ANNUAL REPORT

2020

“FOR SUCH A TIME AS THIS”

BILLY GRAHAM EVANGELISTIC ASSOCIATION
“We serve a mighty, big God. The Bible says God ‘is able to do exceedingly abundantly above all that we ask or think’ (Ephesians 3:20, NKJV). I believe in a God who not only hears our prayers but who can answer them.”

—FRANKLIN GRAHAM

DEAR FRIEND,

I’m thankful for your heart to shine the light of Jesus Christ in the midst of darkness. During a year marred by COVID-19, civic unrest, and global turmoil, friends like you helped share the eternal hope of the Gospel with hurting people across our nation and around the world.

Even though we’ll remember 2020 for its unprecedented challenges, it was also a time of unexpected opportunities for evangelistic ministry. We give God all the glory for opening these doors for the Gospel, and we praise Him for the countless men, women, and children He called to Himself through our planned events like the Decision America Sunshine State Tour, as well as brand-new ministries like our Gospel TV spots and 24-hour prayer line. Each changed life is a reason to celebrate and reminds me of Jesus’ words recorded in Luke 15:10—“There is joy before the angels of God over one sinner who repents” (ESV).

We praise God for your faithful support. You are making it possible to share the Good News of Jesus Christ, and I am grateful for you. Will you join me in praying that together in 2021, we will reach many more people who need to receive eternal salvation that comes only from the Lord Jesus Christ?

May God richly bless you.

Sincerely,

Franklin Graham
President

FROM OUR PRESIDENT

Billy Graham Rapid Response Team chaplains ministered to patients at the Samaritan’s Purse Emergency Field Hospital set up in Central Park in New York City.

“Jesus spoke to them again, saying, ‘I am the light of the world. He who follows Me shall not walk in darkness, but have the light of life.’”

—John 8:12, NKJV
“The Lord Jesus Christ is risen,” Franklin Graham said in a nationally televised broadcast with Michael W. Smith. “He’s not dead. He’s alive, and we’re here in Central Park to celebrate Easter.”

SPECIAL EASTER BROADCASTS
As Easter week approached and it became clear that countless people would be unable to attend services in person, BGEA quickly made plans to reach individuals and families across the nation with the Good News of “Jesus our Lord, who was delivered up for our trespasses and raised for our justification” (Romans 4:24–25, ESV).

Even before the pandemic began, Will Graham and Aaron Shust had planned to live stream a Good Friday message from the Billy Graham Library—and when churches had to close their doors, they became more determined than ever to make the service a reality. Will preached a powerful sermon about the price Jesus willingly paid on the cross and encouraged viewers to place their trust in Him. This Gospel message reached more than 330,000 viewers in 78 countries.

Two days later, Franklin Graham had the opportunity to share the Gospel on Easter morning during a national TV broadcast filmed in New York City’s Central Park. During the half-hour program on Fox News Channel, longtime ministry friend Michael W. Smith performed and Franklin preached on Scriptural accounts of Jesus transforming people’s lives—from a blind beggar to the disciples on the boat in the middle of the storm. “Jesus knows how to take those hopeless situations and turn them around, and He can do that for your life,” he told the countless viewers who tuned in. He also shared the 24-hour prayer line number and encouraged anyone who had questions or prayer concerns—or who simply needed a listening ear—to call.

Mary was among those who called in following the service. She told our team member she was religious, but Franklin’s message made her want to learn more about a relationship with Jesus Christ—and she wanted to know how to receive Him. After Mary prayed a heartfelt prayer of repentance and faith, our team member pointed her to resources that will encourage her with “the sound words of our Lord Jesus Christ and the teaching that accords with godliness” (1 Timothy 6:3, ESV).

GOSPEL TV SPOTS AND 24-HOUR PRAYER LINE
In March, BGEA quickly opened a 24-hour prayer line to connect with people facing uncertainty and anxiety and offer them the peace of Jesus Christ. As stay-at-home orders were issued across the country, we equipped staff and an army of volunteers to take calls from their houses. In a season of unprecedented fear, these trained team members fielded calls from men and women who wanted prayer for a wide variety of pandemic-related concerns.

Lindy called in April and shared that she was still reeling from the loss of her husband four years before. She had tried to put herself back together, but in her words, “I just fell apart.”

“Humanity wants comfort in its sorrow, light in its darkness, peace in its turmoil, rest in its weariness, and healing in its sickness and diseases: The Gospel of Jesus Christ gives all of this to us.” —Billy Graham

COVID-19
As the COVID-19 pandemic closed schools and businesses and forced people into their homes, the Billy Graham Evangelistic Association (BGEA) prayerfully sought new opportunities to minister to a fearful and hurting world. God opened doors for us to share His love with people through brand-new ministries, including nationwide Gospel TV spots, a 24-hour prayer line, and an Easter special with Franklin Graham, broadcast live from Central Park in New York City, the pandemic’s U.S. epicenter.
earlier—and now it seemed that she was going to lose the house they shared. She had a lot of health concerns for herself, and she was worried about her elderly dad in light of the pandemic. “I just want to tell God I love Him and I’m sorry I’m a sinner,” she said as her voice broke with emotion. Our team member talked to Lindy about the Good News of Jesus Christ, and she embraced the Gospel with an open heart. After she prayed to receive Christ, our team member encouraged her with Scriptures and pointed her to online discipleship resources.

A few days after the prayer line opened, Franklin Graham recorded short evangelistic TV spots that began airing nationwide on major networks like Fox and CNN. These ads featured a simple Gospel presentation along with the number of our 24-hour prayer line. Right away, we began receiving calls from men and women who wanted to respond to the message they heard. Franklin continued to develop new spots with different topics—including racial reconciliation—but each one shared the only message with the power to save: the Gospel of Jesus Christ.

During the year, we answered more than 329,000 calls, and we praise God that thousands made decisions for Christ.

Clinton called in from his home after spending five days in the hospital with COVID-19. The 71-year-old had seen one of the TV spots—and responded by praying to surrender his life to the Lord. Now, he wanted to know more about Jesus Christ. Our team member shared Scripture with him, answered his questions, and prayed that God would continue to heal his lungs. Before the conversation ended, our representative took Clinton’s information so that we could send discipleship materials to help him grow closer to the Lord.

ITALY EASTER BROADCAST

Even though nearly all of Italy’s population call themselves Christians, many of them don’t have a relationship with Jesus Christ. When the country became the global epicenter of the pandemic, God gave us an unprecedented opportunity to reach Italy with the Gospel. On April 10, BGEA was able to provide one of the country’s largest secular TV networks with ads featuring a short evangelistic message from Franklin Graham, along with the number for a prayer line staffed by Christians across Italy. It is our understanding that this marked the first time in the nation’s history that this message of salvation by grace alone through faith in Christ alone was shared on national TV.

Hundreds were trained to answer these calls from men and women responding to the Gospel, and by the time the campaign ended on May 22, more than 400 people had told us they made decisions for Jesus Christ, including Lorenzo. He initially called to request prayer for his family. He and his wife had both lost their jobs because of the pandemic, and they didn’t know how they were going to provide for their children. After our team member prayed for Lorenzo, the conversation turned to spiritual matters. He said he

Prayer counselors from all over the country take calls any time of the day or night.
believed in God, but he wanted to know more about the Gospel. After he listened for a while, he told our team member, “Thank you. I now know Jesus is the only answer.” He asked to be put in touch with a local church where he—and his family—could grow closer to Christ.

