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www.ussailing.org

2012 Annual Report

Membership Matters





MISSION

To provide leadership, integrity and advancement for the sport of sailing.

A LETTER TO OUR MEMBERS

Dear Member –



Thank you for your membership, ongoing support and confidence in our organization. Your membership truly matters. Our members make it possible for us to develop new programs, as well as improve existing ones. With your help, US Sailing continually strives to improve sailors' experiences on the water.

2012 was a year of change, renewal and growth for US Sailing. We continued US Sailing's reorganization, resulting in a strengthened connection between our leadership and the sailing community. We are now closer than ever to our key constituents – you, the sailors and local sailing organizations, whose passion for the sport and smart ideas are being integrated into every US Sailing program. To all who supported US Sailing's evolution and restructuring, thank you.



We also continued to ask questions and listen. Our members, volunteers and sailing organizations collaborated with us to identify how US Sailing can better serve the sport. As a result, we redesigned, updated and expanded many of our training, offshore, safety and race administration programs to grow participation, increase safety and improve our member services.

We proudly released the *Racing Rules of Sailing for 2013-2016*, adding a new and more durable waterproof edition for active sailors, as well as an updated mobile rules application. We launched a bold, new program called REACH, which is our STEM education initiative that provides a framework, resources, lesson plans and guidelines to integrate math and science education with sailing training programs. 2012 was also an Olympic year, and we send congratulations to Jen French and JP Creignou for their silver medal at the Paralympic Games, and to all our Olympic and Paralympic athletes for representing our country at the Games with dignity and honor.

It was also a challenging year for sailing and sailors across the U.S. A series of accidents and devastating storms brought us together to learn from these tragedies. At the request of the U.S. Coast Guard, US Sailing conducted investigations that have improved safety guidelines for racing, communication between sailors and race organizers, and training for race officials running offshore races. In the wake of Hurricane Sandy, clubs and their members have pulled together to rebuild and ensure their junior programs and regattas are up and running for the 2013 season.

Volunteerism within our sport is alive and strong. US Sailing's incredible community of passionate volunteers dedicate tens of thousands of hours to enhance the sailing experience for all. We owe them a debt of gratitude for all they contribute. Sailing would not happen without them, and as a member you should be proud that you are supporting them.

We are in a great position to continue our momentum, and focus on connecting sailors across the country with new opportunities. We hope you enjoy reading through the Annual Report to learn more about our progress. Thank you again for your support, and we are proud to have you sailing with us into 2013.

Sincerely,



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Executive Director

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SAILING LEADERSHIP FORUM 2014

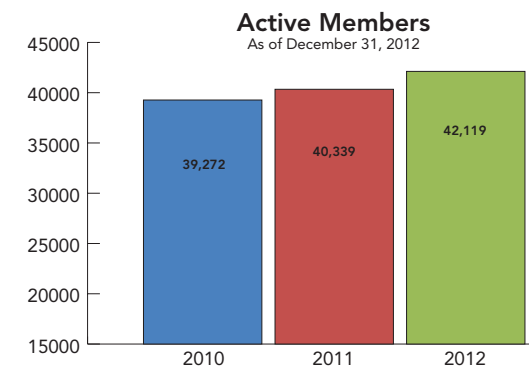
February 6 – 8, 2014
San Diego, CA

The forum will connect leaders from all aspects of our sport such as sail training and education, yacht club and sailing organization management, racing associations and organizations including one-design and handicap classes, race officials, and industry professionals. Help us bring the sport together! [Register at sailingleadership.org](http://sailingleadership.org)

MEMBERSHIP

US Sailing's Membership and Marketing Departments collaborated to create the 2012 Membership Matters campaign, a salute to US Sailing's membership for supporting our mission to grow the sport and shape the experience.

The Membership Matters campaign is connecting with members by acknowledging their impact on the sport, solidifying support from existing members while bringing new members into US Sailing.



Yacht clubs across the country participated in the Membership Matters campaign by encouraging their members to join US Sailing. Special thanks go to the following yacht clubs for sending their membership an

invitation to raise their hands and be part of a great organization, signed by both the commodore of the club and US Sailing President Gary Jobson.

