject in FY 2020—including interviews

with former Florida Governor Jeb Bush and Americans With Disabilities Act author former Senator Tom Harkin—and we expect to stay with that theme on many of the podcasts through the new fiscal year. We are also working on some potential partnerships to help broaden the coverage and discuss more on leadership challenges. Overall, the podcast, with an audience of more than 2,000 listeners for each episode, provides another channel in which NCSL members can stay up to date.

### **PARTNERSHIPS IN PARLIAMENT GERMAN EXCHANGE: \$25,000**

This award supports the International Program's exchange agreement with the PoP (Partnership of Parliaments). Every other year, a delegation of PoP members visits the U.S. (typically in October/November of an election year) to make connections and have fruitful exchanges with state legislators on various topics. In the opposite years, NCSL sends a delegation of state legislators to Germany. The long-standing exchange agreement has been that the organization (NCSL or PoP) covers airfare, lodging and transportation costs for a small delegation (~12 participants) for their week visit. This

grant will be used to host our foreign partners and colleagues in up to two states while providing the opportunity to teach them about American elections.

The German delegation PoP award was postponed due to the COVID-19 pandemic.

#### **KNOWWHO: \$10,000**

The KnowWho data we receive helps support our new constituent database with weekly feeds and keeps our legislator information including party, chamber, state and district up-to-date especially in an election year.

## **SUPPLEMENTAL AWARDS**

### **NCSL LEGISLATIVE SUMMIT NETWORKING SUPPORT: \$275,000**

The 2021 Legislative Summit in Tampa, Fla., will be the first large gathering of state legislators and staff since the Nashville NCSL Legislative Summit in 2019. During this 25-month hiatus caused by the pandemic, NCSL members have shared their interest in making sure we have networking opportunities available at this year's Legislative Summit. Following several months of online calls, we understand there is online-meeting fatigue. We also know, based on survey responses from previous meetings, that our members rate networking as the number one reason to attend meetings.

Since the organization had to quickly move the event to November this year, we did not feel it was proper to ask the host state legislature to do fundraising for the event. As a result, NCSL is assuming costs normally absorbed by a host state, such as social events, transportation, volunteers, etc. To ensure networking opportunities for NCSL members at the meeting, this award will be used to partially fund two

social events--an opening reception and a larger, more traditional event the following night. NCSL will supplement this award with additional targeted fundraising.

### **CONTENT PRODUCTION CONSULTANT: \$93,500**

NCSL produces a tremendous amount of video content each year. That content grew exponentially during the pandemic. While work is currently good and informative, NCSL realizes that there is significant competition for the attention of the legislative audience. Quality and style make a huge difference when it comes to communicating complex policy issues and concepts. With this award, NCSL will work with consultants to analyze current products and receive guidance on how to enhance the many products that staff complete to respond to the needs of legislatures.

A new component of the NCSL website is being created to better package NCSL online presentations (often in video format) and help members find information that meets their needs. With the rapid development of these web pages, it marks a timely opportunity to produce new, more polished and creative products, that will resonate

with users. This award will help NCSL evaluate its current capabilities and explore options to producing highly engaging content on policy issues and for professional development and training.

#### **EXPAND GRAPHIC DESIGN CAPACITY: \$82,500**

NCSL is constantly examining services and capacity to meet the needs of the organization, externally and internally. NCSL has determined that there is a significant lack of graphic design capability that needs to be addressed.

With supplemental graphic design services, NCSL will be able to create infographics and other data visualization products to communicate and distill complex concepts. Added infographics and more overall visual appeal to NCSL resources would allow the organization to highlight key policy research takeaways and increase comprehension. This grant would enable NCSL to contract with a group or individual so that the Conference can do a more effective job in visual communications.

#### **LEADERSHIP CHIEF OF STAFF: \$82,500**

This award is for the NCSL Leaders' Center and Legislative Staff Services team to create a first-of-its-kind Chiefs of Staff program. The award enables the development and delivery of programs, services and materials for top-level chiefs of staff to presiding officers on a continuous basis throughout FY22. The main deliverable will be a meeting in September 2021 to bring top leadership chiefs together for professional development to better prepare them to effectively manage and lead in the legislative environment. Additionally, we will follow-up with the chiefs by creating a networking group to provide additional opportunities and resources to help them operate as a top leadership staffer.

