

## 2025 Association Report – July

| Topics                    | Comments                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    | Status<br>Please Code<br>Green,<br>Yellow, or<br>Red |                           |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
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| Revenue/<br>Cash          | <table><tr><td></td><td>YTD<br/>06.30.25<br/>Actual</td><td>YTD<br/>06.30.25<br/>Budget</td><td>Variance</td></tr><tr><td colspan="4">Association &amp; Olympics</td></tr><tr><td>Total Membership</td><td>1,103,687</td><td>1,074,981</td><td>28,706</td></tr><tr><td>Total Pledge Revenue/Cash</td><td>268,621</td><td>725,124</td><td>(456,503)</td></tr><tr><td colspan="4"> </td></tr><tr><td>Total Donations</td><td>706,579</td><td>158,000</td><td>548,579</td></tr><tr><td>Total Sponsorship</td><td>1,116,975</td><td>1,054,000</td><td>62,975</td></tr><tr><td>Total USOPC Funding</td><td>1,795,178</td><td>1,583,884</td><td>211,294</td></tr><tr><td>Total Program Revenue</td><td>273,000</td><td>273,000</td><td>-</td></tr><tr><td>Total Investment Income</td><td>180,750</td><td>70,547</td><td>110,203</td></tr><tr><td>Total Grants</td><td>3,500</td><td>-</td><td>3,500</td></tr><tr><td>Total Retail Sales</td><td>417,299</td><td>385,795</td><td>31,504</td></tr><tr><td>Total Other Income</td><td>27,359</td><td>50,244</td><td>(22,885)</td></tr><tr><td>Total Revenue</td><td>5,892,948</td><td>5,375,575</td><td>517,373</td></tr></table>                                   |                                                      | YTD<br>06.30.25<br>Actual | YTD<br>06.30.25<br>Budget | Variance     | Association & Olympics |  |  |  | Total Membership    | 1,103,687 | 1,074,981 | 28,706  | Total Pledge Revenue/Cash | 268,621 | 725,124 | (456,503) |               |         |         |        | Total Donations | 706,579 | 158,000 | 548,579   | Total Sponsorship | 1,116,975 | 1,054,000 | 62,975   | Total USOPC Funding | 1,795,178 | 1,583,884 | 211,294 | Total Program Revenue | 273,000 | 273,000 | -      | Total Investment Income | 180,750 | 70,547 | 110,203 | Total Grants | 3,500   | -       | 3,500   | Total Retail Sales | 417,299   | 385,795   | 31,504   | Total Other Income | 27,359       | 50,244       | (22,885)   | Total Revenue | 5,892,948 | 5,375,575 | 517,373 | Green |
|                           | YTD<br>06.30.25<br>Actual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | YTD<br>06.30.25<br>Budget                            | Variance                  |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Association & Olympics    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                      |                           |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Membership          | 1,103,687                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1,074,981                                            | 28,706                    |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Pledge Revenue/Cash | 268,621                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 725,124                                              | (456,503)                 |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
|                           |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                      |                           |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Donations           | 706,579                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 158,000                                              | 548,579                   |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Sponsorship         | 1,116,975                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1,054,000                                            | 62,975                    |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total USOPC Funding       | 1,795,178                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1,583,884                                            | 211,294                   |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Program Revenue     | 273,000                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 273,000                                              | -                         |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Investment Income   | 180,750                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 70,547                                               | 110,203                   |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Grants              | 3,500                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | -                                                    | 3,500                     |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Retail Sales        | 417,299                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 385,795                                              | 31,504                    |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Other Income        | 27,359                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 50,244                                               | (22,885)                  |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total Revenue             | 5,892,948                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 5,375,575                                            | 517,373                   |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Expense                   | <table><tr><td></td><td>6/30/2025 YTD<br/>Actual</td><td>6/30/2025 YTD<br/>Budget</td><td>(Over)/Under</td></tr><tr><td colspan="4">Expenses 06/30/2025</td></tr><tr><td>Salaries &amp; Benefits</td><td>2,119,916</td><td>2,492,856</td><td>372,940</td></tr><tr><td>Non Staff Travel</td><td>255,838</td><td>223,086</td><td>(32,752)</td></tr><tr><td>Coaching Fees</td><td>172,042</td><td>207,780</td><td>35,738</td></tr><tr><td>Consulting Fees</td><td>350,059</td><td>230,374</td><td>(119,685)</td></tr><tr><td>Equipment Rental</td><td>58,730</td><td>14,819</td><td>(43,911)</td></tr><tr><td>Instructor Fees</td><td>182,630</td><td>230,852</td><td>48,222</td></tr><tr><td>Meetings &amp; Events</td><td>150,169</td><td>164,883</td><td>14,714</td></tr><tr><td>Sponsorship Fulfillment</td><td>3,077</td><td>61,500</td><td>58,423</td></tr><tr><td>Insurance</td><td>146,537</td><td>139,731</td><td>(6,806)</td></tr><tr><td>All Other</td><td>1,529,499</td><td>1,461,058</td><td>(68,441)</td></tr><tr><td>Total</td><td>\$ 4,968,497</td><td>\$ 5,226,938</td><td>\$ 258,441</td></tr></table> <p>Expenses continue to be managed resulting in savings of \$258k as of 06/30/25.