THANK YOU

to the following clubs who participated in the Membership Matters campaign:

- Annapolis Yacht Club
- Austin Yacht Club
- Balboa Yacht Club
- Bayview Yacht Club
- Beverly Yacht Club
- Boothbay Harbor Yacht Club
- Chicago Yacht Club
- Columbia Yacht Club
- Conanicut Yacht Club
- Coral Reef Yacht Club
- Corinthian of Seattle Yacht Club
- Corpus Christi Yacht Club
- Eastport Yacht Club
- Eastern Yacht Club
- Edgartown Yacht Club
- Ida Lewis Yacht Club
- Larchmont Yacht Club
- Long Beach Yacht Club
- New Bedford Yacht Club
- New York Yacht Club
- North Cape Yacht Club
- Riverside Yacht Club
- Rochester Yacht Club
- St. Francis Yacht Club
- San Diego Yacht Club
- Seawanhaka-Corinthian Yacht Club
- Seattle Yacht Club
- Southern Yacht Club
- Storm Trysail Club
- Toms River Yacht Club

Photos Courtesy of: Jan Anderson, Mick Anderson, Peter Braune, Stacie Carlson, Peter Lyons, Chris Petracco, Will Ricketson, Amory Ross, Jim Teeters, TGO Photography and Bart Zienda



TRAINING

Small Boat Instructor Training



Our Small Boat National Faculty worked hard in 2012 to transform our overall training program. We rolled out the newly upgraded Level 1 curriculum and publications and **retrained 78 Instructor Trainers**. At a five-day meeting in December, they developed a new training model - Chart your Course. training.ussailing.org

Clarifying the paths available, all US Sailing certified instructors will now have a structured progression of training/growth opportunities. We strengthened the sailing and safety skills of our instructors teaching at yacht clubs, community centers and commercial sailing schools, and created two different professional development tracks that will provide for the continuing education of coaches and program directors.

Powerboat Training

As more people discover the fun of boating, our waterways are becoming more and more crowded. Government statistics show that the vast majority of serious accidents involve operators who had not completed a boating course. There is a need for on-the-water training in powerboats. To meet these demands, US Sailing/US Powerboating provides a rigorous hands-on training program designed to teach the essentials of boat handling, seamanship and safety. The powerboat program's entry level course, Safe Powerboat Handling, is for student operators with limited or no experience.



Safe Powerboat Handling has seen great success with 160% increase in the number of facilities offering on-the-water courses and a **250% increase in the number of students** over the last three years. Safe Powerboat Handling is also National Association of State Boating Law Administrators approved nationally and has state approval in CT, FL, MD, MA, NJ, PA, RI, VA, WA, and Puerto Rico.

Cruising Training

Our Keelboat and Cruising programs deliver excellence in sailing and cruising education. Over 200 new instructors were certified last year to teach at our accredited schools, and **over 5,000 sailors were certified** in courses ranging from Basic Keelboat to Bareboat Cruising to Coastal Navigation and Offshore Passage Making.

Symposiums

National Sailing Programs (NSPS) and Regional Sailing Program (RSPS)

NSPS is sailing's premier continuing education and networking event. The 2012 event was **attended by over 270** program directors, instructors, parents and volunteers from yacht clubs, community sailing programs, camps and other boating organizations in Long Beach, Calif. It proved to be the largest west coast NSPS ever.

Nine RSPS events were held in CA, MD, IL, MA, NY and FL at a variety of locations from community sailing programs to yacht clubs. Topics ranged from race management to creative programming.

Certified Training Centers

We added 10 new Sanctioned Community Sailing Centers, six Keelboat Schools and 13 Powerboat Training Centers. We recognize the 29 Training Centers for utilizing only US Sailing certified instructors. These centers teach to the highest level of boating education and quality standards, as well as provide public access to sailing.

Grants Fund New Programs and Expansion

A variety of grants have furthered the scope and depth of Training this year. **Our collaboration with the Coast Guard resulted in over \$400,000 in funding** to build our on-the-water powerboat training programs, establish national on-the-water training standards for power, sail and human powered boating, and build partnerships with other boating safety organizations.