#### **MEMBERSHIP TECHNOLOGY SOFTWARE: \$82,500**

This award funds a review of NCSL's association management system to assess its ability to meet our organization's capacity to engage with our members. The review will ensure NCSL has the correct AMS software, structure, processes and tools needed to support our unique membership organization. Key components to

review include the contact database, communication functionality, event management and ticketing, financial management, reporting and content management.

#### **STAFF DIRECTORS MEETING: \$82,500**

NCSL seeks to engage legislative staff directors, who are the top staff decision-makers and leaders in either a centralized agency or legislative chamber, by providing targeted professional development and opportunities for networking. This award will support a program for the directors at the 2021 Legislative Summit in Tampa, Fla., as well as an experiential leadership development program in late Spring 2022.

#### **RECRUITING AND HIRING EVALUATION: \$66,000**

The Foundation award will fund a consultant to assist in reviewing and revising current recruitment and hiring practices needed to attract and retain a diverse workforce in a competitive environment. A strategic plan of action is critical to properly fulfill the staffing needs of NCSL. Our plan will focus on several proven elements including:

- Reviewing/developing a hiring strategy.
- Promoting our employer brand.
- Integrating diversity and inclusion.
- Using applicant tracking software.

### **CIVIL AND BIPARTISAN CONVERSATIONS: \$55,000**

NCSL’s officers have expressed concerns about the growing incivility in American society and how it is showing up in legislatures. Issues are so heated that too often decorum breaks down and even legislators stop truly listening to each other. It is a serious threat to the legislative institution. This funding will support one program to demonstrate that legislators and others can discuss controversial issues without devolving into incivility that does long term damage. NCSL will identify guidelines, specific to legislative conversations, for listening to and understanding opposing views especially when it is most difficult.

### **PROGRAM SUPPORT INTERNS: \$48,950**

The Foundation award will support eight hourly interns for a semester at NCSL. Internships are critical to gaining experience and developing the skills needed to secure a full-time job offer after graduation. The NCSL internship program provides students a meaningful experience in various research content areas, introduction, and access to a professional network, and facilitates career exploration in the legislative institution and research arena. Interns have become essential for NCSL to help meet increased demand by legislatures for research.

### **NCSL BASE CAMP: \$44,000**

During the pandemic, NCSL created NCSL Base Camp 2020, a three-day online experience to allow state legislators, staff, foundation members and others to get updates on the latest policy issues and get professional development. More than 1,200 people from all 50 states and a few foreign countries attended the event. The largest group of attendees were legislative staff, making up 47% of the audience. Based on its success, NCSL is returning the event to its calendar.

Foundation funding for this event will pay for the cost of the production platform. In 2020, an incredible 95% of survey respondents said the platform was “excellent” or “good.” Based on that reaction, we believe it is prudent to continue with the same provider. Registration fees and sponsorships are expected to cover speaker fees, video production, marketing outreach and miscellaneous expenses, such as credit card fees.

### **INTERGOVERNMENTAL COOPERATION: \$44,000**

Since 1967, the National Academy of Public Administration (NAPA) has served as a congressionally chartered, nonpartisan, nonprofit Academy focused on providing advice to government leaders in building and managing more effective, efficient, equitable, accountable, and transparent organizations. In partnership with the National Association of Counties, NCSL will support the establishment of a new Center for Intergovernmental Studies with NAPA to serve as a national forum for dialogue and problem-solving on intergovernmental issues. Based on the former Advisory Commission on Intergovernmental Relations, which operated from 1959

through 1996, the new entity would bring federal, state, local and tribal officials together to focus on cross-cutting issues, including fiscal, grants management, program design, regulatory, and related matters. This includes outreach and collaboration of federal executive and legislative branches. Part of the grant will be used to underwrite direct participation of NCSL members in the Center's work.

#### **DISTRICT INFORMATION ONLINE PORTAL: \$38,500**

This award supports the development of individual, interactive state legislator district profiles that will be displayed on NCSL's website. Through a partnership with Quorum, NCSL's Center for Legislative Strengthening staff will create the profiles using district demographic and other data and ensure easy access and navigation of the information for NCSL's constituents.

#### **CIVILITY IN THE LEGISLATIVE PROCESS: \$11,000**

This award allows the Center for Legislative Strengthening (CLS) staff to interview key constituents across the country to gather their experiences with civility and civil discourse. The interviews will form the basis of a story bank of successes and barriers to legislative civility. The story bank will complement a compilation of constitutional provisions, statutes, rules, traditions, and practices that guide legislative civility. Eventually both will be displayed on NCSL's website and in other materials.