**FIDELIDAD EXTREMA**

In light of the many in-person events cancelled in 2020, including in many Spanish-speaking nations, BGEA explored new ways to encourage and equip pastors for evangelism. We produced *Fidelidad Extrema en Tiempos de COVID* (Extreme Faithfulness in Times of COVID), a series of virtual programs for Spanish-speaking pastors, churches, and individuals in the U.S. and Latin America.

Each program included a Biblical message from guest speakers including BGEA Associate Evangelist David Ruiz, author and pastor Jose Luis Navajo, Will Graham, and Cissie Graham Lynch. These videos also featured music, ministry updates from BGEA and Samaritan’s Purse, and a clear presentation of the Gospel. Viewers had the opportunity to respond to what they saw by chatting with a trained Christian team member on PazConDios.net.

Four *Fidelidad Extrema* programs were created, including a Christmas special filmed at the Billy Graham Library that featured an evangelistic message from Franklin Graham. Together, these programs had an estimated audience of more than 506,000 viewers in countries including the U.S., Mexico, Venezuela, Cuba, and Brazil, and over 200 people told us they made decisions for Jesus Christ.

Juana was one of those who reached out after seeing one of the videos. A local pastor had encouraged her to watch it after she lost four of her family members to COVID-19. The 60-year-old listened to the Good News of Jesus Christ and responded by surrendering her life to Him in repentance and faith. Juana thanked the team member she talked to for the opportunity to find new life in Christ.

Many church leaders also expressed their appreciation for *Fidelidad Extrema*. A pastor from Mexico and his entire congregation watched the broadcast together. Afterward, he said it brought encouragement and strength to them all—especially to the church’s leadership team. A woman serving at a church in Cuba shared how thankful she was for the program, especially since power outages had made it difficult for Christians in her community to meet—or even talk to each other. She said she was profoundly grateful for the opportunity to hear God’s Word and pray with someone.

**PRAYER REQUEST:** Please pray for an end to the COVID-19 pandemic—and that God would continue to use these new ministries to draw hurting people to Himself.
Franklin Graham announced the Washington Prayer March on Aug. 20, but the vision behind it began months earlier. “When the pandemic hit, I saw hearts across America gripped with fear,” he said. “I saw a nation at a crossroads, and the Lord put a burden on my heart to come to Washington. Almighty God is our only hope, and I knew we needed to come together and call out to Him.” Hundreds of churches and pastors from across the U.S. immediately began to sign up online to say they were coming. Our church ministry team also connected personally with congregations all over the D.C. area to encourage them to pray, participate, and get the word out. On the day of the event—Saturday, Sept. 26—tens of thousands of men, women, and children flooded the National Mall for the seven-stop, 1.8-mile march.

Each stop featured a different prayer focus, and at the first stop—the Lincoln Memorial—Vice President Mike Pence and Second Lady Karen Pence made a surprise appearance. “We stand today on an ancient promise that Americans have claimed throughout our history, that if His people who are called by His name will humble themselves and pray and turn, He’ll do like He’s always done through much more challenging times in the life of this nation,” Vice President Pence said before former U.S. Representative Michele Bachmann and Bishop Harry R. Jackson Jr. led the crowd and prayed in repentance and humility for the sins of America.

When the marchers arrived at the World War II Memorial, they prayed for our nation’s military, law enforcement officers, firefighters, and their families. Franklin Graham’s son Edward—who recently retired after 16 years in the Army—asked God to protect the men and women currently serving in the armed forces. He was followed by Lt. Col. Oliver North, Navajo Nation Vice President Myron Lizer, and Tony Perkins, the president of the Family Research Council.

Prayers at the third stop, the Washington Monument, focused on the sanctity of life—now and for eternity. Skip Heitzig, founder and senior pastor of Calvary Chapel of Albuquerque, N.M.; Jerry Prevo, president of Liberty University; and Kelvin Cochran, former fire chief of the Atlanta Fire Department, joined with marchers in prayers focused on the salvation of the lost, renewed strength in families, solutions to the COVID-19 pandemic and for front line medical workers, as well as an end to abortion.

From the Washington Monument, the crowd turned toward the White House as they prayed for the executive branch of the government. Greg Laurie and Paula White joined Franklin in leading the crowd in prayer. “We pray for the White House that’s behind us and those that work and serve there,” Franklin prayed.

At the National Museum of African American History and Culture, baseball star and evangelist Darryl Strawberry, Free Chapel Senior Pastor Jentezen Franklin Graham speaks to those who gathered to pray for the country at the Washington Prayer March 2020.
Franklin, and Alveda King, Martin Luther King Jr.’s niece, prayed for our nation to experience the racial reconciliation only God can give us. “Father, we have sinned and misunderstood or just on purpose thought that we were separate races,” King said. “We are one human race. … And we’re going to recognize ethnicity and all the beauty that You gave us, Lord. So forgive us and let us love children, let us love life.”

At the National Archives, Pastor Andrew Brunson—who spent two years in a Turkish prison for preaching in the country—prayed passionately for churches and believers to stand boldly for the Gospel. “Father God, pour out on Your sons and daughters … the courage, the strength, the confidence, the boldness, the perseverance, the endurance, and the steadfastness of Jesus,” he said as he led the crowd in prayer. Former U.S. Representative Frank Wolf, who authored the International Religious Freedom Act, and Robert Morris, senior pastor of Gateway Church in Dallas, also prayed.

The U.S. Capitol marked the final stop, and marchers lifted up our nation’s legislators to the Lord. After Franklin’s sister Anne Graham Lotz led a prayer of repentance and confession for America, Dr. Jack Graham, who serves as the pastor of Prestonwood Baptist Church, led the marchers in asking God to bless the members of the House of Representatives and the Senate with His wisdom and point them to His truth.

BGEA aired the entire event live on TBN and streamed it online around the world. Featuring live music, interviews, and commentary, the web and broadcast program was hosted by former Arkansas Governor Mike Huckabee and Franklin’s daughter, Cissie Graham Lynch. More than 3 million people from nearly 60 countries watched online—and many Americans who couldn’t attend in person organized prayer events in their own towns. A group of inmates at Noble Correctional Institution in Ohio contacted BGEA to say they were joining in prayer and fasting on the day of the march, and an Egyptian-American believer heard from people in Egypt, Turkey, Iraq, and Canada who also stood with the marchers in prayer. “This is the most awesome thing that has happened in the year 2020,” a viewer named Gordon wrote.

After the march, many of those in attendance shared the impact the experience had on them. “To see all the Christians come together and pray and to feel the Lord in the midst was such an experience that there are no words,” said Linda, a mother who brought her two teens with her. “I will forever hold this in my heart, as we all prayed aloud. I heard English, Spanish, German, Russian, and French … all calling on our one and only Lord and Savior.”

The march also gave many of the men and women who participated the opportunity to share their faith with others. One attendee wrote in to tell us about her experience traveling to the first stop. “While on the train a lady with her teenage daughter and a little baby saw our neck tags and asked where we were headed,” she wrote. “I answered, ‘To the Prayer March!’ She said she really needed prayer as she had stage 4 cancer. I prayed for her and gave her Christian literature. She was comforted with the Good News of a full salvation found alone in Christ.”