A three-year grant from the John B. and Nelly Llanos Kilroy Foundation funded the startup of the REACH Program, which utilizes the sport of sailing to teach Science, Technology, Engineering and Math (STEM). REACH is designed to engage youth of all backgrounds in the how and why of sailing through an authentic learning experience.

In its first year, **REACH engaged over 250 students** in an incremental and sequential STEM-based learning platform, **90% of which had never been sailing** or sailed only a few times. An informal evaluation of the REACH Program revealed an 11% increase in STEM content knowledge among middle school students.

A U.S. Olympic Committee grant supported programs held at Piers Park in Boston and the Bay Area Association of Disabled Sailors (BAADS) in San Francisco, empowered disabled sailors and may contribute to future Paralympic pathways.

Six "Community of Sailing" grants funded by Gerard and Diane Koepfel were awarded to Community Sailing programs that work with junior sailors.





RACE ADMINISTRATION

Race Official Training

In 2012 Race Official Seminar participation and Certifications continued increasing, propelled by US Sailing's effort to engage a larger audience by increasing the frequency and geographic distribution of our seminars and clinics. In 2012, US Sailing certifications totaled 1309 including Race Officers, Judges and Umpires and a total of **76 seminars and clinics** where held throughout the United States.

On-line learning is now incorporated into the certification process. US Sailing developed study questions and tests on-line, freeing up valuable classroom time during the seminars and streamlining the recertification process.

The Regional Umpire Program is an all new program and certification level created to increase access to qualified umpires at the local level while deepening the bench of National Umpires for the future.

ISAF Seminars

In 2012, US Sailing hosted an ISAF International Umpire Seminar and

7 raceadmin.ussailing.org

Measurer Seminar. At the IU Seminar, candidates attended lectures and participated in on the water assessments, during the U.S. Team Racing Championships held at Larchmont Yacht Club (NY). The IM Seminar was conducted prior to the J24 World Championships held at Rochester Yacht Club(NY). Between 2011 and 2013, US Sailing has held a total of five ISAF Race Official Seminars, which is a great benefit to certified race officials that are pursuing ISAF certification.



Racing Rules

The *Racing Rules of Sailing for 2013-2016* including US Sailing Prescriptions, was published in November 2012 with some helpful enhancements, which include:

- A limited waterproof edition, along with a standard paper version.
- A new format size, allowing for larger typeface for easier reading.
- Made from 100% recyclable materials in support of the new

basic principle of Environmental Responsibility in the RRS.

A major addition to the US Sailing Prescriptions is Appendix T, developed by the Racing Rules Committee to encourage voluntary penalties and protests overall. Protest hearings are the backbone of fair, safe racing, and making the process faster and penalties self-regulating benefits all. Appendix T provides a framework for:

- Alternative Voluntary Penalties
- Expedited Hearings
- Arbitration

Award Winners

The Corinthian Sailing Club on White Rock Lake in Dallas, Texas earned the St. Petersburg Yacht Club Trophy for their outstanding organization and execution in race management and operations for the 2011 Championship of Champions.

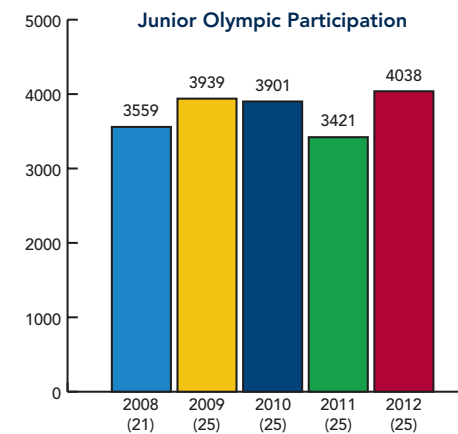
Pat Seidenspinner was awarded the Harman Hawkins Award for the major role she has played in the advancement of race administration.

INSHORE



Junior Olympics

Junior Olympics completed its 16th season in 2012. This youth racing program has served **more than 50,000 sailors**. Overall participation has held steady over the past five years. Some of the largest events (350+ participants) continue to grow. We continue to add events in areas where junior sailing is just getting started and add new events at community sailing centers.



One-Design Awards

The 2012 One-Design Awards recognized outstanding individuals, classes, clubs and fleets. The awards highlight role models of creative leadership in one-design sailing.