</p> |                                                      | 6/30/2025 YTD<br>Actual   | 6/30/2025 YTD<br>Budget   | (Over)/Under | Expenses 06/30/2025    |  |  |  | Salaries & Benefits | 2,119,916 | 2,492,856 | 372,940 | Non Staff Travel          | 255,838 | 223,086 | (32,752)  | Coaching Fees | 172,042 | 207,780 | 35,738 | Consulting Fees | 350,059 | 230,374 | (119,685) | Equipment Rental  | 58,730    | 14,819    | (43,911) | Instructor Fees     | 182,630   | 230,852   | 48,222  | Meetings & Events     | 150,169 | 164,883 | 14,714 | Sponsorship Fulfillment | 3,077   | 61,500 | 58,423  | Insurance    | 146,537 | 139,731 | (6,806) | All Other          | 1,529,499 | 1,461,058 | (68,441) | Total              | \$ 4,968,497 | \$ 5,226,938 | \$ 258,441 | Green         |           |           |         |       |
|                           | 6/30/2025 YTD<br>Actual                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 6/30/2025 YTD<br>Budget                              | (Over)/Under              |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Expenses 06/30/2025       |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                                      |                           |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Salaries & Benefits       | 2,119,916                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 2,492,856                                            | 372,940                   |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Non Staff Travel          | 255,838                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 223,086                                              | (32,752)                  |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Coaching Fees             | 172,042                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 207,780                                              | 35,738                    |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Consulting Fees           | 350,059                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 230,374                                              | (119,685)                 |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Equipment Rental          | 58,730                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | 14,819                                               | (43,911)                  |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Instructor Fees           | 182,630                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 230,852                                              | 48,222                    |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Meetings & Events         | 150,169                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 164,883                                              | 14,714                    |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Sponsorship Fulfillment   | 3,077                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       | 61,500                                               | 58,423                    |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Insurance                 | 146,537                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                     | 139,731                                              | (6,806)                   |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| All Other                 | 1,529,499                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | 1,461,058                                            | (68,441)                  |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Total                     | \$ 4,968,497                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | \$ 5,226,938                                         | \$ 258,441                |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |
| Net                       | YTD P&L is a \$924k Profit vs Budget of \$148k Profit. This is driven mainly by higher-than-expected revenue in donations that are offset by below budget salaries & benefits costs across many departments.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Green                                                |                           |                           |              |                        |  |  |  |                     |           |           |         |                           |         |         |           |               |         |         |        |                 |         |         |           |                   |           |           |          |                     |           |           |         |                       |         |         |        |                         |         |        |         |              |         |         |         |                    |           |           |          |                    |              |              |            |               |           |           |         |       |

