A Letter from our Executive Director

As I reflect back on this past fiscal year I feel that I can honestly say that we, as a team, did our very best to tackle the many challenges and changes we were so suddenly faced with when the world changed in March of 2020. The year did achieve some great successes including once again meeting our fundraising goals, hosting two amazing special events and welcoming a record number of new and returning donors. Additionally, the Adaptive Ski and Snowboard Program was on track for a record year before being forced to close its doors six weeks early on March 13, 2020. Still, the program served over 900 participants and conducted 2,700 lessons combined at Breckenridge, Keystone and Copper Mountain Ski Resorts. The Wilderness Program was also seeing growth before being forced to cancel all summer overnight programs and the Internship Program for the first time in our 44-year history. True to form, however, the team spent the spring reimagining what could be done in order to serve those who needed our programs most, and re-opened in June for limited in person and virtual programs serving more than 300 participants for a total of 517 in-person and 215 virtual programming days for this fiscal year.

As I near the end of my third year as Executive Director of BOEC I can look back with pride at this incredible team of creative, giving, skilled and committed individuals who work daily with our participants or who work behind the scenes helping make this organization what it is. This year provided unique challenges for each of us and we did our very best to protect what was built over so many years through sound financial management and a commitment to continue to provide the life changing activities and adventures our participants need and deserve. We are joined in this effort by an army of dedicated and hardworking volunteers, by generous donors and supporters and by our committed Board of Directors who give freely of their time, their knowledge and their wisdom to meet the continued demand for BOEC programs.

We sincerely hope that all of you, your friends and loved ones continue to remain safe and healthy as we continue to weather this storm. History has shown us that during times of greatest difficulty, we see the best of humanity. I truly mean this when I say that we can’t do what we do without you. Your generosity, words of support and belief in our cause have helped us thrive and grow, and for that we are very grateful.

Warm Regards,
SONYA NORRIS
Executive Director

A Letter from our Chairman of the Board

I am fortunate and honored to have been a BOEC Board member for nine years and Board Chair for the last two. The unexpected appearance of COVID-19 in March of 2020 and the serious challenges presented by the ensuing pandemic has demonstrated, in so many ways, how the BOEC’s tireless, passionate, dedicated and creative staff, led by Executive Director Sonya Norris and supported by the entire BOEC community, never fails to rise to meet every challenge.

We are extremely disappointed that we were forced to cancel the last six weeks of the Winter Program and were unable to provide an outdoor winter adventure to many of whom experiencing outdoor adventures with the BOEC is so important to their well-being. Our Summer Program also was curtailed due to COVID-19; then, refocused in partnership with numerous community organizations to provide outdoor experiences for local and Colorado residents who were unable to provide an outdoor winter adventure to many of whom experiencing outdoor adventures with the BOEC is so important to their well-being. Our Summer Program also was curtailed due to COVID-19 then, refocused in partnership with numerous community organizations to provide outdoor experiences for local and Colorado residents who were unable to continue to welcome back all BOEC instructors and volunteers whose passionate efforts on behalf of our participants were severely reduced due to the pandemic.

On behalf of the Board of Directors, I thank the BOEC Community for your generosity which has kept the BOEC financially sound through the years and offered a special thank you to the Town of Breckenridge, Breckenridge Ski Resort, Keystone Resort, Epic Promise, Blue River Sports and Mountain Waive whose support is essential to the success of BOEC’s adaptive programs.

Lastly, I thank each member of the BOEC Board of Directors for your leadership and willingness to step up to meet any challenge when your wisdom and experience are called upon to keep the BOEC continually improving and its foundation resilient and strong.

All my best,
BILL GILLILAN
Chairman of the Board
The following highlights our major accomplishments from this past fiscal year.

**PROGRAMS**

**ADAPTIVE SKI AND SNOWBOARD PROGRAM**

BOEC’s 2019-20 Adaptive Ski and Snowboard program, located at both Breckenridge and Keystone Ski Resorts, was on track to serve a record number of participants until being forced to shut down six weeks early due to the COVID-19 pandemic. Even with the early closure, the program still served 906 participants and conducted over 2,700 lessons in an unprecedented year. The program served those with a wide array of disabilities and special needs and participants came from across Colorado, the U.S. and from around the world to experience the life-changing effects of adaptive skiing and snowboarding through BOEC’s world-class program.

Individual and group participants return to BOEC year-after-year, including longtime partners such as Children’s Hospital Colorado, Evergreen Parks & Recreation, FRIENDS of Broomfield, King Adult Day Enrichment Program (KADEP), and Fox Valley Institute. We also celebrated the return of the Snow Sports Alliance – a program for underserved local youth to experience the thrill of learning to ski or snowboard - thanks to support from generous local donors and sponsors.

Thanks to many other charitable contributors, we were able to update our fleet of adaptive equipment to better serve our population of skiers who sit down to ski, and added some additional – and much needed – space to our Keystone Adaptive Center (KAC) office to help serve our clients better at Keystone Resort.

**WILDERNESS PROGRAM**

BOEC’s Wilderness program continues to prosper, serving groups year-round. In the winter of 2019-20 we complemented the Adaptive Ski & Snowboard Program with groups that included Adventures Within for MS, the Brain Injury Alliance of Colorado (BIAC), Children’s Hospital Colorado (Aurora), Fox Valley Institute, KADEP, and Outdoor Active Retreat.

Unfortunately, BOEC’s typical summer Wilderness Program was cancelled for the first time in the history of the BOEC due to safety concerns surrounding the COVID-19 pandemic. The team was faced with the challenge to reimagine program offerings which would help our local and extended community through the crisis, aptly named Recreating Our Recreation. This shift in focus saw limited in-person and virtual activities including a series of fun programs such as Adaptive Chair Yoga, BOEC Educational Shorts, and Challenge by Choice Adventures. We also partnered with local agencies to offer specialized programs including ropes course sessions, rock climbing, and boating days for local teens and families dealing with social isolation and other challenges amidst the coronavirus pandemic.

Despite being one of the most challenging years in the history of the program, we are truly proud to have served nearly 300 participants for a total of 517 in-person and 215 virtual programming days over the 2019-20 fiscal year. Additionally, thanks to our generous donors, we were able to replace our long-time gear raft, Emma Dean, with another once again.

“I cannot verbalize how impressed we are with your staff and facilities! I had always imagined working with the BOEC to be amazing, we were all in awe over the course! Whatever it is you guys are doing to train and hire your staff, keep it up. We have worked with several similar organizations in the past and have never been so pleased.”

—Mother of BOEC Wilderness Program Participant

The Year in Highlights

“…I cannot verbalize how impressed we are with your staff and facilities! I had always imagined working with the BOEC to be amazing, we were all in awe over the course! Whatever it is you guys are doing to train and hire your staff, keep it up. We have worked with several similar organizations in the past and have never been so pleased.”

—Mother of BOEC Wilderness Program Participant

With groups that included Adventures Within for MS, the Brain Injury Alliance of Colorado (BIAC), Children’s Hospital Colorado (Aurora), Fox Valley Institute, KADEP, and Outdoor Active Retreat.
“BOEC is near and dear to my heart! My son has been involved with the Evergreen Parks and Recreation Program for more years than I can remember. Through EPRD Luke became involved in the Adaptive Ski & Snowboard Program in 2008 or so. He is now at the skill level of being able to snowboard anywhere at Breckenridge Ski Resort independently... thanks to your Adaptive Ski Clinic!”
—Father of Adaptive Ski & Snowboard Program Participant

RAFT will carry a ton of gear for those long river trips and has a custom fit frame and boxes for ultimate comfort and ergonomics. Also added was a new trailer to transport all of BOEC’s beautiful stand up paddleboards (SUPs) and kayaks that were purchased the previous year.

HEROIC MILITARY PROGRAM
BOEC’s Heroic Military Program provides programs and events designed to bring families together and help America’s veterans with their recovery and healing process. Additionally, this program provides a platform for these individuals to find connections with other veterans dealing with similar circumstances. This program was also affected by summer program cancellations but thrived during the winter months with the Not Forgotten Association, Keystone Adaptive Military Camp at the Keystone Adaptive Center (KAC), Team Semper Fi Ski and Snowboard Clinic, and Wounded Warrior Project.

The BOEC could not do what it does without the support of our Key Partners, each of whom contribute a million-dollar valuation as well. Without the monumental financial support of our Key Partners, each of whom contribute $50K+ annually in in-kind services and cash donations, BOEC would not be where we are today. The BOEC Key Partners include the Town of Breckenridge, Breckenridge Ski Resort, Keystone Ski Resort, Vail Resorts EpicPromise, and Blue River Sports/Mountain Wave.

There is an endless variety of volunteer days at BOEC. No two days are the same. What is truly exciting are the days where a participant accomplishes something that he or she did not think was possible when the day started. Volunteering has provided me the opportunity to meet amazing participants, volunteers, and staff that I would not have met without the BOEC.”
—BOEC Volunteer

FUNDRAISING
During the 2019-20 fiscal year, we once again achieved our fundraising goals, including surpassing the million-dollar milestone for the second year in a row.

While the Annual Cinco de Mayo Celebration was cancelled, two of BOEC’s signature events, the Banff Mountain Film Festival and Tee It Up Golf Scramble had their most successful years yet. The Banff Film Festival expanded to two nights, selling out both shows with record-breaking attendance of 1,500 patrons, raising an event best $77K. The 11th Annual Tee It Up Golf Scramble also sold out for the second year in a row with 136 golfers across 34 teams with tee times scheduled every 10 minutes due to social distancing precautions. Thanks to an extremely successful paired virtual silent auction, all of our sponsors, and our partners at Keystone River Golf Course and EpicPromise, the event raised a record-breaking $65K. Both events nearly doubled fundraising year over year and we cannot thank the community enough for its support.

Perhaps the greatest milestone achieved in fundraising across 2019-20 was doubling the annual appeal year-over-year and finishing our fundraising year with 177 new donors, 21% of our giving portfolio. BOEC looks forward to developing these relationships in years to come, as well as maintaining our connections with hundreds of dedicated returning donors. The breakdown of funding included 41% in foundation grants, 37% in individual gifts, 10% from special events, 5% in corporate contributions, and 7% federal and local government funding.

Our in-kind contributions continued with a multi-million-dollar valuation as well. Without the monumental support of our Key Partners, each of whom contribute $50K+ annually in in-kind services and cash donations.

“My son has been involved with the Evergreen Parks and Rec Program for more years than I can remember. Through EPRD Luke became involved in the Adaptive Ski & Snowboard Program. He is now at the skill level of being able to snowboard anywhere at Breckenridge Ski Resort independently... thanks to your Adaptive Ski Clinic!”
—Father of Adaptive Ski & Snowboard Program Participant

“HELPING people who help people... that’s the best way to describe BOEC’s mission. BOEC is an amazing organization that has a positive impact on the lives of so many people. From our Adaptive Ski and Snowboard Program to our HEROIC MILITARY PROGRAM and INTERNSHIP PROGRAM, BOEC provides a platform for individuals to connect and thrive.”
—BOEC Volunteer

“I just want to sincerely thank you from the bottom of my heart for the experience that my son had this past weekend with the BOEC. Never did I imagine that he’d be able to ski that much and improve so much! The staff was so sweet and patient with him. Again, thank you so very much. What an amazing program!”
—Mother of Adaptive Ski Participant

“While the Annual Cinco de Mayo Celebration was cancelled, two of BOEC’s signature events, the Banff Mountain Film Festival and Tee It Up Golf Scramble had their most successful years yet. The Banff Film Festival expanded to two nights, selling out both shows with record-breaking attendance of 1,500 patrons, raising an event best $77K. The 11th Annual Tee It Up Golf Scramble also sold out for the second year in a row with 136 golfers across 34 teams with tee times scheduled every 10 minutes due to social distancing precautions. Thanks to an extremely successful paired virtual silent auction, all of our sponsors, and our partners at Keystone River Golf Course and EpicPromise, the event raised a record-breaking $65K. Both events nearly doubled fundraising year over year and we cannot thank the community enough for its support.

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We thank all of our donors and contributors for their support during the fiscal year October 1, 2019 through September 30, 2020. Please notify us of any errors or if you would like to be listed differently in the future. Donors are listed in alphabetical order.

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INDIVIDUALS

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Valley of the Sun United Way

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Key Partners

Circle of Support

Special thanks to our Key Corporate Partners who gave $50,000 or more in the calendar year and our Circle of Support Corporate Members who gave between $10,000 and $49,999 in the calendar year. Donations include cash, in-kind support and matching gifts.
### Statement of Financial Position, September 30, 2020
With Summarized Financial information as of September 30, 2019

<table>
<thead>
<tr>
<th>ASSETS</th>
<th>FY 2019-20</th>
<th>FY 2018-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>707,066</td>
<td>407,243</td>
</tr>
<tr>
<td>Short-term investments</td>
<td>113,966</td>
<td>111,714</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>15,462</td>
<td>48,287</td>
</tr>
<tr>
<td>Pledges receivable</td>
<td>0</td>
<td>5,000</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>18,000</td>
<td>26,818</td>
</tr>
<tr>
<td>Long-term investments</td>
<td>1,682,459</td>
<td>1,545,409</td>
</tr>
<tr>
<td>Property and equipment (net), inventories</td>
<td>1,955,133</td>
<td>2,045,641</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td><strong>4,492,086</strong></td>
<td><strong>4,190,112</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>LIABILITIES AND NET ASSETS</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities:</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Accounts payable</td>
<td>26,517</td>
<td>9,410</td>
</tr>
<tr>
<td>Note Payable - Paycheck Protection Program</td>
<td>150,100</td>
<td>1,935,477</td>
</tr>
<tr>
<td>Deferred revenues</td>
<td>17,140</td>
<td>19,650</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td><strong>193,757</strong></td>
<td><strong>29,060</strong></td>
</tr>
</tbody>
</table>

| Net Assets: | | |
| Unrestricted | 3,164,721 | 3,134,156 |
| Temporarily restricted | 694,626 | 587,908 |
| Permanently restricted | 19,367 | 19,650 |
| **Total net assets** | **4,298,329** | **4,161,052** |

| **TOTAL LIABILITIES AND NET ASSETS** | **4,492,086** | **4,190,112** |

### Statement of Activities and Changes in Net Assets for the Year Ended September 30, 2020
With Summarized Financial information for the Year Ended September 30, 2019

<table>
<thead>
<tr>
<th>PROGRAM AND SUPPORT REVENUE</th>
<th>Unrestricted</th>
<th>Restricted 2019-20</th>
<th>FY 2019-20 TOTAL</th>
<th>FY 2018-19 TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Public Support:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions, donations and grants</td>
<td>689,917</td>
<td></td>
<td>390,311</td>
<td></td>
</tr>
<tr>
<td>Program Revenue:</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Tuition</td>
<td>540,632</td>
<td></td>
<td>540,632</td>
<td>1,121,555</td>
</tr>
<tr>
<td>Less scholarships and discounts</td>
<td>(123,693)</td>
<td></td>
<td>(123,693)</td>
<td>(298,707)</td>
</tr>
<tr>
<td>Net tuition</td>
<td>416,939</td>
<td></td>
<td>416,939</td>
<td>822,848</td>
</tr>
<tr>
<td>Additional program fees</td>
<td>2,400</td>
<td></td>
<td>2,400</td>
<td>41,760</td>
</tr>
<tr>
<td>Program in-kind support</td>
<td>1,935,477</td>
<td></td>
<td>1,935,477</td>
<td>2,290,025</td>
</tr>
<tr>
<td>Lodge Rentals</td>
<td>69,367</td>
<td></td>
<td>69,367</td>
<td>130,910</td>
</tr>
<tr>
<td>Special Events</td>
<td>141,076</td>
<td></td>
<td>141,076</td>
<td>121,973</td>
</tr>
<tr>
<td>Misc. income</td>
<td>13,145</td>
<td></td>
<td>13,145</td>
<td>1,311</td>
</tr>
<tr>
<td>Investment Return</td>
<td>19,367</td>
<td></td>
<td>19,367</td>
<td>19,367</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>306,651</td>
<td>(306,651)</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td><strong>Total revenues, gains and other support</strong></td>
<td><strong>3,694,268</strong></td>
<td><strong>106,712</strong></td>
<td><strong>3,800,980</strong></td>
<td><strong>4,457,584</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>EXPENSES</th>
<th>FY 2019-20</th>
<th>FY 2018-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>2,901,179</td>
<td>2,901,179</td>
</tr>
<tr>
<td>Administration</td>
<td>334,737</td>
<td>334,737</td>
</tr>
<tr>
<td>Fundraising</td>
<td>239,525</td>
<td>239,525</td>
</tr>
<tr>
<td>Depreciation</td>
<td>188,262</td>
<td>188,262</td>
</tr>
<tr>
<td><strong>Total expenses</strong></td>
<td><strong>3,663,703</strong></td>
<td><strong>3,663,703</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Change in net assets</th>
<th>FY 2019-20</th>
<th>FY 2018-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net assets as of beginning of the year</td>
<td>3,134,156</td>
<td>1,026,896</td>
</tr>
<tr>
<td>Net assets as of end of the year</td>
<td>3,164,721</td>
<td>1,133,608</td>
</tr>
<tr>
<td><strong>Revenues FY 2019–20</strong></td>
<td><strong>$3,800,980</strong></td>
<td></td>
</tr>
<tr>
<td><strong>Expenses FY 2019–20</strong></td>
<td><strong>$3,663,703</strong></td>
<td></td>
</tr>
</tbody>
</table>
“The BOEC is a model program in the industry. Their work in adaptive outdoor experiential programs is unparalleled. The activities are taught in ways that demonstrate experiential education best practices. The organization is clearly mission-driven and every staff member can articulate the mission in a personal and meaningful way.”

—Association for Experiential Education (AEE)