The 2012 awards were presented to:

- Service - Fletcher Driscoll, White Bear Lake (MN)
- Leadership - Kathleen Tocke (Newport, RI), Snipe Class
- Club – Pewaukee Yacht Club (WI)
- Regatta – Bayview Yacht Club Inaugural One-Design Regatta (Detroit, MI)
- Creativity – Mike Martin (Mill Valley, CA)

Herreshoff Trophy

Racing rules expert, **Dick Rose**, was awarded the **Nathanael G. Herreshoff Trophy** for outstanding contribution to the sport of sailing.

Insurance

In addition to supporting our meetings and symposiums, the Gowrie Group continues to provide comprehensive insurance programs that benefit our organizational members through US Sailing's Burgee Program:

- **980 organizations participated in the Burgee Program**
- More than 140 classes included in the boat insurance program
- Regatta Liability
- Directors & Officers Liability



OFFSHORE

Yacht Rating Services

Responding to requests from racers and yacht clubs, the offshore department administers several different rating rules: IRC, ORR and the Portsmouth Yardstick. US Sailing provides a national forum and publishes handicapping reports and newsletters for the U.S. PHRF fleet, as well as providing support for the North American Portsmouth Yardstick Handicap for centerboard boats, multihulls, keelboats and offshore classes.

2012 IRC and ORR Certificates

IRC – 494

ORR – 850

Prominent events in 2012:

IRC

- Fort Lauderdale to Key West Race
- Key West
- New York Yacht Club Annual Regatta
- Newport Bermuda Race
- Block Island Race
- Vineyard Race
- Big Boat Series
- IRC East Coast Championship

ORR

- Newport Bermuda Race
- Newport to Cabo San Lucas Yacht Race
- Chicago Yacht Club Race to Mackinac
- Pacific Cup
- San Diego to Puerto Vallarta International Yacht Race
- Mexican Ocean Racing Circuit (MEXORC)
- California Cup Regatta
- Long Point Race Week
- Acapulco Regatta Series

Universal Measurement System

US Sailing is setting a new course for the future of big boat rating services. In 2012, the Offshore Department introduced the concept of a Universal Measurement System to the international racing community where it was met with widespread approval. While many

rating rule measurements are common to the IRC, ORR, PHRF and HPR rules, each rule also has unique measurement requirements. The UMS enables the collection of all measurement data at one time and allow access to ratings information and certifications under any rule at the click of a button. Racers will be able to participate in any race, governed by any participating rule, without the expense and inconvenience of multiple measurements. The design and build-out of the UMS System began in 2012. The first milestone has been met and now US Sailing has the capability to process and issue PHRF certificates. Two fleets are already using this capability.

Offshore Services

The Offshore office provides support to 45 PHRF fleets that represent over 12,500 boats. In 2012, US Sailing developed the capability to service PHRF fleets with an online database and online fleet member Certificate Registration / Renewal / Amendment.

Offshore Safety

Offshore focuses on all aspects of safety-at-sea and recognizes sailors for their efforts in this area.

2012 Highlights:

- Safety-at-Sea Seminars:
The Offshore Department developed and administered regulations governing offshore racing and sanctioned seminars to train and certify racers for offshore

events. In 2012, 19 seminars were conducted with more than **2,600 attendees**. A total of 329 participants received full ISAF compliant training. Since 2000, more than 19,000 people have received our safety training.

- Junior Safety-at-Sea:
Last year, US Sailing partnered with the Storm Trysail Club to promote and endorse its highly successful safety training for junior sailors, which introduces young men and women to sailing on offshore boats and teaches them specific safety requirements. In 2011, there were four of these seminars. In 2012, that number jumped to 12 and **over 300 young men and women participated**. For more information go to offshore.ussailing.org
- Accident Investigations
Two sailing tragedies occurred in California. The sailing community was stunned by nine deaths in the span of two weeks. Five were lost in the Fully Crewed Race around the Farallones on April 14 when a Sydney 38 was driven onto the rocks by large waves. Tragedy struck again on Saturday, April 28 in the Newport to Ensenada race when an accident occurred to the Hunter 376, *Aegean*, that left four crew dead. The results of US Sailing's independent review of these tragedies can be found at: offshore.ussailing.org





US SAILING TEAM SPERRY TOP-SIDER



2008-2012 Olympic and Paralympic Quadrennium Concludes



Jen French & JP Creignou won a SKUD-18 silver medal at the 2012 Paralympic Games. The six-member U.S. Paralympic Sailing Team competed September 1-6.