## 2021 EVENTS & ACTIVITIES: JULY 1, 2020 – JUNE 30, 2021



NCSL Foundation board of directors, NCSL staff and Foundation sponsors gathering over Zoom for the NCSL Foundation board meeting in July 2020.



Because of the pandemic's shutdown of in-person meetings in 2020, NCSL launched Base Camp, a three-day, online-only meeting to provide legislators and legislative staff the same networking and educational opportunities that NCSL's Legislative Summit would have.



NCSL CEO Tim Storey, bottom left, chats with actor Chris Evans and his partners and co-founders Joe Kiani and Mark Kassen about A Starting Point, their website promoting civil and civic engagement, during Base Camp in September 2020.

SPONSORS HIGHLIGHTED IN THE FOLLOWING FOUR WEBINARS:

### COVID-19 MORTGAGE AND FORECLOSURE ISSUES

July 8, 2020 | Online

### COVID-19 LENDING TO AMERICAN CONSUMERS

July 15, 2020 | Online

### ADA30 – THE PAST, PRESENT & FUTURE OF THE WORKPLACE

July 21, 2020 | Online

### COVID-19 – CREDIT REPORTING

July 29, 2020 | Online

### NCSL FOUNDATION BOARD MEETING

July 31, 2020 | Online

### NCSL LEADERSHIP SPEAKERS SERIES

Summer 2020 | Online

### NCSL BASE CAMP

Sept. 15–17, 2020 | Online

### NCSL FOUNDATION ELECTION RECAP

Nov. 10, 2020 | Online



Leaders at the 2020 symposium take in a presentation and fresh air during a session in Key Biscayne, Fla.



Foundation sponsors, from left, Michael Behm, Robert Williams and Pablo Benavente, as well as Foundation board member Rep. Kurt Daudt, network at the Leaders Symposium in Puerto Rico in May.



Attendees of the May Leaders Symposium in Puerto Rico enjoy an alfresco dinner after a day of informational presentations.

**NCSL STANDING COMMITTEE PRIORITY SETTING CALLS**

Fall 2020 | Online

**NCSL LEADERS SYMPOSIUM**

Dec. 14-16, 2020 | Key Biscayne, Fla.

**NCSL OFFICERS ROUNDTABLE**

Dec. 21, 2021 | Online

**NCSL FOUNDATION BOARD MEETING**

Feb. 5, 2021 | Online

**NCSL EXECUTIVE COMMITTEE MEETING**

May 21-22, 2021 | San Juan, Puerto Rico

**NCSL LEADERS SYMPOSIUM**

May 22-25, 2021 | San Juan, Puerto Rico

The NCSL Foundation for State Legislature's volunteer board of directors is made up of corporate and union executives as well as state legislative leaders and senior legislative staff.

## 2020-2021 BOARD OF DIRECTORS



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RELX Inc.  
Reynolds American Inc.  
Roche Diagnostics  
Rock Central  
Smile Direct Club  
State & Federal Communications, Inc.  
State Farm Insurance Companies  
State Government Affairs Council  
TIAA  
Turo  
Verizon  
Viatris  
Visa  
Vistra Corp.  
Western Governors University

## GOLD SPONSORS

AARP  
AbbVie  
ADM  
Advanced Energy Economy  
The Advocacy Group (TAG)/FOCUS,  
a Leonine Business  
Alzheimer's Association  
American Association for Justice  
American Association of Nurse Practitioners  
American Bankers Association  
American College of Cardiology  
American Council of Life Insurers  
American Express  
American Federation of State, County  
& Municipal Employees  
American Federation of Teachers  
American Fuel & Petrochemical Manufacturers  
American Gas Association  
American Institute of CPAs  
American Institutes for Research  
American Optometric Association  
American Physical Therapy Association  
American Property Casualty Insurance Association  
American Public Power Association  
American Society of Civil Engineers  
Associated Builders and Contractors  
Bank of America  
Bayer HealthCare Pharmaceuticals  
Best Buy  
Biotechnology Innovation Organization (BIO)  
Boehringer Ingelheim  
Catalyst  
Center for Growth and Opportunity

