

# 2021 ANNUAL REPORT





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# US SAILING ASSOCIATION

## Our Mission

To increase sailing participation and excellence through education, competition, and equal opportunity, while upholding the principles of fair play, sportsmanship, and safety.

## Our Vision for the Future of Sailing

Sailing has become a rapidly growing sport in the US, driven by innovations in access and education, and inspired by American success in international competition. The diverse sailing community is aligned around common goals for the sport. Sailing has been embraced by the public as being inspiring, inclusive, and accessible.

## Our Values

Respect, Integrity, Excellence, Collective Success, Clarity and Transparency, Sustainability

# US SAILING FOUNDATION

## Our Purpose

The US Sailing Foundation provides support, financial and otherwise, to benefit the United States Sailing Association and its programs, initiatives, efforts, and activities.





# MESSAGE FROM THE PRESIDENT

Like the year before it, 2021 brought its fair share of uncertainty and challenges. But, thanks to your support and the dedication of US Sailing's staff and volunteers, it was also a year of progress and growth.

Despite the ongoing pandemic, the Board continued to deliver on the ambitious goals of our five-year strategic plan. Improvements in Olympic high performance, member experience and value, and organizational effectiveness are benefitting sailors of every stripe across the country.

To better serve the complex sailing community, we've worked to diversify our ranks at both the board and staff levels. And we codified our commitment to DEI by establishing a yearly budget for this important area.

Every member of our board dug deep to 'walk the walk' with you by making a personal financial commitment in addition to their substantive volunteer roles.

We are honored to be committed donors who support access for adaptive sailors, scholarships for children in the Siebel Sailors Program, and an innovative, evolving program to return America to the Olympic podium. And remember, your gifts to the Siebel Sailors Program will be matched, up to \$5MM, by The Tom and Stacey Siebel Foundation and gifts to our Olympic Endowment will be matched to \$2.5MM by the Ding Schoonmaker Foundation.

Thank you for being part of the US Sailing family.



A handwritten signature in black ink that reads "Rich Jepsen".

Rich Jepsen  
President, US Sailing Association



# SIEBEL SAILORS PROGRAM



## Felix Finds His Confidence, thanks to you!

At the start of his first sailing lesson, Felix was afraid to even put his foot in the water for a water comfort check. The turtle grass that floated under the dock filled him with dread.

Felix's fears could have ended his sailing days before they even started. **But in US Sailing's Siebel Sailors Program, Felix felt supported and valued.**

He went from being terrified of the water ... to timidly getting into the sailboat ... to eagerly awaiting the next lesson.

Each of these steps may seem small, but every one of them was huge for Felix.

His newfound confidence was clear when he eagerly asked his coach, ***"Can we sail back to the sandbar tomorrow?"***

Through sailing, Felix learned to take risks and tackle new challenges. He faced his own fears and overcame them. He even started swimming in the bay!

*Felix's name was changed for youth privacy and protection.*

## Your Impact through the Siebel Sailors Program 2021

- You helped 787 youth become more confident, overcome challenges, and learn to sail.
- You expanded access at 19 sailing centers in 7 states and Washington, D.C.
- You supported a diverse cadre of young sailors. 47% identified as female or non-binary and 54% identified as non-white.
- You helped provide scholarship assistance for almost three quarters of students, reaching a new generation who would not otherwise have a chance to sail.

***Thank you!***

# US OLYMPIC SAILING TEAM

You strengthened the path to the podium for future Olympic sailors!



You supported sailors like world kiteboarding champion Daniela Moroz. She claimed victory at the 2021 Formula Kite European Championships in Montpellier, France and secured her fifth Women's Formula Kite World Championship title in Torregreande, Italy.

You also helped to launch a robust training platform for the future American Olympians in 2021 that includes coaching, equipment, nutrition, mental health, and teamwork.