- 6th 2.4mR, Mark LeBlanc (New Orleans, LA)
- 7th Sonar, Paul Callahan (Cape Coral, FL) Tom Brown (Castine, Me.) and Bradley Johnson (Pompano Beach, FL)

The Olympic Sailing Regatta was held July 29- August 11, and after 16 days of competition, the U.S. Olympic Sailing Team did not bring home a medal, marking the first time in 75 years. Despite this result, the USA continues to lead the international tally with 59 medals.

Final Standings:

- 5th Women's Match Racing, Anna Tunnicliffe (Miami, FL), Molly Vandemoer (Stanford, CA) and Debbie Capozzi (Bayport, NY)
- 7th Star, Mark Mendelblatt and Brian Fatih (both Miami, FL)
- 8th Laser Radial, Paige Railey (Clearwater, FL)
- 9th Women's 470, Amanda Clark (Shelter Island, NY) and Sarah Lihan (Fort Lauderdale, FL)
- 12th Finn, Zach Railey (Clearwater, FL)
- 14th Men's 470, Stuart McNay (Boston, MA) and Graham Biehl (San Diego, CA)
- 15th 49er, Erik Storck (Huntington, NY) and Trevor Moore (Naples, FL)
- 20th Women's RS:X, Farrah Hall (Annapolis, MD)
- 22nd Men's RS:X, Bob Willis (Chicago, IL)
- 29th Laser, Rob Crane (Darien, CT)

US Sailing Team Sperry Top-Sider -- the national sailing team comprised of Olympic and Paralympic hopefuls—collected 23 ISAF Sailing World Cup medals: **7 gold, 11 silver and 5 bronze**. Athletes captured four overall World Cup podiums: gold - Women's Match Racing (Anna Tunnicliffe / Molly Vandemoer / Debbie Capozzi); gold - Finn (Caleb Paine); silver - Laser (Charlie Buckingham); and bronze - Finn (Zach Railey).

A New Direction in U.S. Olympic Sailing

After an Olympic Games without a medal won, our Olympic Program entered a period of extensive internal evaluation. Then-president Gary Jobson appointed an independent review panel and charged it to form an assessment of the Program over 2009-2012 Olympic quadrennium and make recommendations for the new Olympic quad.

Under the leadership of Managing Director Josh Adams, the analysis influenced the new direction toward Rio 2016. The U.S. Olympic Sailing Program's Strategic Plan for 2013-2016 centers around three fundamental success factors: creating a culture of technical excellence; making domestic training a strength; and building the base of sailors for future Games.

Central to these core values, positive changes include:

- Charlie McKee, a two-time Olympic medalist and coach, joined as High Performance Director.
- New Technical Director, Grant "Fuzz" Spanhake, hired to focus on boat speed and tuning, and class-by-class strategies.
- Oakcliff Sailing joined as an official training center
- Two new yacht club partners: Gold partner St. Francis Yacht Club and St. Francis Foundation, and silver partner Sailing Foundation of New York



From January 28 – February 2, 2013, ISAF Sailing World Cup Miami returned to the waters of Biscayne Bay, bringing together the world's top Olympic and Paralympic class competitors. Marking the 24th running of the event, the regatta is the North American highlight on the winter circuit for sailors who are campaigning for the Olympic and Paralympic Games. Organized by US Sailing, the event is the second stop on the 2012-13 International Sailing Federation's (ISAF) Sailing World Cup, an annual, world-class series for Olympic and Paralympic sailing.

In 2013, US Sailing entered into an agreement with ISAF to join the international "Sailing World Cup" series, and with it the change in name to "ISAF Sailing World Cup Miami". Sponsors included Sperry Top-Sider, Chubb, Harken McLube, Kattack, Switlik and the University of Miami Hospital. The event is supported by the City of Miami.

mocr.ussailing.org



INFORMATION TECHNOLOGIES

The Information Technology (IT) department supports all areas of US Sailing, covering services and products used by staff, volunteers, and the general sailing public. This includes support for infrastructure, software development, web technologies and AV.

