

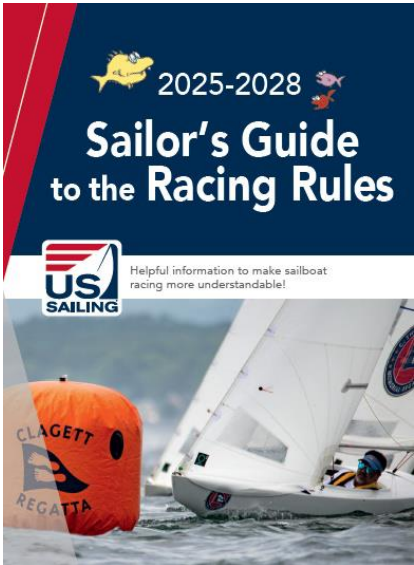
Topics	Comments	Status Please Code Green, Yellow, or Red																																																
Revenue/ Cash	<p>Overall YTD Revenue of \$2.47mm vs Budget of \$2.01mm – Which reflects a 22.8% positive variance of \$458K.</p> <ul style="list-style-type: none">Pledges (Cash Basis) are short by (\$37)k.Memberships are over budget by \$19k.Sponsorships are short of budget by (\$19)k.Donation Revenue of \$463k vs Budget of \$67k has a positive variance of \$396kProgram Revenue of \$715k vs Budget of \$560k – has a positive variance of \$155k due to early registrations and certificate revalidation.Investment Income of (\$41)k vs Budget of \$37k – has a (78)k negative variance due to unrealized market losses.Retail Sales of \$184k vs budget of \$162k – has a positive variance \$22k.	Green																																																
Expense	<table><tr><th>Expenses 03/31/25</th><th>Actual</th><th>Budget</th><th>(Over)/Under Budget</th></tr><tr><td>Total Salaries and Benefits</td><td>\$ 1,327,211</td><td>\$ 1,275,872</td><td>\$ (51,339)</td></tr><tr><td>Non Staff Travel</td><td>103,178</td><td>91,053</td><td>(12,125)</td></tr><tr><td>Coaching Fees</td><td>82,729</td><td>51,000</td><td>(31,729)</td></tr><tr><td>Consulting Fees</td><td>152,080</td><td>122,236</td><td>(29,844)</td></tr><tr><td>Equipment Rental</td><td>56,072</td><td>13,565</td><td>(42,507)</td></tr><tr><td>Instructor Fees</td><td>20,045</td><td>48,371</td><td>28,326</td></tr><tr><td>Meetings and Events</td><td>149,179</td><td>149,942</td><td>763</td></tr><tr><td>Sponsorship Fulfillment</td><td>829</td><td>35,000</td><td>34,171</td></tr><tr><td>Insurance</td><td>73,300</td><td>97,634</td><td>24,334</td></tr><tr><td>All Other</td><td>677,615</td><td>714,300</td><td>36,685</td></tr><tr><td>Total</td><td>\$ 2,642,238</td><td>\$ 2,598,973</td><td>\$ (43,265)</td></tr></table>	Expenses 03/31/25	Actual	Budget	(Over)/Under Budget	Total Salaries and Benefits	\$ 1,327,211	\$ 1,275,872	\$ (51,339)	Non Staff Travel	103,178	91,053	(12,125)	Coaching Fees	82,729	51,000	(31,729)	Consulting Fees	152,080	122,236	(29,844)	Equipment Rental	56,072	13,565	(42,507)	Instructor Fees	20,045	48,371	28,326	Meetings and Events	149,179	149,942	763	Sponsorship Fulfillment	829	35,000	34,171	Insurance	73,300	97,634	24,334	All Other	677,615	714,300	36,685	Total	\$ 2,642,238	\$ 2,598,973	\$ (43,265)	Yellow
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Net	YTD P&L is a (\$177)k Loss vs Budget of (\$591)k. This is driven mainly by higher-than-expected revenue in donations that are offset by higher-than-expected salaries & benefits costs across many departments, as well as higher-than-anticipated coaching fees, consulting, and equipment rental. However, these costs were offset by expenses that were under budget including instructor fees, sponsorship fulfillment, and insurance.	Green																								
Membership	<table><thead><tr><th></th><th>Revenue</th><th>Budgeted Revenue</th><th>Difference</th></tr></thead><tbody><tr><td>March (Monthly)</td><td>\$200,576</td><td>\$182,316</td><td>\$18,260</td></tr><tr><td>Q1</td><td>\$627,121</td><td>\$521,579</td><td>\$105,542</td></tr><tr><td>Current Month (as of 4/23)</td><td>162121</td><td>183242</td><td>-\$21,121</td></tr><tr><td>Current Quarter</td><td>162121</td><td>183242</td><td>-\$21,121</td></tr><tr><td>YTD</td><td>\$789,242</td><td>\$704,821</td><td>\$84,421</td></tr></tbody></table> <ul style="list-style-type: none">Membership revenue continues to track well vs. budget both in Q1 and YTD.Org memberships are strong signal in the overall membership numbers – 1296 org members have signed up or renewed through 4/23/2025Org members are receiving membership banners over next monthThere are active explorations of additional membership types to engage with racing members, providing tangible value to those members in the offshore, one-design and education areas. This can be an exciting cross-department initiative.Our aim is to begin listing the Membership Director role with redrafted job description in May.Membership executed a broad roll-out of the CEO hire announcement in coordination with our staff, donor and key stakeholder plan.		Revenue	Budgeted Revenue	Difference	March (Monthly)	\$200,576	\$182,316	\$18,260	Q1	\$627,121	\$521,579	\$105,542	Current Month (as of 4/23)	162121	183242	-\$21,121	Current Quarter	162121	183242	-\$21,121	YTD	\$789,242	\$704,821	\$84,421	