*"Training with the squad has been amazing," said Daniela. **"It makes such a big difference when you have people pushing you.** Our kite squad brings a neat range of perspectives to the table whether it's sailing, technology, engineering, kiting - whatever it may be, everyone has something to add to the group so we're all improving together."*



## Your Impact on the Olympic Program in 2021

You helped to:

- Build a pipeline of talented youth sailors in high-performance classes
- Institute the first all-team training camp
- Host Olympic-class competition in US waters through the West Marine US Open Sailing Series
- Support athletes in the Youth Sailing World Championship and Youth Olympic Games
- Propel American sailors forward on their path to the podium!
- Create Project Pinnacle, a holistic and strategic training program for the US Sailing Team. And the results of your support are already clear. American sailors had eight Top-10 finishes at the European and World regattas in 2021 and the US Youth Worlds Team was one of the Top 3 overall nations at the Youth Worlds competition.

**Thank you!**





# ADAPTIVE SAILING

By Meredith Sutherland, Grand Lake Yacht Club

This year was our first year integrating our sailing school and adaptive sailing programs. Although we have had the privilege of National Sports Center for the Disabled (NSCD) coming in on Fridays, we had never thought about ways to include our differently-abled members in our weekly sailing school.

But then a US Sailing instructor, Coach Chris, came to our little lake and helped us find ways to improve our program. He taught us how important it is to be more inclusive and showed us how to better connect, speak to, and teach differently-abled sailors.



We came away better prepared for the summer and with so many new goals in mind. Our main goal was to invite Hannah and Jamie, who had been part of NSCD for years, to join our sailing school.



Hannah has a cognitive disability and Jamie has a rare connective tissue disorder. These girls are both huge parts of our yacht club and always make everyone in their paths smile.

After testing the waters with them to see what worked and what didn't, both girls were able to sail with our program! We developed new ways to teach that fit their individual needs. They had a great time and so did we – both on and off the water!

I could not be more grateful to Coach Chris and to Jamie and Hannah for helping us figure out how to integrate sailing school with adaptive sailing. It has been a real game changer!



*Sailors' names were changed for youth privacy and protection.*

# SAFETY • CRUISING • RACING



## Safety

Helping you stay safe on the water is a key aspect of US Sailing's mission. Online and in-person courses prepare sailors of every age to be ready in case of emergencies, act quickly if they happen, and take steps to prevent them in the first place.

In 2021, we issued more than 3,600 Safety at Sea certificates to sailors who completed courses, while hundreds more became certified sailing instructors and coaches.

## Cruising

Cruising lets you enjoy a local cove, an overnight trip to a nearby island, or even a coastal passage. Whether you travel across the bay or across oceans, cruising is part of the sailing lifestyle. And it can be enjoyed from coast to coast, at every stage of life!

In 2021, more than 200 centers around the country signed up to offer US Sailing's First Sail curriculum, helping thousands of new sailors get on the water. And sailors accessed US Sailing's Where to Sail webpage more than 39,000 times!



## Racing

From youth competitions to elite regattas, racing is a passion for so many sailors. Whether you're looking for your first taste of competitive sailing or you want to compete on the international stage, US Sailing is here to help.

In 2021, US Sailing supported the return to racing amid the ongoing COVID-19 pandemic, providing event guidelines and resources for members and organizations. The US Sailing National Championships welcomed sailors in a range of disciplines, the West Marine US Open Sailing Series launched, and USA Junior Olympic Sailing Festivals took place at locations around the country.



# MESSAGE FROM THE CEO

Looking back on my first year as CEO, all of us at US Sailing worked to create a solid foundation for long-term success and improve our service to the sailing community. I am proud of the strides we have made and extremely grateful to you – our members, partners, supporters, and volunteers – for the trust you have placed in us.

**You are the core of our mission and purpose, and I am honored to serve you.**

Whether you cruise, compete, or charter; whether you're a seasoned sailor or new to the sport; whether you sail singlehanded or captain a yacht, **US Sailing is here for you.**

We remain focused on our goals of building America's sailing prowess at all levels, including the Olympics, providing best-in-class education on a range of sailing topics from race officiating to safety, and providing welcoming access to sailing for all.



Fair winds,

A handwritten signature in blue ink that reads "Alan Ostfield". The signature is fluid and cursive, with the first and last names clearly legible.

Alan Ostfield  
CEO, US Sailing Association



# US SAILING FOUNDATION

## Letter from the Chair

As the fundraising arm of the US Sailing Association and the US Olympic Sailing Team, we are honored to be the stewards of your gifts and to fulfill your intentions to grow, support, and improve sailing.

A great deal of change has taken place at US Sailing in recent years to strengthen the organization and better serve sailors across the country. And you have stepped up in remarkable ways!

- Tom and Stacey Siebel's commitment to **match up to \$5 million in gifts to the Siebel Sailors Program** has the power to transform the lives of youth and build the next generation of confident, skilled, and passionate sailors. And every gift to this unique program in 2022 will help to leverage the matching funds.
- The family of Olympic medalist Kevin Burnham created the **Kevin Burnham Memorial Fund, Award, and Grants**. Their generosity will not only recognize sailors who embody Kevin's exuberance and kindness, but it will also provide funding for promising young sailors who compete in two-person trapeze dinghies.
- The Schoonmaker Foundation pledged \$5 million over the next five years to create the **James M. "Ding" Schoonmaker II Project Pinnacle Endowment Fund**. They also pledged an additional \$2.5 million challenge fund, giving individual donors, businesses, and foundations the opportunity to have their gifts matched dollar-for-dollar, and further support US Sailing's ambitious Olympic program.

While much has been accomplished, we are just getting started. The good news is that the flywheel is now spinning in the right direction, and we will ensure that it continues to accelerate. The youth of our sport deserve it, as do our aspiring Olympians, and every sailor in the US.

We are committed to building our community of supporters and to using your gifts wisely and transparently. **I deeply appreciate your commitment to the sport and your investment in its future. Together we can lift sailing to new heights.**



With gratitude,

A handwritten signature in black ink, appearing to read 'Bill Ruh'.

Bill Ruh  
Chairman, US Sailing Foundation



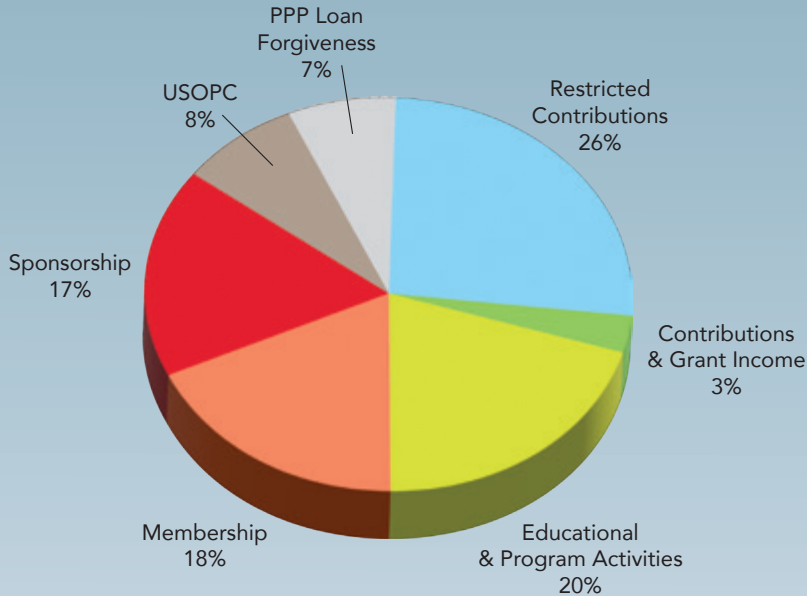
## USSA and USSF Relationship and Collaboration

The US Sailing Association (US Sailing) determines strategy and develops campaigns, programs, and activities that expand access and participation in sailing, promote excellence in training, and provide sailors opportunities for advancement to the highest levels of competition. The US Sailing Foundation is the fundraising arm of US Sailing and is committed to the advancement of US Sailing in a variety of ways, including soliciting support for and promoting US Sailing programs, services, and activities.