Coalition of State Rheumatology Organizations  
The College Board  
Consumer Data Industry Association  
Consumer Technology Association  
Cox Communications, Inc.  
CTIA-The Wireless Association  
CVS Health  
Deloitte  
Design-Build Institute of America  
EdChoice  
Edison Electric Institute  
Foundation for Individual Rights in Education  
Fox Corporation  
GlaxoSmithKline  
goPuff  
HIMSS  
IBM  
Information Technology Industry Council (ITI)  
International Code Council  
International Paper  
Johnson & Johnson  
Kimberly-Clark  
The Leukemia & Lymphoma Society  
LexisNexis State Net  
Mallinckrodt Pharmaceuticals  
Management & Training Corporation  
MasterCard Worldwide  
McKesson Specialty Health  
Merck  
Microsoft  
MultiState Associates  
National Association of State Procurement Officials  
NEC Corporation of America  
NWEA  
Orchard Therapeutics

PayPal  
Pearson  
The Pew Charitable Trusts  
Pharmaceutical Care Management Association  
(PCMA)  
Rare Access Action Project  
Reason Foundation  
Red Bull  
Sage Therapeutics  
SAIM Coalition  
Salesforce  
Salt River Project  
Sanofi  
SAS Institute  
Sazerac  
Security Finance  
Share Our Strength  
Siemens  
Society for Human Resource Management  
Sodexo  
Sourcewell  
Southern California Edison  
Stateside  
Target  
T-Mobile  
Ultragenyx  
UPS  
Waste Management  
Waymo  
Weedmaps  
Wells Fargo  
West, A Thomson Reuters Business

## SILVER SPONSORS

AAA  
Advantage Capital  
Aflac  
Agrium  
Air-Conditioning, Heating,  
and Refrigeration Institute  
America's Health Insurance Plans  
American Chemistry Council  
American Clean Power Association  
American Electric Power  
American Financial Services Association  
American Heart Association  
American Hospital Association  
American Hotel & Lodging Association  
Aqua America  
Association of Unmanned Vehicle Systems  
International (AUVSI)  
Association of American Railroads  
Axon  
BlueCross BlueShield Association  
BOMA International  
Boston Scientific  
BSA | The Software Alliance  
Campaign for Transformative Therapies  
CEDIA  
Change Healthcare  
Consumer Healthcare Products Association  
Cummins  
Diageo  
Dominion Energy, Inc.  
eBay Inc.  
Educational Testing Service  
Enterprise Holdings  
Equifax, Inc.  
Ernst & Young  
ExxonMobil  
GoodRX  
Gulfstream Aerospace Corporation  
H&R Block  
Hallmark Cards  
Helicopter Association International  
Horizon Therapeutics  
The Humane Society of the United States  
International Association of Amusement Parks  
Johnson Controls  
JPMorgan Chase & Co.  
MAGNA International  
McGuireWoods Consulting  
McLane Company, Inc.  
Molina Healthcare  
Motorola Solutions  
National Marine Manufacturers Association  
National Retail Federation  
New York Life Insurance Company  
Nike  
Northrop Grumman  
Novo Nordisk  
Philips Healthcare  
Responsibility.org  
Broadcasting and Communications Association  
Schneider Electric  
Securities Industry and Financial Markets  
Association  
Service Employees International Union  
TC Energy  
Tucson Electric Power  
University of Phoenix  
U.S. Tire Manufacturers Association

## ACTUAL EXPENSES, REVENUES AND CONTRIBUTIONS

### OPERATING EXPENSES

|                             |           |
|-----------------------------|-----------|
| Salaries and Benefits ..... | \$403,047 |
| Operating Costs.....        | \$174,444 |

**Total Expenses ..... \$577,491**

### REVENUES

|                                  |             |
|----------------------------------|-------------|
| Unrestricted Contributions ..... | \$3,007,500 |
|----------------------------------|-------------|

**Total Revenues ..... \$3,007,500**

### AWARDS

|                                  |             |
|----------------------------------|-------------|
| Unrestricted Awards to NCSL..... | \$2,427,949 |
|----------------------------------|-------------|

**Total Awards ..... \$2,427,949**

### CONTRIBUTIONS

During FY 2021, 212 contributions were received as follows:

|                      |                             |
|----------------------|-----------------------------|
| Capitol Circle ..... | 2 @ \$50,000+ = \$55,000    |
| Platinum.....        | 53 @ \$25,000 = \$1,325,000 |
| Gold.....            | 89 @ \$12,500 = \$1,117,500 |
| Silver.....          | 68 @ \$7,500 = \$510,000    |

**Total Contributor Support ..... \$3,007,500**

# Annual Report 2021



## NCSL FOUNDATION STAFF

**Tim Storey**  
Chief Executive Officer, NCSL

**Caroline Carlson**  
Director of Foundation Programs

**Kevin Pula**  
Development Manager

**Judy Castaneda**  
Senior Staff Coordinator