PRAYER REQUEST: Please keep praying for our nation. Ask God to give Christians the boldness to stand for His truth and to bless our leaders with His wisdom.
Chaplains with the Billy Graham Rapid Response Team ministered to those in and around Central Park in New York City during the COVID-19 pandemic, a time when many people were more open to talking about spiritual questions.
As the COVID-19 pandemic spread across the globe, Billy Graham Rapid Response Team chaplains faithfully served in some of the hardest-hit communities, such as New York City and Cremona, Italy, plus other locations including the Bahamas. Chaplains also responded in the wake of widespread civil unrest in the U.S., as well as wildfires, tornadoes, shootings, hurricanes, and earthquakes. All combined, BG-RRT chaplains deployed more than 1,300 times to 50 sites around the world. They ministered to over 44,000 people, and over 1,200 responded by surrendering their lives to the Lord.

When Italy became the epicenter of the pandemic in March, BG-RRT chaplains quickly deployed to the Samaritan’s Purse Emergency Field Hospital in Cremona, where they ministered to the emotional and spiritual needs of patients, staff, and local workers. Over the course of a few weeks, chaplains regularly enjoyed talking to Alessandra, a social worker at the hospital who served as an interpreter for them. As she worked with the chaplains and she watched God work in the lives of patients, He opened her heart to His truth. After many conversations, Alessandra told the chaplains she was ready to receive Jesus Christ in repentance and faith. She represents one of many who had the opportunity to “receive forgiveness of sins and a place among those who are sanctified by faith” (Acts 26:18, ESV).

In May, BG-RRT chaplains deployed to Minneapolis, Minn., just days after the tragic death of George Floyd to talk and pray with protesters and law enforcement officers alike. One chaplain met Rashon, a young man in his 20s who was visiting a makeshift memorial. After a few minutes of friendly small talk, their conversation turned to spiritual matters. When the chaplain asked Rashon if he had experienced God’s peace, Rashon said no—but he was open to hearing more about it. When the chaplain explained the Gospel, it struck a chord with him, and he eagerly embraced the Good News. After Rashon prayed to receive Christ as Lord and Savior, he told the chaplain he was excited to tell his grandmother about his decision—she was a strong believer and had taken him to church as a child.

The Billy Graham Rapid Response Team (BG-RRT) stands ready to deploy at a moment’s notice in the wake of natural or man-made disasters. These crisis-trained chaplains minister in Jesus’ name to hurting men and women, sharing His love with them and pointing them to the hope found only in Him.
Even in the face of pandemic guidelines and social distancing restrictions, God opened the door for BG-RRT to provide powerful crisis response training to many men and women in 2020. The ministry gave people across the nation free access to the Sharing Hope in Crisis online training. This video series helped equip men and women to minister in Jesus’ Name to their hurting neighbors, co-workers, friends, and family members. Nearly 300 new chaplains were also trained and welcomed onto the ministry team in 2020.

BG-RRT also developed a video course to train chaplains in mission hospitals around the world to minister in Jesus’ Name to patients, their loved ones, and hospital staff. In June, production was completed for this 10-session video training, and the team began writing an accompanying manual, as well as creating printed and digital resources.

As law enforcement officers in every corner of the U.S. faced racial tensions and civil unrest, Franklin Graham prayerfully decided to expand our ministry to these brave men and women in uniform. In February, the team participated in the National Sheriff’s Association Conference in Washington, D.C., and in the South Carolina Sheriff’s Conference in July. BG-RRT staff and presenters hosted four Law Enforcement Chaplain Training Programs in Ohio, California, Virginia, and Texas, equipping 128 individuals to minister to law enforcement officers and their loved ones. Three appreciation dinners for police officers and their spouses were held in Charlotte in December with approximately 200 men and women in attendance. These events featured a message of hope from Will Graham encouraging them in their God-given calling.

During some of the worst days of the pandemic, BG-RRT also encouraged chaplains to wear their signature blue shirts and minister in their communities—all while following social distancing guidelines. Over a three-month period, chaplains prayed with hundreds of people in their own neighborhoods and cities. More than a dozen of these men and women responded by surrendering their lives to the Lord, including a phlebotomist named Melanie. She met one of our chaplains when he went to the doctor’s office for a routine blood draw. The chaplain asked her how she was doing in light of the pandemic, and she talked about her concern for her elderly mother, young granddaughter, and the stress of her job.

When the chaplain told her about the strength that God alone can give in difficult times, Melanie shared that she had always thought of Him as vengeful and angry—but she was open to hearing what the chaplain had to say. After she bandaged his arm, the two talked about the hope of the Gospel. Melanie was filled with joy when she heard about the peace of Christ, and she prayed to receive Him in repentance and faith. Before the chaplain left, he pointed her to discipleship resources, and Melanie told him, “It is no coincidence that I am the one that drew your blood today.”

Above, left: In addition to patients and staff, chaplains also ministered to those who passed by the Samaritan’s Purse Emergency Field Hospitals in New York.
Preparations for the Franklin Graham Decision America Sunshine State Tour began at the end of 2019 with kick-off events in every city, as well as Christian Life and Witness Course (CLWC) classes in each region. According to one Barna survey, a third of Floridians reported not knowing Jesus Christ—and we were eager to join local churches and Christians to share the hope found only in Him with as many of these men and women as possible.

More than 1,900 people attended Sunshine State Tour kick-off events, and over 2,900 participated in CLWC, where they were equipped to pray with men and women at the event in their city, and to share their faith in Jesus Christ on their own. Christians who participated in the preparations were also encouraged to invite friends and family members to the stop near them. More than 1,400 churches helped promote the tour and committed to bringing their congregants. Dozens of these congregations also offered discipleship classes and resources as follow-up support to men, women, and children who made decisions for Christ.

Franklin began the tour in Jacksonville Beach on Jan. 11 before going on to Plant City, Panama City Beach, Key West, Boca Raton, and Fort Myers over the next eight days. By the end of the tour, tens of thousands of people had heard the Good News of Jesus Christ, and we thank God for each person who reported making a decision for Him.

Elisa was one of them. She had been attending church for a while before the event in Plant City, but she didn’t have a relationship with Jesus Christ. When Franklin gave the invitation to receive Him in repentance and faith, Elisa stood and talked to a counselor. She said that crippling guilt had kept her far from God—but now she understood the free gift of salvation in Jesus and was ready to respond to His love. After she prayed to surrender her life to the Lord, the counselor gave her materials to help her grow as a faithful follower of Christ.

We are so grateful for Elisa—and for the many others—who received “the washing of regeneration and renewal of the Holy Spirit” (Titus 3:5, ESV) during the tour.