# FINANCIALS

## 2021 Revenue



### Funding Sources

### Revenue

Restricted Contributions	\$3,109,330
Contributions & Grant Income	\$344,235
Educational & Program Activities	\$2,428,065
Membership	\$2,159,861
Sponsorship	\$2,026,869
USOPC	\$985,000
PPP Loan Forgiveness	\$810,500
Investment Income	\$55,777
Other	\$55,998

Total Revenue \$11,975,635

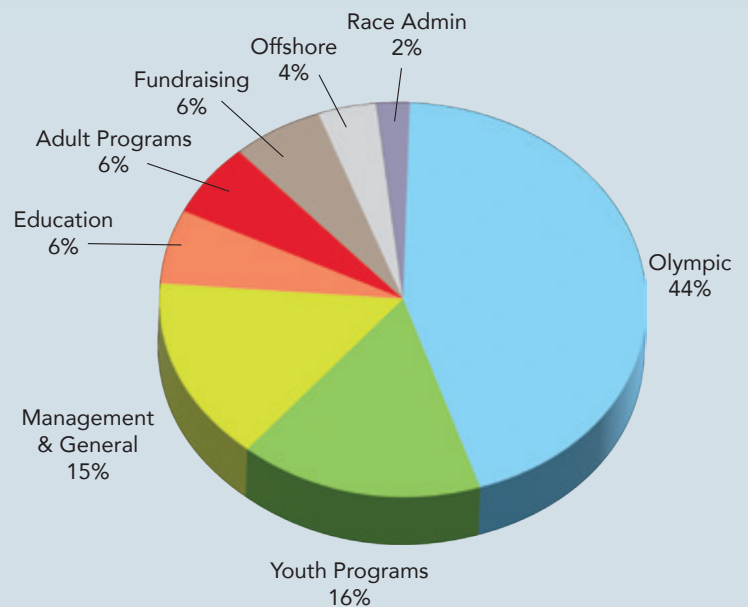
## 2021 Expenses

### Department

### Expenses

Olympic	\$5,457,245*
Youth Programs	\$2,000,520
Management & General	\$1,792,817
Education	\$800,553
Adult Programs	\$792,668
Fundraising	\$723,138
Offshore	\$535,432
Race Admin	\$303,480

Total \$12,405,853



\* From dedicated funding sources only; does not include revenue from any program, membership, or general sources.



# BOARDS AND KEY STAFF

as of December 31, 2021

## USSA Board of Directors

Richard Jepsen - President  
Henry Brauer - Vice President  
John Schoendorf - Treasurer  
Charlie Arms - Secretary  
Paul Cayard  
Clerc Cooper  
Stan Honey  
Sarah Lihan  
Russell Lucas  
Alan Ostfield  
Briana Provancha  
Tony Rey  
William Ruh  
Judge Ryan  
Justin Shaffer  
Maggie Shea

## USSF Board of Directors

William Ruh - Chairman  
Brian Keane - Vice Chairman  
Johnny Lovell - Treasurer  
Glenn Darden - Secretary  
Rich Jepsen  
William I. Koch  
Linda Lindquist  
Alan Ostfield  
Cory Sertl  
Tom Whidden

## Key Staff

Alan Ostfield - Chief Executive Officer  
Paul Cayard - Executive Director, US Olympic Sailing  
Andrew Clouston - Senior VP Programs & Services  
Heather Monoson - Chief Financial Officer  
Jill Nosach - Chief Development Officer,  
US Sailing Foundation





# Thank You!



@ussailing



US Sailing



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