In addition to the day-to-day support that IT provides to each US Sailing department, significant projects were undertaken and accomplished:

Software Development

- The Offshore Department is working with IT on designing and building a new application for a ratings data management system in order to accommodate increasingly-complex measurement systems and multiple rating rules. The first rule to be released will be for PHRF Fleets across the country. This multi-year project will provide boat owners with ORR, IRC, HPR and PHRF certificates as needed, based

on a one-time, Universal Measurement process.

- Enhancements made to the membership processes, which simplifies the interaction for members and provides more options to manage their membership preferences.
- A new online calendar centralizes sailing activities across the country, allowing members and organizations to enter and update their own events, provides easy search options, and permits members to download events into their personal calendars.
- Internally, new reporting functions and upgrades to US Sailing's Sail-orbase (membership database) will enhance member service and communications.

Infrastructure Improvements

- An in-depth vendor review was conducted and resulted in significant savings in telephone, internet, and web management services.

- US Sailing servers were consolidated and upgraded, improving IT functions across the organization, including email, file sharing, network monitoring, virtual hosting and more.
- The US Olympic Division was supported in their London base.
- An internal help desk system was implemented to prioritize and respond to staff IT needs.

Web Technologies

- Completed a prototype for a new US Sailing website, which will result in a clean and modern presentation, improved navigation functions, and a more effective, efficient and user-friendly website.
- Built a new micro site co-founded by US Sailing and the America's Cup focused on getting people involved with sailing and aptly named, www.StartSailing.org.

COMMUNICATIONS AND OUTREACH



2012 Rolex Yachtsman and Yachtswoman of the Year

The Marketing and Communications Department at US Sailing enhanced their role in 2012 as the internal agency for the organization by working with all departments to highlight their programs and services, and determine the most effective way to educate and inform members of their purpose and value.

Membership Matters Campaign

Marketing and Communications worked hand-in-hand with Membership and Development by strategizing, planning and executing the US Sailing Membership Matters campaign. This program featured the popular Greatest American Sailing Tournament and

Sweepstakes, which energized our membership base and served as a vehicle to showcase how membership in US Sailing makes our many valuable programs and services possible.

We collaborated with departments to ensure proper website copy, banners, ads, and other enhanced sites were maintained. We also produced collateral posters, stickers, programs, t-shirts, logos and other promotional materials that brand our events and programs.

Communications

Marketing and Communications introduced a revised communication strategy that included the introduction



of advertorials in *Sailing World* magazine, an enhanced US Sailing blog, printed editions of the *Quarterdeck Newsletter* for organizations and a targeted adjustment of our e-USSailing Weekly Newsletter. US Sailing's social media presence on Facebook and Twitter also grew in popularity in 2012. We acquired new sponsors Zim Sailing, Sunsail / Moorings and the America's Cup Event Authority, and renegotiated enhanced long-term sponsorships with Rolex Watch U.S.A. and Gill NA.



In conjunction with Race Management, we launched the *Racing Rules of Sailing for 2013-2016* app, including Dave Perry's *Understanding the Racing Rules of Sailing* add-on purchase.



THANK YOU

to all our sponsors





US SAILING'S 2012 NATIONAL CHAMPIONSHIPS

Over 2,200 sailors participated in US Sailing Championship events in 2012

U.S. Junior Women's Doublehanded Champions

Allyson Donahue, Maddie Widmeir

U.S. Junior Women's Singlehanded Champions

Hanne Weaver

U.S. Youth Sailing Champions

420: Max Simmons, Riley Legault

Laser Radial: Mitchell Kiss

Laser: Greg Martinez

29er: Scott Buckstaff, James Moody

U.S. Singlehanded Sailing Champions

Clay Johnson, Allie Blecher

US Sailing's Chubb U.S. Junior Champions

The San Francisco Yacht Club - Jack Barton, Sam Barton, Sammy Shea, Corey Lynch

Richmond Yacht Club - Christopher Ford, Daniel Ron

St. Petersburg Yacht Club - Addison Hackstaff

U.S. Match Racing Champions

Chicago Match Race Center - Taylor Canfield, Stephanie Roble, Maggie Shea, Janel Zarkowsky