In February, preparations began for the nine-city Franklin Graham Decision America Heartland Tour, but the pandemic and ensuing restrictions quickly made it clear that the events would be cancelled. The church ministry team began making personal calls to pastors and church leaders in the region to let them know about the cancellations—and to encourage them in the midst of a very difficult time. Many pastors expressed their gratitude for the encouragement. “You don’t know what this means to me,” said one pastor from Youngstown, Ohio, after praying with one of our team members. Another pastor shared that a couple of members of his congregation had passed away at the onset of the pandemic, and he was so grateful for the chance to pray and talk with someone.
FRANKLIN GRAHAM FESTIVALS

While COVID-19 forced the postponement of all but two Franklin Graham Festivals originally scheduled for 2020, those two Festivals—both held in late February—bore significant fruit in the lives of many who attended. At the Marianas Festival of Hope, Franklin shared a Gospel message with thousands of in-person guests. The event was held in Saipan, which is the largest of the Northern Mariana Islands in the western Pacific Ocean. Residents were still recovering from the devastation of the October 2018 Super Typhoon Yutu, which packed Category 5 hurricane-like winds and destroyed many homes, businesses, and schools. Hundreds responded to Franklin’s invitation to receive Christ and come “out of darkness into his marvelous light” (1 Peter 2:9, ESV). One was a young mom who said she wanted a fresh start after mistakes she’d made in her life. She had lost her home in the typhoon, only recently moving into temporary housing. This Festival, she said, brought her renewed hope as she and many others made a decision for Christ. “Look at this,” she proclaimed excitedly while gesturing to the large crowd around her.

It wasn’t until the day after the Festival that another woman, Marilou, learned that her oldest son and daughter were among those who accepted Christ. “I was busy helping out at the Festival, and my children came with their grandmother,” she said. “My daughter came home and showed me that she had the children’s Living in Christ booklet that new believers receive. I was shocked and happy at the same time.” That next Sunday, Marilou was amazed when her son was eager to go to church. “I’m usually the one having to tell them all to get dressed and go to church,” she said. “It’s amazing to see what God has done on this island.” Then, she added: “It’s nice to see people so excited about something when they don’t know if they’ll even have a job in the next few weeks. We’ve gone from devastation to celebration.”

Two days after the Festival in Saipan, thousands more came out for the Guåhan Festival of Hope just over 100 miles to the south, on the island of Guam. Franklin used John 3 and the story of the Pharisee Nicodemus to explain that true faith isn’t about religion. By the time the night was over, hundreds had indicated a decision for Christ. One of those people was a man named Norman who accepted Jesus as his Lord and Savior in 1980 but had slipped away. “For a long period of time, I wasn’t walking with the Lord,” Norman said. “That’s why I came over here to pray for the Lord to forgive me.” Norman held the
hand of his young granddaughter while praying to rededicate his life to Jesus Christ. He said he wanted her to know what was happening so that one day when she was old enough to understand, she too might have a personal relationship with Christ.

WILL GRAHAM CELEBRATIONS
In addition to his evangelistic Good Friday live stream, Will Graham held five online Celebrations in March, June, July, October, and December, which was a special Christmas outreach with his wife, Kendra. In total—including the Good Friday stream—these virtual gatherings were viewed over 1 million times in 78 countries, and thousands indicated a decision for Christ.

One of Will’s live streams occurred just before Independence Day from the Black Hills of South Dakota. He shared a powerful message about how to find true freedom in Jesus Christ. After the stream, hundreds told us they made decisions for the Lord. One of those people was a man from Massachusetts.

“Wow!” he wrote to us online. “Thank you for your Blood, Jesus. I believe and—like Will Graham asked—I surrender my life to Jesus!” A trained volunteer was then able to share Biblical truth with him as he began his new walk with Christ.

In October, instead of his previously scheduled in-person Celebration in Canada, Will held an online outreach that was streamed from North Carolina. Those who responded to the Gospel message included a man named Isaias, who happened to watch from an entirely different part of the world—Venezuela. Chatting with one of our trained online volunteers, Isaias asked the volunteer how he could have peace and hope in a world like the one we’re living in today. He noted that “problems and worries are all around us.” As the volunteer shared verses from Scripture, Isaias understood his need for a Savior. “I declared from my mouth to Jesus, believing from my heart,” he said. “I repented from my sins.” While there was a minor language barrier, the hope of Christ and God’s Holy Word were clear as Isaias embraced new life in Him.

ASSOCIATE EVANGELISTS
At the beginning of 2020, BGEA Associate Evangelist Robert Cunville was scheduled to speak at more than 15 Festivals and evangelistic events. Because of COVID-19 restrictions, most of these events were postponed. Thankfully, from January through the first week in March, tens of thousands attended a pastor’s training event and four three-day Robert Cunville Festivals of Peace throughout India. We praise God that thousands of people indicated decisions for Christ before the year’s outreach were put on hold. Days after a Robert Cunville Festival of Peace in south central India, the country went into total lockdown.

COUNSELING & FOLLOW-UP
For more than 60 years—and continuing in the unusual year that was 2020—BGEA has encouraged and strengthened the local church through the Christian Life and Witness Course. By training Christians to serve as counselors during an outreach, the course equips them to grow in their faith, learn to share it with others, and make disciples.

In 2020, before the pandemic halted in-person classes, more than 10,000 people completed the Christian Life and Witness Course, the majority of whom were in the United Kingdom in preparation for the postponed Graham Tour. Others completed the course in connection with Franklin’s Festivals in Guam and Saipan and the Will Graham Celebrations that had been scheduled for Tifton, Ga., and Fairmont, WV. We give God all the glory for the hundreds of attendees who indicated making decisions for Christ as a result of the course.

PRAYER REQUEST: Pray that the Lord would strengthen all those who made decisions for Him during evangelistic events in 2020, and pray that He would be glorified through every Festival and Celebration in 2021.
ANSWERING FEAR WITH GOD’S PEACE

“We are online because people are online, and everyone needs the hope of Jesus Christ.” —Franklin Graham

“Search for Jesus, has shared the Gospel with more than 88 million website visitors from nearly every country in the world. In 2020, the Lord used this outreach to encourage broken, hurting individuals who went online in pursuit of the hope found only in Christ.”

A fearful police officer named David was among the more than 10 million visitors to one of BGEA’s six internet evangelism websites last year. Stuck in quarantine after possible exposure to the virus, David turned to his smartphone for answers. “How can I be saved?” he asked his phone—and then landed at PeaceWithGod.net, our main evangelistic website. David chatted with a trained online volunteer who answered his questions and shared how he could be forgiven of all his sins through repentance and faith. Like more than 1.9 million others who indicated making decisions for Christ last year, David became “a new creation” (2 Corinthians 5:17, NKJV) when he prayed to surrender his life to Jesus.

BGEA created pandemic-related campaigns last year in six languages—English, Spanish, Portuguese, Arabic, Korean, and Mandarin—and connected with nearly 270,000 website visitors and over 160,000 social media users. Out of this effort, more than 16,000 indicated they made a decision for Christ, and over 3,000 requested discipleship materials. An additional 7,000 people engaged in conversations about the Gospel with volunteers through Facebook Messenger and WhatsApp.

While sharing that she had confessed her sin to God and accepted Jesus Christ as Lord and Savior, one website visitor thanked the volunteer who helped her, saying, “Your message meant so much to me. I have cried over it the last few days.” Another said, “Thank you for giving me hope again and [for helping me] love again.” Katya surrendered her life to Christ and professed faith in Jesus through a conversation with a BGEA volunteer. One such discussion involved Katya, a 30-year-old woman who was seeking comfort and hope. When the volunteer first mentioned Jesus, Katya became quite angry, but God softened her heart over several weeks. Katya surrendered her life to Christ and was reading her Bible daily when she proclaimed, “My life is completely changed!”