## 2025 Association Report – July

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|----------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------|------------|------------------|------------|----|-----------|-----------|----------|----------------------------|-----------|-----------|----------|-----------------|-----------|-----------|-----------|-----|-------------|-------------|-----------|
| Membership                 | <div><div><div>- Membership revenue tracked above Q2 budget projections and is continuing to track well against budget YTD.</div><table><tr><td></td><td>Revenue</td><td>Budgeted Revenue</td><td>Difference</td></tr><tr><td>Q2</td><td>\$636,366</td><td>\$553,401</td><td>\$82,965</td></tr><tr><td>Current Month (as of 7/24)</td><td>\$150,628</td><td>\$183,789</td><td>\$33,161</td></tr><tr><td>Current Quarter</td><td>\$150,628</td><td>\$559,647</td><td>\$409,019</td></tr><tr><td>YTD</td><td>\$1,414,115</td><td>\$1,258,769</td><td>\$155,346</td></tr></table></div><div><div>- Premium Org. Banners have begun shipping and should be at our Premium clubs shortly.</div><div>- Have begun executing the rollout of the Strategic Pulse Survey across member-specific digital channels (Weekly Lift, Dedicated emails, etc.).</div><div>- Headway continues to be made toward additional membership types to engage with racing members, providing tangible value to those members in the offshore, one-design and education areas.</div></div></div>                                                                                                                                                                                                                                                                                                                |                  | Revenue    | Budgeted Revenue | Difference | Q2 | \$636,366 | \$553,401 | \$82,965 | Current Month (as of 7/24) | \$150,628 | \$183,789 | \$33,161 | Current Quarter | \$150,628 | \$559,647 | \$409,019 | YTD | \$1,414,115 | \$1,258,769 | \$155,346 |
|                            | Revenue                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Budgeted Revenue | Difference |                  |            |    |           |           |          |                            |           |           |          |                 |           |           |           |     |             |             |           |
| Q2                         | \$636,366                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | \$553,401        | \$82,965   |                  |            |    |           |           |          |                            |           |           |          |                 |           |           |           |     |             |             |           |
| Current Month (as of 7/24) | \$150,628                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | \$183,789        | \$33,161   |                  |            |    |           |           |          |                            |           |           |          |                 |           |           |           |     |             |             |           |
| Current Quarter            | \$150,628                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                             | \$559,647        | \$409,019  |                  |            |    |           |           |          |                            |           |           |          |                 |           |           |           |     |             |             |           |
| YTD                        | \$1,414,115                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | \$1,258,769      | \$155,346  |                  |            |    |           |           |          |                            |           |           |          |                 |           |           |           |     |             |             |           |
| Development                | <div><div><div><div>• Hosted two donor cultivation events in Long Beach and Harbor Springs; these events are our first putting Charlie in front of a group and covered a variety of topics:<div><div>○ Charlie’s background and current sailing activities</div><div>○ First 100-days experience and learnings</div><div>○ Key priorities for the balance of 2025</div><div>○ Opportunities for donors and prospects to engage</div><div>○ Q&amp;A</div></div></div></div><div><div>• Finalized two different donor appeals for late July:<div><div>○ Charlie’s “Critical Infrastructure Fund” raised from a few dozen select donors with pre-existing relationships with Charlie. Goal of \$250-500k to allocate towards most urgent needs as seen by CEO.</div><div>○ Offshore appeal focused on two areas:<div><div>▪ ORR/ORC Certificate holders – capitalizing on the good work completed by the offshore office and associated goodwill in that community (for late July/early August)</div><div>▪ Safety at Sea certificate holders (for late August)</div></div></div></div></div><div><div>• Secured funding for coaching and host expenses for the Junior Women’s Singlehanded and Doublehanded Championships (approximately \$60k/year in expense offset)</div><div>• Closed 2<sup>nd</sup> large gift for Women’s Coaching Pathway (\$100k)</div></div></div></div></div> |                  |            |                  |            |    |           |           |          |                            |           |           |          |                 |           |           |           |     |             |             |           |