U.S. Youth Multihull Champions

Jeremy Herrin, Sam Armington

U.S. Multihull Champions

Sarah Newberry, Kenny Pierce

U.S. Team Racing Champions

NYYC Team Extreme - Stuart McNay, Michael Hession; Zachary Brown, Emmet Smith; Thomas Barrows, Marla Menninger

U.S. Disabled Sailing Champions

Triplehanded: Andrew Fisher, Mike Hersey, Ryan Levinson

Doublehanded: Michael Strahle, Donna DeMarest

Singlehanded: Charles Rosenfield

Championship of Champions

Ed Eckert, Matthew Schmidt

U.S. Women's Match Racing Champions

Genevieve Tulloch, Jennifer Chamberlin, Stephanie Roble, Margaret Shea



OLYMPIC AND PARALYMPIC PROGRAM DONORS

Gold Medalists - \$75,000+

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Malin Burnham
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John J. "Hap" Fauth
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NYYC/Sailing Foundation of NY
James B. Richardson
St. Francis Yacht Club Foundation
Stamps Family Charitable Fdtn.
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Silver Medalists - \$50,000

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James H. & Camille W. Tichenor
Stuart & MarrGwen Townsend
Donald R. Wilson Jr.
Fairholme Foundation

2016 Medalists

Jane and Bruce Burton
Michael and Tovi Kiss



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FINANCIALS

BALANCE SHEET (unaudited) As of December 31, 2012

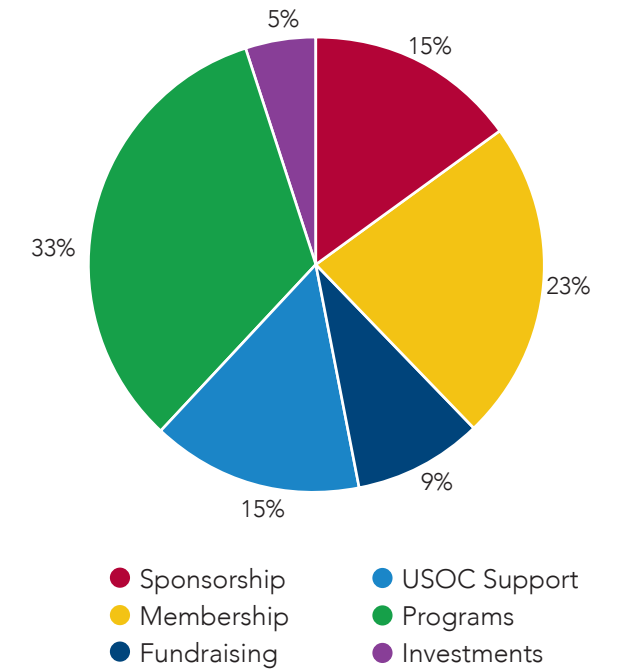
ASSETS	2012	2011
Current Assets	1,901,609	1,776,695
Property & Equipment, NET	870,811	834,085
Long-term investments	3,241,293	3,137,440
Pledges Receivable	320,702	494,519
TOTAL ASSETS	6,334,415	6,242,739
LIABILITIES & NET ASSETS		
Current Liabilities	1,389,348	1,470,813
Deferred Membership Fees	254,748	147,234
Capital Lease Obligation	28,233	41,754
TOTAL LIABILITIES	1,672,329	1,659,801
NET ASSETS	4,662,086	4,582,938
TOTAL LIABILITIES AND NET ASSETS	6,334,415	6,242,739

FINANCIAL SUMMARY

For the years ending December 31, 2012 and 2011

REVENUES	2012	2011
Operating	5,512,019	5,115,493
Olympic	3,139,958	2,906,051
TOTAL REVENUES	8,651,977	8,021,544
EXPENSES		
Operating	5,260,869	5,003,524
Olympic	3,305,941	3,641,880
TOTAL EXPENSES	8,566,810	8,645,404
CHANGES IN NET ASSETS	85,167	(623,860)

REVENUE - \$8,651,977



EXPENSES - \$8,566,810

