A Letter From the Executive Director

It is not the critic who counts; not the man who points out how the strong man stumbles, or where the doer of deeds could have done them better. The credit belongs to the man who is actually in the arena, whose face is marred by dust and sweat and blood; who strives valiantly; who errs, who comes short again and again, because there is no effort without error and shortcoming; but who does actually strive to do the deeds; who knows great enthusiasms, the great devotions; who spends himself in a worthy cause; who at the best knows in the end the triumph of high achievement, and who at the worst, if he fails, at least fails while daring greatly, so that his place shall never be with those cold and timid souls who neither know victory nor defeat.

- Theodore Roosevelt

You are the men and women in the arena: dedicated individuals who have shown up and given your all, each and every day during this time of pandemic. Despite naysayers, unfamiliar protocols and paraphernalia, and your own comfort and well-being, you have kept your schools alive and your students engaged. You have acquired new skills, adapted to new normals, juggled multiple modalities, and pivoted more times than you care to remember. You have dared greatly during this unprecedented time of uncertainty and proven, time and again, to yourself and others, that independent school educators have grit, courage, determination, and grace. These qualities have allowed you to serve your communities well and been a testament to who you really are, down deep, and why you do what you do. On behalf of the NCAIS Team, I am honored to have played a small, supporting part in your heroism. Those of us at NCAIS are proud to work with you and stand in awe of all you’ve accomplished in the last year despite extraordinary circumstances.

[Signature]

Linda D. Nelson
PROGRAM HIGHLIGHTS

PROFESSIONAL DEVELOPMENT

A significant portion of NCAIS’s revenue is generated through professional development offerings. As a core commitment, we strive to offer leading edge opportunities with our workshops and conferences. During the 2020-2021 school year, NCAIS offered 26 events, a combination of one-day and multi-day platforms, with 2,966 participants. 87 NCAIS schools and 37 guest organizations attended events during the year. Additionally, we offered monthly virtual cohort meetings for 15 constituent groups.

LEGISLATIVE UPDATE

The NCAIS Legislative year ended on a much-anticipated note. The Legislature passed HB 78 which revised testing requirements for private schools to include competency-based assessments such as the PSAT, SAT, PreACT and ACT in grades 9-12. This change provides NCAIS schools with the freedom to select the most appropriate and useful standardized assessments for their students. Other legislative matters focused primarily on COVID relief programs, several of which were utilized by NCAIS schools, and budget negotiations. NCAIS lobbyists, Dave Horne and Josh Grant, continue to provide invaluable services and guidance to NCAIS and their efforts and expertise are greatly appreciated.

*Note: The 2020-2021 Revenue Surplus was considerably higher than in previous years due to the overwhelming national success of our online course for teachers transitioning from in-person to virtual instruction entitled Reimagining School. We also received funding from two COVID relief programs available to nonprofit organizations: the Employee Retention Tax Credit and the NC Job Retention Grant.

FINANCIAL SUMMARY

- Total Operating Revenue: $1,098,785
- Total Operating Expenses: $910,858
- Net Operating Income: $187,927

Operating Revenue

- Dues: 35%
- Programs: 42%
- NCAIS Advantage: 15%
- Corporate Support: 8%

Operating Expenses

- Personnel: 55%
- Programs: 19%
- Administrative: 9%
- NCAIS Advantage: 17%
2020-2021 ANNUAL SUPPORTERS

A.W.G. Dewar, Inc.
Apply Here First
Brown Edwards & Company
Budd Group (The)
CBIZ
Cetera Investors
CG Financial
Constangy, Brooks, Smith & Prophete, LLP
Edifice, Inc

FACTS Management
Finalsite
First Tryon Securities, LLC
Flik Independent School Dining
GreerWalker, LLP
Independent School Management
JSCM Group
Little Diversified
Paymerang
Marsh & McLennan Agency

Proactive Chiropractic
Rhodes Branding
Southern Teachers Agency
Stifel
Tower Bridge International
TowneBank
TriNet
WGM Design
Zaner-Bloser

Sponsorship Level: Leadership Circle | Gold | Silver | Bronze

2020-2021 CONFERENCE SUPPORT

Budd Group (The)
CBIZ
CCS Fundraising
Cetera Investors
CG Financial Services of NC
College Funding Coach (The)
Edifice, Inc
Facts Management NBS Sales
Finalsite
First Tryon Securities, LLC

Flik Independent School Dining
Flow Circus
Graham-Pelton Consulting
Hero Health Plans
Hollins University
Hydrating Humanity
JSCM Group
Lexington Independents
Little Diversified
Merch Mania, LLC

NASCAR Hall of Fame
Paymerang
Rhodes Branding
Sage
Sheldon Laboratory Systems, Inc
Soil3
Southeast Psych
Southern Teachers Agency
Stepp Services

Sponsorship Level: Event Sponsor | Event Exhibitor

NCAIS promotes educational excellence and empowers member schools to thrive in pursuit of their missions.