## 2025 Association Report – July

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| <b>Adult</b> | <p><b>Safety at Sea – 6-month data</b></p> <ul style="list-style-type: none"> <li>• Certificates for online and in-person combined courses are tracking well against non-Newport/Bermuda year numbers. At the mid-year point, we issued 2421 certificates in January-June this year.</li> <li>• To date, 47 in-person courses have been held, and 9 more are currently listed on the schedule for early fall. We expect a few more to be added to the calendar in the second half of 2025, taking us to 60+ by EOY.</li> </ul> <p><b>Keelboat and Powerboat - Q2</b></p> <ul style="list-style-type: none"> <li>• 86 Keelboat Instructors have been trained to date which is on track with our 2025 goal of 100 by EOY.</li> <li>• IPC Sales remain robust and inquiries about how to earn the qualifications for the IPC continue to come in indicating that interest for international chartering by cruising students through Bareboat Cruising and powerboat students through Inshore Powerboat Cruising is high.</li> <li>• 1759 Keelboat Student certificates and 615 Powerboat Student certificates were issued through Q2 – well ahead of 2024 numbers.</li> <li>• Three new Accredited Keelboat Schools have joined our US Sailing network: <ul style="list-style-type: none"> <li>○ Corpus Christi YC, TX</li> <li>○ Fort Worth Boat Club, TX</li> <li>○ The Bluewater Academy, Palmetto, FL</li> </ul> </li> </ul> <p><b>US Sailing Championships</b></p> <ul style="list-style-type: none"> <li>• Two of the ten adult sailing championships were held in June. <ul style="list-style-type: none"> <li>○ The U.S. Singlehanded Championship was held for the first time in foiling boats – the WASPZ - and was well received with over a dozen sailors from North America. The WASPZ class would like to be considered for future years.</li> <li>○ The U.S. Wingfoil Championship was hosted for the second time by St Francis YC with over 40 competitors. St.FYC is confirmed to host in 2026. Sailors successfully competed using a format that aligns with the current World Championship format.</li> </ul> </li> <li>• The U.S. Women’s Match Racing Championship at StFYC (Aug. 14-17) is fully subscribed at 10 teams.</li> <li>• Four championship events will be held in September: Championship of Champions at New Bedford YC (Sept. 10-13); U.S. Adult Championship in Park City, UT (Sept. 26-28); US Para Championship Coronado YC (Sept. 26-28); and U.S. Team Racing Championship at Larchmont YC (Sept. 26-28).</li> <li>• Championship of Champions <ul style="list-style-type: none"> <li>○ Application period closing soon - first invitations going out Aug 1</li> <li>○ 50<sup>th</sup> anniversary with many organizations leading the charge to support racing and social events</li> <li>○ Expected to be fully subscribed</li> </ul> </li> <li>• The U.S. Match Racing Championships which will be at Chicago YC (Oct. 9-12). 6 teams registered 3 pending invite and 1 more qualifier to go</li> <li>• The application period has closed for the US Offshore Championship, and the number of applications received exceeds the number of spots available. The Committee is vetting applications with invitations to be issued shortly for the event Oct. 3-5.</li> <li>• Over 70 boats are already registered for The U.S. Multihull Championship rounds out the championship calendar November 3-7 with over 75 boats already registered.</li> </ul> |
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|                     | <ul style="list-style-type: none"> <li>The 2026 Championship Calendar is almost fully booked with 7 host clubs for the 9 adult championships. Conversations are ongoing with potential hosts through 2028.</li> </ul> <p><b>Hanson Rescue Medals – Recent Presentations</b></p> <ul style="list-style-type: none"> <li>Louis Meyer was awarded the Hanson for rescuing a sailor during the singlehanded portion of the Bermuda 1-2 Regatta. This was especially difficult since he singlehandedly rescued a fellow competitor in difficult conditions. The Medal was awarded at the prizegiving ceremony for the race.</li> <li>Chris Simon was awarded the Hanson Rescue Medal at the Block Island Race Week awards presentation for rescuing a MOB during the event.</li> <li>Nominations are received regularly and vetted by the Hanson Committee and approved by the US Sailing Board.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| <p><b>Youth</b></p> | <p><b>Youth Competition:</b></p> <ul style="list-style-type: none"> <li>The US Sailing Championships are in full swing: <ul style="list-style-type: none"> <li><a href="#">Ida Lewis Trophy US Junior Women’s Doublehanded Championship</a> at Old Dominion University had 56 sailors in Club 420 and 29er classes, with coaching from US Sailing coaches Ali Blumenthal, Beka Schiff, Caroline Young, Paris Henken, and US Sailing ODP Director Rosie Chapman.</li> <li>The Rose Cup US Youth Match Racing Championship at Balboa Yacht Club had 10 teams sailing Gov Cup 22s, with coaching by Jeffrey Petersen and Frankie Dair. The event was livestreamed on YouTube and Facebook, <a href="#">available here</a>.</li> <li><a href="#">Leiter Trophy US Junior Women’s Singlehanded Championship</a> at Macatawa Bay Yacht Club had 28 sailors in ILCA 6 and ILCA 4 classes, coached by US Sailing coaches Mitch Brindley, Morgan Collins, Alana Marks, Eden Nykamp, John Pearce and Beka Schiff.</li> <li>The Sears Cup Area Qualifiers have been completed. Thank you to all of the host clubs, volunteers, and race officials for organizing the qualifier events. The <a href="#">Sears Cup finals will be at St Francis YC</a> on August 7-10.</li> <li>The U.S. Youth Championship will be at Lauderdale Yacht Club in October, and will serve as the qualifier for the Youth Sailing World Championship in December in Portugal.</li> </ul> </li> <li>USA Junior Olympic Sailing Festivals - With support from US Sailing partner Yeti, the national theme of this year's JO Festivals is sustainability. Each Junior Olympic Event will include a Marine Debris Pick Up Challenge for all competitors. The winning team of the Marine Debris Challenge will have collected the most marine debris, measured by weight using a fish scale that will be provided.</li> <li><a href="#">US Sailing Youth National Team</a> – USYNT Training Camp schedule has been busy in June and July (<a href="#">calendar available here</a>). Head Coach Phil Muller will be coaching USYNT sailors at the iQFOiL Youth/Junior Worlds and the 29er Worlds to wrap up the summer. Also coaching the Youth Team at the 29er Worlds are Guilia Canti and Noah Nyenhuis.</li> </ul> <p><b>Youth Programs and Outreach:</b></p> <ul style="list-style-type: none"> <li>Finalizing and developing youth learn-to-sail Education projects to including the Sailing Program Guidebook (written by experts of the Community Sailing Committee); Skill Up App Youth Program Season Guides aligned with Beginner Student Level Curriculum; Reach Module hand-on activity templates for new activities with partners like Harken Blockheads and SouthCoast Wind.</li> </ul> |