Using emails and online courses, Search for Jesus also provided follow-up for new believers responding to our streaming events in 2020. From its 2011 inception, Search for Jesus has shared the Gospel online with visitors around the globe. We thank God that more than 16.2 million people have indicated a decision for Christ, and over 2.5 million have requested spiritual follow-up and help finding a church.

Above, right: Trained volunteers with BGEA’s internet evangelism ministry are available to help and pray with visitors any time of the day.
Despite the pandemic and ensuing social distancing restrictions, the Library welcomed more than 66,000 guests in 2020—all while following local health guidelines—and also offered new online resources to reach those unable to visit, including a virtual tour experience. The 40,000-square-foot Library—which includes rare video footage, photos, and memorabilia—also hosted numerous events for men, women, and children from all walks of life. These events included annual favorites like Teddy Bear Tea, Bikers With Boxes, the Ladies Tea and Tour, Ladies Night Out, and Christmas at the Library, which alone drew more than 19,000 guests from Nov. 30 to Dec. 23.

In August, the Library’s sold-out men’s dinner featured Phil Robertson, who greeted guests and signed copies of his newest book, Jesus Politics. Will Graham offered the introduction, and Phil’s message shared the hope of Jesus Christ and urged men in attendance to place their trust in Him. Ladies Night Out—held in October—also included a book signing. Sheila Walsh offered a timely message on the invaluable power of prayer and shared her own personal stories of how God has faithfully carried her through both trials and victories. As she signed copies of her book Praying Women, she graciously listened to and prayed for guests who shared some of their own trials.

In 2020, more than 220 people prayed to receive Christ during their visit to the Library. We praise God for these men, women, and children who have now surrendered their lives “to Jesus, the founder and perfecter of our faith, who for the joy that was set before him endured the cross” (Hebrews 12:2, ESV). Ben and his young son Nate, who are from Canada, visited the Library over the summer and were eager to share their story afterward. Even though Nate had heard the Gospel, the 10-year-old struggled a lot with the meaning of faith, and he didn’t have a relationship with Jesus Christ. But as Nate took The Journey of Faith tour, he was deeply touched by the Good News. By the time he finished the tour, he was ready to surrender his life to Christ in repentance and faith. His parents were both overjoyed that their son had been “justified in the name of the Lord Jesus and by the Spirit of our God” (1 Corinthians 6:11, NKJV).

On Oct. 30, we broke ground on the Billy Graham Archive and Research Center which will be located near the Billy Graham Library. Scheduled to open in early 2022, the center will encourage and equip future generations for evangelism by inviting them to study Billy Graham’s historical records, including his sermons, correspondence, and more.
January 2020 at the Billy Graham Training Center at The Cove was devoted to repairing the Training Center building after a small fire in the lobby damaged three floors. Leadership prayerfully cast a vision to reopen the second floor—main auditorium, lobby and dining room—in time for a Military Marriage Retreat led by Chip Ingram, which was scheduled to begin on Feb. 14.

God used the fire to open new opportunities to minister to those outside the Training Center, including the online streaming of the Women’s Bible Studies. Each week, an average of over 1,000 women from around the world watched the Bible studies online. The fire also gave staff the chance to share the Gospel with contract workers who helped with the restoration. On Feb. 17, an appreciation luncheon was held for these men and women in the dining room. Will Graham told those in attendance about “the promise in Christ Jesus through the gospel” (Ephesians 3:6, ESV), and five of the workers surrendered their lives to the Lord in repentance and faith. Bibles were given to each of them before they left.

Less than a month after the Billy Graham Training Center at The Cove reopened in February, the pandemic forced the cancellation of all in-person events from March until the beginning of June—but we continued to provide spiritual encouragement through free online devotionals and videos from seminar speakers. Chip Ingram offered a three-week online video series to help pastors minister to their congregations during the pandemic. On June 5, the center live streamed its first seminar of 2020 with Lisa Harper. More than 600 women participated in this powerful time of Bible study and Christ-centered encouragement. Later that month, guests were welcomed back on property in a limited capacity, and social distancing guidelines were put in place to protect visitors and staff alike.

Even though the number of attendees had to be reduced, God provided new avenues of sharing His Word through the live streaming of many of our events culminating in November with the seminar “Drawing Near to the Heart of God Through Prayer” with Anne Graham Lotz. The retreat center was able to safely host 212 guests on-property, with another 1,300 online views. One guest shared, “Best seminar of my life at a much needed time with all the events of 2020. [I] needed info to strengthen my walk with Christ and [now] I desire to serve Him.”

By the end of the year, the Billy Graham Training Center at The Cove had offered 46 programmed events, welcoming more than 6,200 participants on-site. Even though the capacity was reduced, we praise God for more than 1,200 guests who recorded life-changing decisions this year ranging from faith in Jesus Christ to new ministry, career, and family commitments.
BROADCASTING

GOOD NEWS

Since our very beginning in 1950, BGEA has purposed to “proclaim the gospel of the Lord Jesus Christ to all we can by every effective means available to us.” This mission took on special meaning in the unusual and challenging year of 2020, when BGEA used various forms of media—both conventional and unconventional—to reach as many people as possible with the good news of salvation and the hope that comes only through faith in Christ.

TV AND VIDEO

In 2020, BGEA utilized innovative ways to proclaim the Gospel of Jesus Christ around the world through the powerful medium of television and online videos. People accessed this evangelistic content via the web, Christian cable networks, select TV affiliates, and digital platforms such as Amazon, Roku, iTunes, Pure Flix, Tubi, FOX Nation, and RightNow Media.

With such a broad reach, thousands of viewers indicated making first-time decisions for Christ, recommitting their lives to Him, or praying to be assured of their salvation. “Now I am fully convinced that I am guaranteed eternal life, as I have accepted Jesus Christ as my Lord and Savior sent by our Heavenly Father,” a man named Sterling commented on YouTube.

The Billy Graham Classics were broadcast worldwide through global Christian networks such as TBN, Daystar, and GOD TV, as well as on numerous digital platforms. During the 2020 pandemic, users on Amazon streamed more than 1 million hours of BGEA video content in a total of 17 languages.

“I renewed my relationship with God!” a woman named Kim wrote after tuning in for an evangelistic broadcast. “I want to profess Jesus is Lord!” Another online viewer, James, walked away from a Billy Graham TV Special on YouTube inspired to boldly proclaim his faith. “Hallelujah! I’m going to stand up for my Lord and Savior Jesus Christ no matter what!” he wrote.

INTERNET/DIGITAL

When the global pandemic forced people indoors, many went online to find comfort, hope, and Biblical answers in uncertain times. BGEA seized the opportunity and used its various digital platforms—social media, email, websites, and apps—to use every effective means to share the Gospel.

Traffic increased by more than 60% (over 2019) on BGEA’s core ministry websites, including BillyGraham.org, BillyGrahamLibrary.org, TheCove.org, and DecisionMagazine.org. Collectively, these sites attracted 80 million visits from people in over 200 countries, as the ministry continued to “make disciples of all nations” (Matthew 28:19, ESV). The Daily Devotion and search-driven My Answer columns accounted for nearly one-third of the total website traffic, with “end times” and “rapture” being two of the most popular searches that brought people to BillyGraham.org. Three of every four visitors used mobile devices to engage with BGEA content. “[Your content] brings encouragements and strengthens my faith,” said a visitor named Donna.

BGEA’s social media channels experienced a boom in user engagement, with the total number of subscribers reaching 9.9 million. The total number of
In 2020, BGEA’s YouTube channel more than doubled its views over 2019, and now has more than 344,000 subscribers.

video views on our Facebook pages tripled from 2019, hitting more than 36 million in 2020. This increase was fueled largely by live streaming of Franklin Graham Festivals and Will Graham Celebrations, as well as the Billy Graham Classics. “My grandma watched Billy Graham’s sermons when I was little every time he was on TV,” a woman named Sarah wrote. “I didn’t get it. I do now. Through seeing these again on YouTube, it has helped me conquer anxiety and be at peace. I am so thankful for these.”

Views at BGEA’s official YouTube channel increased from 8.3 million in 2019 to 17.8 million in 2020 as 155,000 new subscribers searched for peace and Biblical guidance. BGEA used email communication in 2020 more than ever, sending more than 86 million emails out to donors, prayer partners, and others who follow the ministry. “Thank you for sharing the great work the team is doing for the Lord—and thank you for your encouraging words,” one email subscriber wrote.

AUDIO AND BLUE RIDGE BROADCASTING

Radio and on-demand internet audio became an important resource for people dealing with sickness, quarantines, and fear or anxiety in 2020. BGEA provided comfort, encouragement, and direction through various forms of audio content—much of it designed to encourage listeners to call the new 24-hour prayer line.

These productions aired on radio stations nationwide as well as The Billy Graham Channel on SiriusXM® satellite radio, and they included 30- and 60-second radio spots featuring Franklin Graham leading a prayer of salvation and an invitation to call the prayer line number.

The Billy Graham Channel shared messages from Billy Graham 24 hours a day, seven days a week with SiriusXM® subscribers. “This is what our world and nation needs,” one listener said in 2020.

The weekly BGEA-produced podcast GPS: God. People. Stories. continued to touch lives and invite listeners to make a decision for Christ. One GPS episode focused on stories of people who made decisions for Christ or rededicated their lives to the Lord while speaking with a prayer line volunteer. “Several of those [stories] brought tears to my eyes and goosebumps to my arms,” one GPS subscriber said. “Thank God that He’s moving in such powerful ways during all this!” Another episode featured two Billy Graham Rapid Response Team chaplains who ministered at the Samaritan’s Purse Emergency Field Hospital in New York City.

Immediately after Prayer March 2020 in Washington, D.C., in September, BGEA produced a series of radio spots with comments from Franklin and other speakers at the Prayer March, encouraging listeners to pray for the nation and the 2020 election.

Fearless with Cissie Graham Lynch—a podcast that launched in 2019—continued to challenge followers of Christ to boldly live out their faith in a culture that is increasingly hostile to Christianity. “I learn something new from each podcast and feel more encouraged and motivated to get closer in my relationship with Christ,” one listener said.

As all of this was happening, Billy Graham Radio Specials aired on The Billy Graham Channel and dozens of partner stations across the country on Easter and the Fourth of July, and in advance of Election Day. In addition, The Billy Graham Channel and more than 620 radio stations across the U.S. and Canada aired the Billy Graham Minute in 2020. These one-minute audio devotionals encourage Christians in their walk with Jesus and invite those who haven’t accepted Christ to begin a relationship with Him. A single mom in Kenya who listened to a Billy Graham Minute on Facebook shared that the Bobby Graham Evangelistic Association 2020 Ministry Report

In 2020, BGEA’s YouTube channel more than doubled its views over 2019, and now has more than 344,000 subscribers.
messages introduced her to Jesus. “My journey is just beginning” she wrote.

Blue Ridge Broadcasting—which was founded by Billy Graham and serves as the listener-supported operator of The Light FM radio station—adjusted to the changing needs of listeners during the pandemic while communicating the constant hope and assurance we have in Jesus Christ.

Heard across a 42,000-square-mile region of North and South Carolina, Tennessee, and portions of four neighboring states, The Light FM continued ministering to its hundreds of thousands of weekly listeners. In addition to a variety of faith-fueled music and Bible teaching, The Light FM also aired a live Will Graham virtual Celebration from the Billy Graham Training Center at The Cove in the early days of the pandemic.

By Mother’s Day, it was clear that the generous hearts of listeners wouldn’t be deterred by a pandemic, when—as part of the annual Heartbeat of Hope for crisis pregnancy care centers—faithful donors provided enough funds to make 1,150 ultrasounds available for pregnant mothers in need.

A few weeks later, when COVID-19 caused many in-person high school graduations to be cancelled, The Light FM created a virtual graduation celebration hosted by the station’s on-air talent. The graduation live stream featured commencement messages from former NFL coach Tony Dungy and a local pastor, plus music from Kari Jobe and other Christian artists. Over 3,200 graduates watched with their families.

As fall arrived, The Light FM presented more virtual events. These included a live recording of the station’s Girl Talk podcast, a Family Christmas Night, a pastor appreciation special, and a financial guidance seminar in partnership with Crown Financial. The Light FM also teamed with the Billy Graham Rapid Response Team to present God’s Hope in Crisis—a training that equipped Christians with the tools necessary to provide emotional and spiritual care in difficult times.

Through all of this, many lives were changed. Among them was a North Carolina prison inmate named Steve who took the Light FM’s annual 30-Day Challenge to listen to Christian radio exclusively for a month. In responding to the challenge, he wrote, “What do I have to lose? The answer is, ‘Nothing … with all eternity to gain!’” Steve rededicated his life to Christ, reconciled with others, and sought forgiveness from family members—including a brother who passed away shortly thereafter.

Each month, Decision features evangelistic articles that call people to follow Jesus, discipleship messages from respected Christian leaders to equip believers to stand strong for God’s truth, and Biblically-based analysis of critical issues facing the church. “The Evangelical Voice for Today” printed more than 4.5 million copies during 2020, proclaiming the Good News of Jesus Christ to readers in more than 65 countries. On average, nearly 15,000 copies of each issue were sent in bulk to chaplains at prisons and jails across the United States. More than 300 Braille copies and over 200 audio versions for the blind were also produced each month. During 2020, the magazine saw some of its highest numbers of paid subscriptions in more than a decade. The website DecisionMagazine.com features all the content of the print magazine plus daily news articles on issues that are especially pertinent to evangelicals. In total, the site received more than 2.6 million page views during 2020. Decision’s weekly email devotional went to an average of more than 46,000 people during 2020. In addition, Decision launched a weekly news digest
Above, left: Evangelism training courses are offered online to equip Christians to reach others with the Good News.

CHRISTIAN RESPONSE

Always ready to provide Christ-centered support and words of encouragement rooted in Scripture, BGEA’s trained Christian Response representatives answered more than 200,000 phone calls, letters, and emails in 2020. In many cases, the ministry provided Biblical resources and materials to help further direct people to the truth found only in Jesus Christ.