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Development	<p>Cash Receipts YTD: \$719,000 Total Gift YTDs: 945 Total Donors YTD: 887 Total New Pledges: \$750,000 (YTD pledge payments of \$275k)</p> <p>Activity:</p> <ul style="list-style-type: none">Spring appeal will drop in early May. This goes to 1000s of current and past donors, members and other prospective donors.The Gratitude Report was shared with our existing donors in early April (this was formerly known as our annual report); it is available on our website here: https://www.ussailing.org/gratitude-report/	<p>Gifts by Fund</p> <table><thead><tr><th>Fund</th><th>Percentage</th></tr></thead><tbody><tr><td>Where Most Needed</td><td>44.0%</td></tr><tr><td>Youth Sailing</td><td>21.8%</td></tr><tr><td>Access to Sailing</td><td>7.8%</td></tr><tr><td>Training and</td><td>13.0%</td></tr><tr><td>Women's Initiatives</td><td>3.0%</td></tr><tr><td>US Sailing Team -</td><td>1.8%</td></tr><tr><td>Race Administration</td><td>5.8%</td></tr></tbody></table>	Fund	Percentage	Where Most Needed	44.0%	Youth Sailing	21.8%	Access to Sailing	7.8%	Training and	13.0%	Women's Initiatives	3.0%	US Sailing Team -	1.8%	Race Administration	5.8%								
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	<ul style="list-style-type: none"> • The team delivered a comprehensive report to the Schoonmaker Foundation on their endowment. Reports for Burnham Fund and Lattimore Grant Fund are complete minus financials and will be provided in early May. • We rolled out a comprehensive multi-tiered announcement of the hire of Charlie Enright as our CEO. <ul style="list-style-type: none"> ○ This included calls to key donors, an email to all donors (current and lapsed), communication with committee chairs, staff and then members before a broader press release. ○ Keeping donors engaged as the first to know was very well-received and created positive response from dozens of key stakeholders. ○ We are already seeing an improvement in response to our donor outreach following Charlie getting started. ○ As part of his announcement, Charlie also emailed with some of our most high-value donors. • Staff are meeting with donor prospects to discuss many giving opportunities. Support for US Sailing's championships is an attractive area of support, and, as an example, we are working with a donor to expand their support of the Junior Women's championships (Leiter and Ida Lewis). That would provide approximately \$50k of support to provide coaching and travel. • We launched US Sailing scholarships. <ul style="list-style-type: none"> ○ Fundraising this year will support scholarships in 2026 across all our programs. ○ The objective is to include the opportunity to support scholarships when you sign up for an event, class, or regatta to help others be able to attend. ○ We will include a giving link and brief summary in all of our class and event evaluations to capture grateful participants and parents. ○ Scholarship funding will help more people access our resources and also help us ensure full participation in programs with additional donor-supported revenue. • We are excited to continue engagement with the Development Committee and have our next meeting on May 8th to discuss regional prospects and strategy. If you know a US Sailing enthusiast that you think would be a good advocate for us in development, please let Blaine know.