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|                 | <ul style="list-style-type: none"> <li>• The Marine Debris Pick-up Challenge has been paired with the 2025 Junior Olympic Festival series - <a href="https://www.ussailing.org/competition/youth-sailing/junior-olympic-sailing-festival/">https://www.ussailing.org/competition/youth-sailing/junior-olympic-sailing-festival/</a> - each venue receives the safety equipment needed to pick-up debris as well as special prizes from our partners Yeti &amp; Harken Derm for the winning team(s) that collect the most by weight (fish scale provided); additionally, through our collaboration with Sailors for the Sea powered by Oceana, each Junior Olympic Festival will be registered as a Clean Regatta -- empowering sailors and sailing organizations to take meaningful action in protecting the waters we love. <ul style="list-style-type: none"> <li>○ Whitney attended the Chicago Yacht Club JO; Janel attended the Island Heights JO; and super volunteer, Stephanie Webb will attend the Edison Sailing Center and USSC Martin County JO's.</li> </ul> </li> <li>• The 2025 Reach (STEM) Youth Engagement Grant closed with 36 applications received – a selection committee choose 10 grantees - <a href="https://www.ussailing.org/news/us-sailing-announces-2025-reach-youth-engagement-grant-recipients/">https://www.ussailing.org/news/us-sailing-announces-2025-reach-youth-engagement-grant-recipients/</a> - who also received a set of (3) Reach publications through a 2024 BankNewport grant; Harken Blockheads sign up information; (4) Yeti buckets and lids; components to create a Simple Machine Pulley System with blocks from Harken &amp; cordage from New England Ropes; a 4'x6' US Sailing Reach Initiative vinyl banner; and various US Sailing items for giveaways. <ul style="list-style-type: none"> <li>○ Whitney will be visiting grantee Milwaukee Community Sailing Center; Janel will be visiting grantee Havre de Grace Sailing Program; and Partnerships plans to visit grantee Community Boating Center New Bedford.</li> </ul> </li> <li>• Community Sailing Committee, led by Chair Matthew Thompson (Wayzata, MN), will meet monthly in Fall 2025 (September, October, November, and Community Sailing Accreditation Application Review in December); – a Letter from the Chair and Annual Report are available - <a href="https://www.ussailing.org/about/our-people/committee-directory/community-sailing-committee/">https://www.ussailing.org/about/our-people/committee-directory/community-sailing-committee/</a></li> <li>• We welcome 2 new Accredited Community Sailing Centers (Gorge Junior Sailing in OR &amp; Community Sailing School Foundation in MI); with one pending application from Sail Newport; and close to 10 interested centers applying this Fall. <ul style="list-style-type: none"> <li>○ The Community Sailing Committee will be reviewing the Community Sailing Accreditation Guidelines &amp; Application this fall for updates for 2026 implementation – including updated language for consideration of centers that do not meet the 501(c)3 status or physical building requirements.</li> </ul> </li> <li>• The \$2,000 grant received from BankNewport in Q1 will be used to send a set of (3) Reach publications to be sent to (16) RI youth sailing programs.</li> </ul> |
| <b>Offshore</b> | <p>Offshore updates:</p> <ul style="list-style-type: none"> <li>• ORC continues to grow with most of the growth coming from the West Coast. Other regions are showing steady growth. As of July 15, we have 1068 active ORC certificates.</li> <li>• ORR numbers are slightly down relative to 2023, non Newport-Bermuda Race years, 218 YTD for 2023 versus 175 YTD for 2025</li> <li>• The office continues to provide weather-based ratings (Forecast TCF for ORR events) with great success in providing closer corrected time results of races. F-TCF has been used for Marion Bermuda, Transpac and Marblehead Halifax with other events planning to use it.</li> <li>• We are preparing year-end submissions to ORC for improvements/changes to the rule.</li> <li>• Progress on updating PHRF services will be commencing now that the largest ORC/ORR events have concluded.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |

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|                    | <ul style="list-style-type: none"> <li>• Work is underway to clean up and standardize sail number issuing on a national level.</li> <li>• We continue to field Portsmouth Yardstick inquiries and continue to explore the use of a ratings calculator for those boats that have no rating history.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| <b>Race Admin.</b> | <ul style="list-style-type: none"> <li>• Seminars update - YTD we have held or scheduled: <ul style="list-style-type: none"> <li>○ Basic Race – 35 courses / 539 students</li> <li>○ Advanced race – 9 courses / 120 students</li> <li>○ Club Judge – 3 courses / 32 students</li> <li>○ Advanced Judge – 1 course / 6 students</li> <li>○ Judge Continuing Ed offerings – 15 offerings / 296 students</li> <li>○ Umpire – 4 seminars / 38 students</li> </ul> </li> <li>• Race official initial certifications for Q1 &amp; Q2 - 46 in total: <ul style="list-style-type: none"> <li>○ 13 Club Judges, 4 Regional Judges, 1 National Judge</li> <li>○ 24 Club Race Officers, 2 Regional Race Officers</li> <li>○ 2 Regional Umpires</li> <li>○ Of those, 7 are women</li> </ul> </li> <li>• It has been an average appeals season. To date the association appeals committees have received 15 appeals and the US Appeals Committee has received 5.</li> <li>• Publication sales have been brisk. We are preparing to print an additional 1,000 copies of Dave Perry's <i>Understanding the Racing Rules through 2028</i> after the original run of 1500 sold out.</li> <li>• The very popular <i>Join the Race Committee Team</i> is available and selling well:</li> </ul> <div data-bbox="431 1108 753 1608" data-label="Image"> </div> |
| <b>Education</b>   | <p><b>Education Production and Development</b></p> <ul style="list-style-type: none"> <li>• Completed <i>the 2025-2028 Sailors guide to the Racing Rules</i> and <i>Join the Race Committee Team</i> in 2025 as well as <i>the RRS</i>.</li> <li>• <i>Nav 1: Essential Marine Navigation Student Manual</i> chapters 1-6 have gone to select National Faculty for first draft review. Remaining chapters, index, glossary and other supporting docs will be ready for review next week.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |

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- Began meetings to map out a Measurers training course.
- Working with New Start Mobile to fix glitches and timeouts in the online course offerings will follow after NAV1 book is print ready.

### Instructor Course Scheduling

- The Education Operations team has set up over 250 courses to date, which is 92% of the annual goal.
- 2960 individual course registrations have been made for those 250 courses, which is 81% of the total year goal.
- Imports from First Tack have been restored, huge thanks to Andrew Ewing in IT for prioritizing this.

### METRICS:

#### KEELBOAT AND POWERBOAT:

|                                              | JAN | CANCELLED | FEB | CANCELLED | MAR | CANCELLED | APR | CANCELLED | MAY | CANCELLED | JUN | CANCELLED | YTD | # to meet goal | 2025 goals |
|----------------------------------------------|-----|-----------|-----|-----------|-----|-----------|-----|-----------|-----|-----------|-----|-----------|-----|----------------|------------|
| <b>KEELBOAT</b>                              |     |           |     |           |     |           |     |           |     |           |     |           |     |                |            |
| <i>Basic Keelboat Instructor courses</i>     |     |           |     |           |     |           |     |           |     |           |     |           |     |                |            |
| SCHEDULED TO DATE                            | 7   |           | 12  |           | 14  |           | 15  |           | 16  |           | 19  |           | 19  | 3              | 22         |
| Courses held                                 | 2   |           | 1   |           | 1   |           | 2   |           | 4   | 1         | 5   | 1         | 15  | 7              | 22         |
| Course attendees                             | 8   |           | 5   |           | 5   |           | 12  |           | 19  |           | 23  |           | 72  | 28             | 100        |
| <i>Cruising/CoNav Instructor courses</i>     |     |           |     |           |     |           |     |           |     |           |     |           |     |                |            |
| SCHEDULED TO DATE                            | 2   |           | 2   |           | 2   |           | 2   |           | 3   |           | 3   |           | 3   | -1             | 2          |
| Courses held                                 | 1   |           | 0   |           | 1   |           | 0   |           | 0   |           | 0   |           | 2   | 0              | 2          |
| Course attendees                             | 4   |           | 0   |           | 4   |           | 0   |           | 0   |           | 0   |           | 8   | 0              | 8          |
| <i>Cruising Powerboat Instructor courses</i> |     |           |     |           |     |           |     |           |     |           |     |           |     |                |            |
| SCHEDULED TO DATE                            | 1   |           | 1   |           | 1   |           | 1   |           | 2   |           | 2   |           | 2   | 0              | 2          |
| Courses held                                 | 0   |           | 0   |           | 1   |           | 0   |           | 0   |           | 1   |           | 2   | 0              | 2          |
| Course attendees                             | 0   |           | 0   |           | 6   |           | 0   |           | 0   |           | 3   |           | 9   | -1             | 8          |
| <b>POWERBOAT</b>                             |     |           |     |           |     |           |     |           |     |           |     |           |     |                |            |
| <i>SPBH Instructor Courses</i>               |     |           |     |           |     |           |     |           |     |           |     |           |     |                |            |
| SCHEDULED TO DATE                            | 5   |           | 5   |           | 5   |           | 5   |           | 7   |           | 9   |           | 9   | -2             | 7          |
| Courses held                                 | 0   |           | 0   |           | 1   |           | 0   |           | 2   | 2         | 0   | 2         | 3   | 4              | 7          |
| Course attendees                             | 0   |           | 0   |           | 7   |           | 0   |           | 12  |           | 0   |           | 19  | 23             | 42         |
| <b>ADAPTIVE</b>                              |     |           |     |           |     |           |     |           |     |           |     |           |     |                |            |
| <i>Instructor Courses</i>                    |     |           |     |           |     |           |     |           |     |           |     |           |     |                |            |
| SCHEDULED TO DATE                            | 1   |           | 1   |           | 1   |           | 1   |           | 1   |           | 1   |           | 1   | 1              | 2          |
| Courses held                                 | 0   |           | 0   |           | 0   |           | 0   |           | 1   |           | 0   |           | 1   | 1              | 2          |
| Course attendees                             | 0   |           | 0   |           | 0   |           | 0   |           | 10  |           | 0   |           | 10  | 2              | 12         |