Incoming phone calls to Christian Response increased by almost 2,000 from the previous year and included prayer requests, decisions for Christ, and questions about evangelistic events. The largest volume of calls pertaining to spiritual matters came from people who had been viewing BGEA’s television specials and listening to the ministry’s radio station and broadcasts.

People also contacted Christian Response after visiting our websites, and our representatives responded to more than 55,000 individual emails. Christian Response answered more than 13,000 letters and prayed with callers during more than 41,000 incoming calls. We praise God that nearly 1,000 people who spoke by phone with Christian Response team members made life-changing decisions for Jesus Christ.

ONLINE TRAINING

Throughout BGEA’s eight decades of ministry, our evangelism and discipleship outreaches have worked to support, strengthen, and equip the local church. Today, our online training programs invite people all across the globe to discover the principles that Billy Graham, Franklin Graham, and other BGEA evangelists have used for years. These programs have proven especially helpful during a season when so many people are confined to their homes.

The School of Evangelism Online was offered through our website again this year to individuals and groups and as a part of the Distance Learning program at Liberty University. This resulted in more than 700 new enrollments, bringing the total number trained to 6,250 since inception.

One participant recently shared, “Your course was extremely worthwhile. The content is excellent. I was challenged a number of times in the questions for reflection. The material you have assembled and make available in this course would cover many hours of study.”

The adult and student versions of the Billy Graham Rapid Response Team’s seminar Sharing Hope in Crisis (SHIC) continue to be some of our most popular online offerings. It was also offered by the Church Ministry team—which oversees the Decision America Tours as well as other outreaches—to train their volunteers and regional managers. SHIC and SHIC Student Training had more than 400 enrollments in 2020, bringing the total enrollments since first being offered to over 3,000 participants.

ReIgnite—the online version of the Christian Life and Witness Course—had more than 70 new participants during the year and reached nearly 1,000 total participants since its launch.

One ReIgnite student wrote, “I have learned so much from this course... It is so important for new Christians to have something like this to lead and guide them into what has just occurred in their lives... I wish I had it when I was a new Christian. It would have been so beneficial to me.”

Two more courses—Back to the Basics by Dr. Howard Hendricks and Lost Secrets of Powerful Lives by Ron Hutchcraft—helped nearly 100 participants discover the relationship between Biblical doctrine (what we believe) and Biblical practice (how we live), and the evangelistic power of Christians in the book of Acts. One student in Ron Hutchcraft’s course wrote: “It was incredible and worth every penny; in fact, I am going to take another class, I was so inspired. Because of this class I have made a reservation to come to The Cove in person for training.”

email in April, which by the end of the year reached a total of nearly 17,000 subscribers.

“I am so thankful for the way Franklin Graham and staff are standing up for the Gospel, being so outspoken concerning pro-life (causes), and addressing the LGBTQ issue according to the Word of God,” wrote a Decision reader named Kylie. “I’m in tears as I have been reading this issue of your magazine. Thank you so much for your strong stance in proclaiming God’s Word! Your speaking out for truth is so needed in our world today.”

A reader named Lynda wrote us to say: “I just wanted to commend Will Graham on his article about Truth in Decision magazine. One of the most well-said articles I have ever read. Great job, Will Graham. Your grandfather Billy Graham would be so proud.”

And an email from Kimberly said: “In your July/Aug. 2020 issue was an article by Cassie Graham Lynch, ‘Do We Truly Know God?’ The topic was so timely and the tone so conversational that I felt I was reading a letter from a dear, close friend. I hope she will be able to take time from her extraordinarily busy schedule to write more for Decision in the future. Her fresh perspective in the female voice resonates so well with me. Keep up the good work!”

Please pray that the Decision content will continue to help believers serve the Lord faithfully and obediently.

PRAYER REQUEST: Please pray that God would use each of BGEA’s media ministries to touch hearts and transform lives with the Gospel of Jesus Christ.
WHAT WE BELIEVE

WE BELIEVE the Bible to be the inspired, the only infallible, authoritative Word of God revealing the love of God to the world.

WE BELIEVE that there is one God, eternally existent in three persons: Father, Son, and Holy Spirit.

WE BELIEVE in the deity of the Lord Jesus Christ, in His virgin birth, in His sinless life, in His miracles, in His vicarious and atoning death through His shed blood on the cross, in His bodily resurrection, in His ascension to the right hand of the Father, and in His personal return in power and glory.

WE BELIEVE that all men everywhere are lost and face the judgment of God, that Jesus Christ is the only way of salvation, and that for the salvation of lost and sinful man, repentance of sin and faith in Jesus Christ results in regeneration by the Holy Spirit. For this reason, we believe that marriage is exclusively the union of one genetic male and one genetic female.

WE BELIEVE that we must dedicate ourselves to prayer, to the service of our Lord, to His authority over our lives, and to the ministry of evangelism.

WE BELIEVE that human life is sacred from conception to its natural end; and that we must have concern for the physical and spiritual needs of our fellowmen.

WE BELIEVE in the spiritual unity of believers in the Lord Jesus Christ and that all true believers are members of His body, the church.

WE BELIEVE that the ministry of evangelism (sharing and proclaiming the message of salvation only possible by grace through faith in Jesus Christ) and discipleship (helping followers of Christ grow up into maturity in Christ) is a responsibility of all followers of Jesus Christ.

WE BELIEVE in the present ministry of the Holy Spirit, whose indwelling enables the Christian to live a godly life.

WE BELIEVE in the resurrection of both the saved and the lost; the saved unto the resurrection of eternal life and the lost unto the resurrection of damnation and eternal judgment.

“ALL SCRIPTURE IS GIVEN BY INSPIRATION OF GOD, AND IS PROFITABLE FOR DOCTRINE, FOR REPROOF, FOR CORRECTION, FOR INSTRUCTION IN RIGHTEOUSNESS, THAT THE MAN OF GOD MAY BE COMPLETE, THOROUGHLY EQUIPPED FOR EVERY GOOD WORK.” ~2 TIMOTHY 3:16-17, NKJV

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

CONSOLIDATED STATEMENT OF FINANCIAL POSITION FOR THE YEAR ENDED DECEMBER 31, 2020, WITH COMPARATIVE TOTALS FOR 2019

BILLY GRAHAM EVANGELISTIC ASSOCIATION AND CONSOLIDATED ORGANIZATIONS

<table>
<thead>
<tr>
<th>Item</th>
<th>2020</th>
<th>2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$ 68,679,102</td>
<td>$ 53,658,531</td>
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<tr>
<td>Accounts receivable, net</td>
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<tr>
<td>Property and equipment, net of accumulated depreciation</td>
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<td>54,166,405</td>
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<tr>
<td>Investments:</td>
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<tr>
<td>Investments functioning as endowments</td>
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<td>Deferred giving program</td>
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<tr>
<td>Deferred giving program</td>
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<tr>
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<tr>
<td>Other assets</td>
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<td>2,297,800</td>
</tr>
<tr>
<td>Total assets</td>
<td>$ 533,853,676</td>
<td>$ 486,774,535</td>
</tr>
</tbody>
</table>