Adult	<p>Safety at Sea – Q1 data</p> <ul style="list-style-type: none"> • Certificates for online and in-person combined courses are tracking well. We are slightly ahead of 2024 Q1 numbers at 1251 certificates issued. • To date, we have run 29 courses and have another 30 on schedule for this year. We expect that we will exceed 60 by EOY. <p>Keelboat and Powerboat - Q1</p> <ul style="list-style-type: none"> • 26 Keelboat Instructors have been trained to date which is on track with our 2025 goal of 100 by EOY. • IPC Sales are robust indicating that interest for international chartering by cruising students through Bareboat Cruising and powerboat students through Inshore Powerboat Cruising is high. • 1215 Keelboat Student certificates and 409 Powerboat Student certificates were issued in Q1 – well ahead of 2024 numbers. Some of this may be due to timing on the

	<p>submission of tests to US Sailing at end of 2024 that may not have been processed until early 2025</p> <p>US Sailing Championships</p> <ul style="list-style-type: none"> • Notices of Race have been posted for most of the Adult Championships. • Over 70 boats are already registered for the US Multihull Championship in November. • Multiple applications for the US Offshore Championship have been received. • Women’s Match Racing Championship is almost fully subscribed with sailors on a waiting list. • Qualifiers are underway for the US Match Racing Championships. • 2026 Championship Calendar is almost fully subscribed by host clubs for the 9 adult championships, and we are seeking hosts for events in 2027 and 2028. <p>Adult Racing</p> <ul style="list-style-type: none"> • Newport Harbor YC, Corinthian YC, and NYYC will be representing the USA at the Team Racing World Championships at Harbor Court in a 2 VS 2 format in Sonars. • Morgan Pinckney and his team will be representing the USA at the Youth World Match Racing Championship in Gdynia, Poland in July. Justin Callahan just received an invitation to compete that he has accepted so the USA will have two teams at this prestigious World Championship. • Nicole Breault will be the USA representative at the Women’s Match Racing World Championship at Chicago YC in September and is fresh off a victory at the Ficker Cup. <p>One Design</p> <ul style="list-style-type: none"> • Discussions well underway regarding engagement and membership opportunities for One Design Classes and One Design Sailors, including what kinds of member benefits are of value to this important constituent group.
Youth	<p>Youth Programs and Outreach:</p> <ul style="list-style-type: none"> • Prioritizing youth learn-to-sail Education projects to include creation of long-term roadmap, funding opportunities, and data collection that align with USS strategic plan for Small Boat Programs, Reach Program & Initiative, and Skill Up App. • 10 of 10 chapters of content has been submitted by the Community Sailing Committee volunteers for the update the Community Sailing Program Guidebook (to be called Organizational Handbook); 8 of 10 chapters have been formatted and edited into one voice by US Sailing Staff. • The 2025 Reach (STEM) Youth Engagement Grant closed with 36 applications received – a selection committee will choose 10 grantees from around the country closed April 30th; and the 2024 Reach Initiative Impact Report is available. • Community Sailing Committee, led by Chair Matthew Thompson (Wayzata, MN), has already met 4 times this year (in person at SLF and virtually) – a Letter from the Chair and Annual Report are available – and we welcome 4 new members (Cortney Kingsley (Sail Newport – RI); Dylan Guill (NS Norfolk – VA); Khari Parrish (Community Sailing New Orleans – LA); and Sarah Warren (New England Science & Sailing – CT). • We welcome 2 new Accredited Community Sailing Centers (Gorge Junior Sailing in OR & Community Sailing School Foundation in MI); with one pending application from Sail Newport. • Working closely with Philanthropy, we have submitted grants to support our current Youth Programs portfolio – and have received \$2,000 from BankNewport for Reach publications to be sent to RI youth sailing programs – and have 2 more pending grants.

	<ul style="list-style-type: none"> Whitney Kent – Youth Programs Associate – is now full-time and approaching her 1-year work anniversary! <p>Youth Competition:</p> <ul style="list-style-type: none"> The field is set with 10 teams accepted for the Rose Cup US Youth Match Racing Championship at Balboa Yacht Club. More Info Registration for the Leiter Trophy US Junior Women’s Singlehanded Championship in Macatawa Bay, MI and Ida Lewis Trophy US Junior Women’s Doublehanded Championship in Norfolk, VA has opened. These events have expanded to include ILCA 4 & ILCA 6 for the Leiter, and Club 420 and 29er for the Ida Lewis. More Info Qualifier date and locations for Sears Cup US Youth Triplehanded Championship are posted. More Info Sixty six sailors have qualified for the 2025 US Sailing Youth National Team. Team members are eligible for USYNT training camps and ongoing coaching from Youth Performance Manager Phil Muller. The USYNT will also represent the USA as a team at the iQFOiL and 29er World Championships. More Info
Offshore	<p>Offshore updates:</p> <ul style="list-style-type: none"> Colin Rupp has joined the team in a temporary position to help with measurement rule certificate processing through to mid-summer. The office continues to provide weather-based ratings (Forecast TCF for ORR events) with great success in providing closer corrected time results of races. We have used F-TCF for several West Coast ORR events so far and have Marion Bermuda, Transpac and Marblehead Halifax on tap for the same later this year. ORC continues to grow with expanded use on the West Coast. We are up to 600 certificates issued on 22 April and anticipate reaching the mark of 1300 by year’s end. We continue to field Portsmouth Yardstick inquiries and have explored the use of a ratings calculator for those boats that have no rating history. Progress on developing PHRF services is slower than expected. We expect to accelerate this when US Sailing has a membership director in place. The Offshore Office hosted their annual spring Stakeholders Meeting on Thursday, April 24.
Race Admin.	<ul style="list-style-type: none"> Seminars update - YTD we have held or scheduled: <ul style="list-style-type: none"> Basic Race – 32 courses / 474 students Advanced race – 9 courses / 120 students Club Judge – 3 courses / 32 students Advanced Judge – 1 course / 6 students Judge Continuing Ed offerings – 15 offerings / 297 students Umpire – 4 seminars / 37 students Complimentary Rulebooks have been supplied to certified race officials Strong sales of Understanding the RRS through 2028, Dave Perry’s 100 Best Racing Rules Quizzes and Winning in One Designs (which hasn’t been printed in a number of years) The ever-popular <i>Sailor’s Guide to the Racing Rules</i> is in production <i>Join the Race Committee Team</i> is being updated now

	<ul style="list-style-type: none"> The Racing Rules Committee is preparing 3 submissions to World Sailing pending Board approval 
Education	<p>Education Production and Development</p> <ul style="list-style-type: none"> Completed <i>the 2025-2028 Sailors guide to the Racing Rules</i> <i>Join the Race Committee Team and Nav 1: Essential Marine Navigation Student Manual</i> publications are being worked on with 9 other immediate projects in the queue Still working with New Start Mobile to fix glitches and timeouts in the online course offerings. Secured the Vimeo account. Vimeo hosts the online course videos. Reviewing Project queue to reprioritize based on budget revisions <p>Instructor Course Scheduling</p> <ul style="list-style-type: none"> The Education Operations team has set up 220 courses to date. 2523 individual course registrations have been made for those 220 courses, which is 69% of the total year goal. Working with Andrew Ewing in IT to resolve issues with incomplete certification imports, reports and email notifications. Supporting 10 +/- new and or returning Instructor Trainers through co-teaching and onboarding into running courses solo for this season

	JAN	CANCELLED	FEB	CANCELLED	MAR	CANCELLED	YTD	# to meet goal	2025 goals	% complete
SMALLBOAT										
<i>Sailing Counselor</i>										
SCHEDULED TO DATE	7		8		9		9	3	12	75%
Courses held	0		0		0		0	12	12	0%
Course attendees	0		0		0		0	150	150	0%
<i>Level 1 Instructor</i>										
Online Course Certifications Issued	34		47		85		166	1434	1600	10%
Online Course Registrations	291		149		343		783	817	1600	49%
SCHEDULED TO DATE	96		118		142		142	18	160	89%
3 Day In-Person Courses	1	1	3	1	8	3	12	148	160	8%
Course attendees	10		29		45		84	1466	1550	5%
<i>Level 2 Instructor</i>										
SCHEDULED TO DATE	10		13		14		14	-1	13	108%
Courses held	0		0		1		1	12	13	8%
Course attendees	0		0		12		12	118	130	9%
<i>Level 3 Head Instructor</i>										
SCHEDULED TO DATE	1	1	1		1		1	2	3	33%
Courses held	0		0		0		0	3	3	0%
Course attendees	0		0		0		0	24	24	0%
<i>Level 3 Coach</i>										
SCHEDULED TO DATE	2		3		3		3	-2	1	300%
Courses held	1	1	0		0		1	1	2	50%
Course attendees	13		0		0		13	3	16	81%
REACH										
<i>Instructor Courses</i>										
SCHEDULED TO DATE	0		2		2		2	1	3	67%
Courses held	0		0		0		0	3	3	0%
Course attendees	0		0		0		0	30	30	0%

	JAN	CANCELLED	FEB	CANCELLED	MAR	CANCELLED	YTD	# to meet goal	2025 goals	% complete
KEELBOAT										
<i>Basic Keelboat Instructor courses</i>										
SCHEDULED TO DATE	7		12		14		12	10	22	55%
Courses held	2		1		1		4	18	22	18%
Course attendees	8		5		5		18	82	100	18%
<i>Cruising/CoNav Instructor courses</i>										
SCHEDULED TO DATE	2		2		2		2	0	2	100%
Courses held	1		0		1		2	0	2	100%
Course attendees	4		0		4		8	0	8	100%
<i>Cruising Powerboat Instructor courses</i>										
SCHEDULED TO DATE	1		1		1		1	1	2	50%
Courses held	0		0		1		1	1	2	50%
Course attendees	0		0		6		6	2	8	75%
<i>ALL OTHER KB Instructor Courses (all levels)*</i>										
SCHEDULED TO DATE	2		4		6		4	-3	1	400%
Courses held	0		1		0		1	0	1	100%
Course attendees	0		7		0		7	-1	6	117%
POWERBOAT										
<i>SPBH Instructor Courses</i>										
SCHEDULED TO DATE	5		5		5		5	2	7	71%
Courses held	0		0		1		1	6	7	14%
Course attendees	0		0		7		7	35	42	17%
<i>Safety and Rescue Boat instructor</i>										
Courses held	0		0		0		0	0	0	0%
Course attendees	0		0		0		0	0	0	0%
<i>Safe Powerboat Handling Student</i>										
Certifications Issued	65		144		44		253	997	1250	20%
ADAPTIVE										
<i>Instructor Courses</i>										
SCHEDULED TO DATE	1		2		2		2	0	2	100%
Courses held	0		0		0		0	2	2	0%
Course attendees	0		0		0		0	12	12	0%

USST & ODP	<ul style="list-style-type: none"> • 2025 Budget Alignment <ul style="list-style-type: none"> ○ Work continues on refocusing spending for the remainder of the year, with decisions guided by the finalized athlete roster and a strategic focus on areas offering the highest return on investment. • In-Person Staff Meeting <ul style="list-style-type: none"> ○ A three-day, in-person strategy session is scheduled to advance planning and coordination for the US Sailing Team and the ODP segment of the Performance Pathway. These meetings will focus on aligning goals, streamlining operations, and strengthening athlete support. • LA28 Venue <ul style="list-style-type: none"> ○ There is still no official update regarding the location of the LA28 sailing Field of Play. Ongoing uncertainty continues to limit long-term planning and logistics preparation. • Athlete Communications – Teamworks Hub <ul style="list-style-type: none"> ○ Efforts are underway to implement Teamworks Hub as a centralized communication tool for the US Sailing Team and the ODP. This platform is expected to enhance coordination, information sharing, and athlete experience. <ul style="list-style-type: none"> ▪ Key Features of Teamworks Hub: <ul style="list-style-type: none"> • Athlete Profiles • Messaging • Calendar Integration • File Sharing • Video Hosting • News Updates • QuickForms • DocuSign Forms • Travel Planning • Displays 2.0
Marketing & Comms.	<p>Marketing Communications March 31 – April 23, 2025:</p> <p>US Sailing has published 11 articles on our website including:</p> <ul style="list-style-type: none"> • Charlie Enright Appointed as CEO of US Sailing –This significant leadership change positions US Sailing for future growth at the hands of a renowned figure in the sailing community. • US Sailing Announces 66 Athletes as the First Ever US Sailing Youth National Team - The Youth Team concept was announced in December 2024 as part of the larger pathway that bridges Youth to Olympic Development and onto the US Sailing Team and is comprised of athletes age 19 and under that qualified in the 29er, i420, Nacra 15, ILCA 6, iQFOiL, and Formula Kite • US Sailing Announces 2025 David Storrs Recipients – recognizing outstanding individuals and supporting the future of sailing.