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### SMALLBOAT AND REACH METRICS

|                                     | JAN | CANCELLED | FEB | CANCELLED | MAR | CANCELLED | APR | CANCELLED | MAY | CANCELLED | JUN | CANCELLED | YTD  | # to meet goal | 2025 goals |
|-------------------------------------|-----|-----------|-----|-----------|-----|-----------|-----|-----------|-----|-----------|-----|-----------|------|----------------|------------|
| <b>SMALLBOAT</b>                    |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |
| <b>Sailing Counselor</b>            |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |
| SCHEDULED TO DATE                   | 7   |           | 8   |           | 9   |           | 10  |           | 11  |           | 12  |           | 12   | 0              | 12         |
| Courses held                        | 0   |           | 0   |           | 0   |           | 1   |           | 1   |           | 8   | 2         | 10   | 2              | 12         |
| Course attendees                    | 0   |           | 0   |           | 0   |           | 12  |           | 9   |           | 73  |           | 94   | 56             | 150        |
| <b>Level 1 Instructor</b>           |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |
| Online Course Certifications Issued | 44  |           | 73  |           | 116 |           | 235 |           | 461 |           | 299 |           | 1228 | 372            | 1600       |
| Online Course Registrations         | 291 |           | 149 |           | 343 |           | 197 |           | 113 |           | 76  |           | 1169 | 431            | 1600       |
| SCHEDULED TO DATE                   | 96  |           | 118 |           | 142 |           | 162 |           | 165 |           | 165 |           | 165  | -5             | 160        |
| 3 Day In-Person Courses             | 1   | 1         | 3   | 1         | 8   | 3         | 26  | 5         | 62  | 3         | 55  | 5         | 155  | 5              | 160        |
| Course attendees                    | 10  |           | 29  |           | 45  |           | 173 |           | 561 |           | 547 |           | 1365 | 185            | 1550       |
| <b>Level 2 Instructor</b>           |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |
| SCHEDULED TO DATE                   | 10  |           | 13  |           | 14  |           | 18  |           | 18  |           | 18  |           | 18   | -5             | 13         |
| Courses held                        | 0   |           | 0   |           | 1   |           | 0   |           | 2   |           | 10  | 2         | 13   | 0              | 13         |
| Course attendees                    | 0   |           | 0   |           | 12  |           | 0   |           | 25  |           | 103 |           | 140  | -10            | 130        |
| <b>Level 3 Head Instructor</b>      |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |
| SCHEDULED TO DATE                   | 1   | 1         | 1   |           | 1   |           | 2   |           | 3   |           | 3   |           | 3    | 0              | 3          |
| Courses held                        | 0   |           | 0   |           | 0   |           | 0   |           | 2   |           | 0   |           | 2    | 1              | 3          |
| Course attendees                    | 0   |           | 0   |           | 0   |           | 0   |           | 19  |           | 0   |           | 19   | 5              | 24         |
| <b>Level 3 Coach</b>                |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |
| SCHEDULED TO DATE                   | 2   |           | 3   |           | 3   |           | 3   |           | 3   |           | 3   |           | 3    | -2             | 1          |
| Courses held                        | 1   | 1         | 0   |           | 0   |           | 0   |           | 0   |           | 1   |           | 2    | 0              | 2          |
| Course attendees                    | 13  |           | 0   |           | 0   |           | 0   |           | 0   |           | 8   |           | 21   | -5             | 16         |
| <b>REACH</b>                        |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |
| <b>Instructor Courses</b>           |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |
| SCHEDULED TO DATE                   | 0   |           | 2   |           | 2   |           | 3   |           | 3   |           | 6   |           | 6    | -3             | 3          |
| Courses held                        | 0   |           | 0   |           | 0   |           | 1   |           | 0   | 1         | 1   |           | 2    | 1              | 3          |
| Course attendees                    | 0   |           | 0   |           | 0   |           | 9   |           | 0   |           | 9   |           | 18   | 12             | 30         |
| <b>ADAPTIVE</b>                     |     |           |     |           |     |           |     |           |     |           |     |           |      |                |            |

### USST & ODP

#### Training Camps:

Training camps were successfully delivered in June and July at the US Sailing Center and Alamitos Bay Yacht Club, Long Beach. These camps provided valuable preparation opportunities for athletes and coaches.

#### Benchmarking Opportunities:

The Long Beach Olympic Classes Regatta (OCR) offered key benchmarking opportunities, allowing athletes to test themselves against international competition in Olympic conditions.

#### Returning Athletes:

Daniella Moroz and Markus Edegran made their return to competition in the Formula Kite discipline, signaling a strong step forward in their campaigns towards LA28

#### Teamworks Rollout:

A Teamworks account is being set up in the background, with a planned rollout to athletes, coaches, and support staff at the start of September to improve communication and operations.

#### Coach boat Investment:

Investment in coach boats was utilized on Olympic waters, enhancing the support provided to athletes during training and competition.