LIABILITIES AND NET ASSETS

Liabilities:                                                          |             |             |
| Accounts payable                                                    | $ 5,568,896 | $ 3,767,974 |
| Accrued expenses                                                    | 3,391,945   | 3,267,413   |
| Deferred revenue                                                    | 2,407,479   | 2,155,673   |
| Deferred giving program                                             | 74,067,341  | 69,486,661  |
| Total liabilities                                                  | 85,435,701  | 78,877,721  |

Net assets:                                                          |             |             |
| Without donor restrictions:                                         |             |             |
| Charitable gift annuities                                           | 21,903,606  | 20,956,717  |
| Undesignated                                                        | 75,801,186  | 70,815,586  |
| Investment in property and equipment                               | 62,635,365  | 54,166,405  |
| Designated by governing board for endowment                        | 234,457,654 | 211,092,961 |
| Total without donor restrictions                                    | 394,798,811 | 357,031,669 |

With donor restrictions                                              |             |             |
| Total net assets                                                    | 448,147,975 | 406,896,814 |

Total liabilities and net assets                                     | $ 533,853,676| $ 486,774,535|
### OPERATING ACTIVITIES

#### Support and revenue:
- **Contributions:** $93,149,922
- **Billy Graham Training Center:** $3,342,332
- **Decision magazine and other evangelistic materials:** $2,358,425
- **Other income:** $4,630,358
- **Net assets released from restrictions:** $26,232,003

#### Operating expenses:
- **Ministry expenses:**
  - Evangelistic crusades: 17,727,396
  - COVID-19 ministry: 7,451,193
  - Decision America Tour: 6,141,224
  - Billy Graham Training Center: 7,205,604
  - Billy Graham Library: 9,742,428
  - Print and internet: 7,226,496
  - Radio: 4,500,604
  - Search for Jesus: 6,314,338
  - Decision magazine: 4,389,204
  - Church ministry: 1,641,224
  - Billy Graham Rapid Response Team: 4,635,017
  - Television and film: 5,192,426
  - Other evangelistic ministry: 11,025,077

- **Support activities:**
  - Fundraising: 7,386,111
  - General and administrative: 13,587,086

#### Change in net assets from operations:
- **Without donor restrictions:** $3,239,386
- **With donor restrictions:** $562,048

#### NONOPERATING ACTIVITIES

- **Net investment return:** $27,241,356
- **Insurance proceeds:** 5,197,989
- **Change in value of annuities and trusts:** 1,826,674
- **Other nonoperating income:** 261,737
- **Total nonoperating activities:** $34,527,756

- **Change in net assets:** 37,767,142

- **Net assets at beginning of year:** 357,051,669
- **Net assets at end of year:** $394,798,811

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#### 2020 OPERATING SUPPORT AND REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>WITHOUT DONOR RESTRICTIONS</th>
<th>WITH DONOR RESTRICTIONS</th>
<th>TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Support and revenue:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$93,149,922</td>
<td>$26,794,051</td>
<td>$119,943,973</td>
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<tr>
<td>Billy Graham Training Center</td>
<td>3,342,332</td>
<td>-</td>
<td>3,342,332</td>
</tr>
<tr>
<td>Decision magazine and other evangelistic materials</td>
<td>2,358,425</td>
<td>-</td>
<td>2,358,425</td>
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<tr>
<td>Other income</td>
<td>4,630,358</td>
<td>-</td>
<td>4,630,358</td>
</tr>
<tr>
<td>Net assets released from restrictions</td>
<td>26,232,003</td>
<td>(26,232,003)</td>
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</tr>
<tr>
<td><strong>Total support and revenue</strong></td>
<td>$129,713,040</td>
<td>562,048</td>
<td>$130,275,088</td>
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<tr>
<td><strong>Operating expenses:</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Ministry expenses:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Evangelistic crusades</td>
<td>17,727,396</td>
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<td>17,727,396</td>
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<tr>
<td>COVID-19 ministry</td>
<td>7,451,193</td>
<td>-</td>
<td>7,451,193</td>
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<tr>
<td>Decision America Tour</td>
<td>6,141,224</td>
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<td>6,141,224</td>
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<tr>
<td>Billy Graham Training Center</td>
<td>7,205,604</td>
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<tr>
<td>Billy Graham Library</td>
<td>9,742,428</td>
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<td>-</td>
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</tr>
<tr>
<td>Billy Graham Rapid Response Team</td>
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<td>-</td>
<td>4,635,017</td>
</tr>
<tr>
<td>Television and film</td>
<td>5,192,426</td>
<td>-</td>
<td>5,192,426</td>
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<tr>
<td>Other evangelistic ministry</td>
<td>11,025,077</td>
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<td>11,025,077</td>
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<tr>
<td><strong>Total ministry expenses</strong></td>
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<td>$105,500,457</td>
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<tr>
<td>Support activities:</td>
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</tr>
<tr>
<td>Fundraising</td>
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<td>-</td>
<td>7,386,111</td>
</tr>
<tr>
<td>General and administrative</td>
<td>13,587,086</td>
<td>-</td>
<td>13,587,086</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td>$126,473,654</td>
<td>-</td>
<td>$126,473,654</td>
</tr>
<tr>
<td><strong>Change in net assets from operations</strong></td>
<td>3,239,386</td>
<td>562,048</td>
<td>3,801,434</td>
</tr>
<tr>
<td><strong>NONOPERATING ACTIVITIES</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Net investment return</td>
<td>27,241,356</td>
<td>3,786,976</td>
<td>31,028,326</td>
</tr>
<tr>
<td>Insurance proceeds</td>
<td>5,197,989</td>
<td>-</td>
<td>5,197,989</td>
</tr>
<tr>
<td>Change in value of annuities and trusts</td>
<td>1,826,674</td>
<td>(674,510)</td>
<td>1,152,164</td>
</tr>
<tr>
<td>Other nonoperating income</td>
<td>261,737</td>
<td>1,641,224</td>
<td>1,902,961</td>
</tr>
<tr>
<td><strong>Total nonoperating activities</strong></td>
<td>$34,527,756</td>
<td>$3,191,976</td>
<td>$37,719,732</td>
</tr>
<tr>
<td><strong>Change in net assets</strong></td>
<td>37,767,142</td>
<td>562,048</td>
<td>38,329,190</td>
</tr>
<tr>
<td><strong>Net assets at beginning of year</strong></td>
<td>357,051,669</td>
<td>49,865,145</td>
<td>406,916,814</td>
</tr>
<tr>
<td><strong>Net assets at end of year</strong></td>
<td><strong>$394,798,811</strong></td>
<td><strong>$53,619,164</strong></td>
<td><strong>$448,417,975</strong></td>
</tr>
</tbody>
</table>

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To see the complete version of the Billy Graham Evangelistic Association 2020 audited financial statements, please go to BillyGraham.org/Financial.
CONTINUING THE LIFELONG WORK OF BILLY GRAHAM, THE BILLY GRAHAM EVANGELISTIC ASSOCIATION EXISTS TO SUPPORT AND EXTEND THE EVANGELISTIC CALLING AND MINISTRY OF FRANKLIN GRAHAM BY PROCLAIMING THE GOSPEL OF THE LORD JESUS CHRIST TO ALL WE CAN BY EVERY EFFECTIVE MEANS AVAILABLE TO US AND BY EQUIPPING THE CHURCH AND OTHERS TO DO THE SAME.