	<ul style="list-style-type: none"> • Registration Opens for 2025 US Wingfoil Championship & F4 Foils Summer Wingding – highlighting the 2nd annual championship which will be hosted by St. Francis Yacht Club, which has been at the forefront of the sport’s development. • Seven “Rules of the Road” to Know When You’re On the Water - The Navigation Rules, or “Rules of the Road,” are the traffic laws on the water, and all boaters are required to follow them. <p>Media Coverage</p> <p>There have been 32 media clips mentioning or featuring US Sailing – mostly covering the announcement of our new CEO - across sports, local, and sailing trade publications - including Sailing World, Rhode Island PBS, Brown University Athletics, Sports Travel Magazine, Latitude38, and Scuttlebutt.</p> <p>Top Social Media Posts</p> <ul style="list-style-type: none"> • BREAKING NEWS: Charlie Enright Appointed as CEO of US Sailing us Link in bio for full release 🔗 • Host Spotlight: Larchmont Yacht Club • The Oldest Continually Raced One-Design Sailboat in America Gets a Second Chance... • 🎉 HUGE ANNOUNCEMENT 🎉 US Sailing has partnered with Waymo, the self-driving technology company, to bring you the ...(April Fool’s!) • CALLING ALL DOUBLEHANDED OFFSHORE SAILORS 🏴‍☠️ Apply to represent the USA usat the 2025 Offshore Double H • Working across the organization to support the maintenance of the website following the disestablishment of the Web Manager role. <ul style="list-style-type: none"> ○ Provided training to existing staff to upskill on the use of Wordpress ○ Signed on an intern to support website work. ○ Using an external vender for major fixes as needed
Partnerships	<p>Renewal Updates:</p> <p>Revo – USST VIK renewed</p> <p>Harken & McLube – one agreement for both, USST VIK. Agreement legal language is in negotiations.</p> <p>Partner collaborations:</p> <p>Each 2025 Reach grantee will receive the following:</p> <ul style="list-style-type: none"> - 4 Yeti 5-gallon buckets with lids - New England Ropes rope to compliment the Harken blocks they will be receiving as well <p>AEON school provides US Sailing with 4 scholarships which we are promoting to Youth Racing and Youth education programs. Scholarships will be awarded next month.</p>

	<p>The SailFlow weather app will be open for free trial spanning 40 days leading up to and throughout Championship season. New Race Officials, Instructor Trainers and USST Coaches are receiving a complimentary membership. We consolidated our Agreement with SailFlow, saving us money as the Team historically paid for access.</p> <p>Championship planning in place with Sextant, Polar Beverages, Chubb, Goslings and Vessi to support select Championships this season</p> <p>2025 Invoices have all been sent out.</p>
IT	<ul style="list-style-type: none"> • Rolled out trial version of Sophos antivirus to staff to partially replace our services with Envision. • Working with our new HR firm to provide them with proper access to necessary resources, drives, and accounts. • Replacing Zoom with Elevate Online Meeting to reduce costs, including closing out Zoom and training staff on Elevate. • To reduce confusion, updated Sailor Athlete reporting to accommodate 10+ status as non-expiring. • Worked with stakeholders to gather updated verbiage for outbound emails, including SafeSport, POI, and waitlist notifications. • Manually uploading Safety at Sea attendance records to keep them current until we can replace macro-enabled database access in Excel template with a secure option. • Planning for manual contingency to replace our Mobile Coach integration, which will cease to function on 6/1 due to budgetary lack of access to make modifications to that integration. • Manually updating secure-page access lists until we can automate them in Azure. In the meantime, building function for staff to make these manual updates.
HR/DEI	<ul style="list-style-type: none"> • DEI Committee is working on auditing the DEI webpage to remove old content. Next steps are to refresh the page with new content and sailing-specific resources. • Working with the CIP Group to support the organization's HR needs.
Store	<ul style="list-style-type: none"> • As of 4/24/25, We have processed 2,775 orders so far this year, exceeding the total year order count for each of the past two years. • Order conversions increased by 61% from the old store to the new store - meaning a store visitor is 61% more likely to place an order in the new store. • Sales on Dave Perry's books for Q1 2025 to start this quad are comparable to the full year sales for the first year of the last quad (2021). <ul style="list-style-type: none"> ○ We purchased an intended full-quad inventory of each of his three books and will need to order more Understanding the Racing Rules of Sailing by the summer. • 2100+ RRS 25-28 sold, including 500 provided at no cost to key constituents (Race Officials, President's Club) • Global reach: International shipments to 23 countries across all continents. <ul style="list-style-type: none"> ○ The next most popular destination after Canada is Germany, then a three- way tie between Japan, Australia, and South Africa.