## 2025 Association Report – July

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|                               | <p><b>LA28 Venues Confirmed:</b><br/>The venues for the LA28 Olympic Games have been confirmed, and next steps are being established to align preparation and strategy with this information.</p> <p><b>USOPC Grant Application:</b><br/>The USOPC 2026 grant funding application has been submitted, ensuring continued support for athlete development and high-performance programs.</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| <b>Marketing &amp; Comms.</b> | <p>We have hired a new Communications and Marketing Director, Sarah Hawkins. Sarah worked with the US Sailing Team upon graduating from Hobart, William and Smith. She has since worked for the America's Cup, Super Bowl 50, Rugby 7s and Sail GP. She will be moving back to RI, where she grew up sailing, and starting in her new role on August 4<sup>th</sup></p> <p>Lexi Pline has done a great job juggling the communications needs of the organization while we are without a director, ensuring that US Sailing is still promoting the most critical activity in our space.</p> <p>A lot to come with messaging as we move the organization into the future.</p>                                                                                                                                                                                                                                                                      |
| <b>Partnerships</b>           | <p><b>Partner Updates</b></p> <ul style="list-style-type: none"> <li>• <b>AEON</b> has been sold, TBD on if a renewal is an option as our agreement expired in June</li> <li>• <b>Risk Strategies</b> has been acquired by Brown &amp; Brown. Transaction will close in Q3. A marine practice does exist within B&amp;B. Risk has an OPT Option in our contract which can be exercised in October.</li> <li>• <b>Sextant Wines</b> held two successful hospitality events in Long Beach during OCR's for their clients, customers and our athletes and coaches. Will become an annual initiative leading up to LA28.</li> <li>• <b>Zhik's</b> Board has questioned the value of our partnership given the caliber of athletes who have signed with A1R</li> </ul> <p><b>Prospects</b></p> <ul style="list-style-type: none"> <li>• College Sailing</li> <li>• Panera Bread</li> <li>• Sea Bags</li> <li>• BMW</li> <li>• Pacific Life</li> </ul> |
| <b>IT</b>                     | <ul style="list-style-type: none"> <li>• Fixed bug with our Mobile Coach certifications integration stemming from overtaxed database resources losing connection.</li> <li>• After fixing the Mobile Coach bug, I manually identified and inserted 2,047 certifications that were either missed with the Mobile Coach integration bug or were not migrated</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |

## 2025 Association Report – July

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|               | <p>from the old Thinkific platform. We are now fully up to date on those certifications in our systems.</p> <ul style="list-style-type: none"> <li>• Updated our Mobile Coach integration to match changes they made to their API.</li> <li>• Fixed our JetMail fulfillment integration that was broken when they were bought out and changed their integration standards and approach. Our nightly uploads and downloads are back to full automation.</li> <li>• Updated waitlist and expiring SafeSport notification verbiage and links to reflect current processes.</li> <li>• Expanded Yudu integration to make digital course materials available to registrants of our Reach Educator Middle School courses.</li> <li>• Corrected issues with export from SailorBase to Raiser’s Edge caused by staff-entered bad data.</li> <li>• Worked with Education to provide them with data export for analyses of various course outcomes to feed strategic planning decisions.</li> <li>• Provided Meredith Carroll with a full understanding of the entire SafeSport workflow, starting with directing people to the platform, continuing through their interactions with the platform, retrieval of their completions via automated integrations, as well as the renewal cycle, communications, and certification activation/deactivation based on SafeSport status. I also provided supporting links, screenshots, and details for her to use building her own documentation of the workflows.</li> <li>• Provided Development with two specific data exports based on specific member lists to be used as the basis for targeted campaigns.</li> <li>• Continued setting up Veem to back up our servers, several are working but one is still a work in process.</li> <li>• Completed conversion to the production version of Sophos antivirus, now fully deployed.</li> <li>• Fixed a macro-enabled spreadsheet by creating a permissions-limited database user so the Adult Department can regain the ability to upload Safety at Sea course completions to our database without the help of IT.</li> </ul> |
| <b>HR/DEI</b> | <ul style="list-style-type: none"> <li>• Hired Amanda Clarke, Senior Accountant</li> <li>• Hired Sarah Hawkins, Marketing and Communications Director</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <b>Store</b>  | <ul style="list-style-type: none"> <li>• Q2 Shopify Sales Snapshot</li> <li>• July MTD (7/21/25) Shopify Sales Snapshot</li> <li>• As of 7/21/25, we have processed 4,640 orders so far this year (through Shopify), a 70% increase YTD compared to the average orders for a full year for the past 2 years (2,720 orders/year in 2023 and 2024).</li> <li>• Completed successful Q2 Inventory Audit. Shrinkage may be impacted by solving issues in dual location inventory management system, switching to new inventory platform at Jet Mail, and continuing to encourage staff to use processes that help us maintain inventory control.</li> </ul>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |