

2025-26 Association Report – December & January

Topics	Comments				Status Please Code Green , Yellow , or Red		
Revenue/ Cash		Actuals as of 12/31/2025	Budget as of 12/31/2025	\$ Variance	Green		
	Membership	2,224,546	2,228,837	(4,291)			
	Pledges (Cash)	820,621	933,998	(113,377)			
	Donations	2,424,029	288,000	2,136,029			
	Sponsorship	1,879,225	1,811,750	67,475			
	Program Revenue	2,361,554	2,081,512	280,042			
	USOPC Funding	546,000	546,000	-			
	Investment Income	431,170	309,306	121,864			
	Grants Income	7,000	-	7,000			
	Retail Sales	615,628	579,853	35,775			
	Other Income	65,691	11,335	54,356			
	Total Revenue	11,375,464	8,904,445	2,471,019			
	Revenue/Cash ended the year on a strong note, as the total ended the year exceeding the budget by \$2.47M. Contributions and pledges contributed \$2M and programmatic revenue increased by \$280k.						
	Expense		Actuals as of 12/31/2025	Budget as of 12/31/2025		\$ Variance	Green
		Total Salaries & Benefits	4,404,473	4,926,823		(522,350)	
Total Operating Expenses		5,123,124	5,270,093	(146,969)			
Total Expenses		9,527,597	10,196,916	(669,319)			
Total Expenses came in under budget by approximately \$670k. Savings are attributed to significant headcount reduction during 2025. Operating expenses came in under budget by approximately \$147k as a result of reduced programmatic expenses and operational cost cutting efforts.							
Net		Actuals as of 12/31/2025	Budget as of 12/31/2025	\$ Variance	Green		
	Operating Surplus/(Deficit)	1,847,867	(1,292,471)	3,140,338			
	As of 12/31/2025, US Sailing closed the year with an operating surplus of approximately \$1.8M, far exceeding the approved budget.						

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Membership	<table><tr><th colspan="5">Year End Membership Counts</th></tr><tr><th colspan="5">Year to Year Comparison</th></tr><tr><th>Classification</th><th>EOY 2024</th><th>EOY 2025</th><th>Cnt. Diff.</th><th>% Change</th></tr><tr><td>Individual Memberships</td><td>25,540</td><td>26,494</td><td>954</td><td>3.7%</td></tr><tr><td>Organizational Memberships</td><td>1,446</td><td>1,447</td><td>1</td><td>0.1%</td></tr><tr><td>Total</td><td>26,986</td><td>27,941</td><td>955</td><td>3.5%</td></tr></table> <table><tr><th colspan="5">Year End Member Counts</th></tr><tr><th>Classification</th><th>EOY 2024</th><th>EOY 2025</th><th>Cnt. Diff.</th><th>% Change</th></tr><tr><td>Individual Members</td><td>31,716</td><td>32,336</td><td>620</td><td>2.0%</td></tr><tr><td>Organizational Members</td><td>1,446</td><td>1,447</td><td>1</td><td>0.1%</td></tr><tr><td>Total</td><td>33,162</td><td>33,783</td><td>621</td><td>1.9%</td></tr></table> <ul style="list-style-type: none">• We closed 2025 with 33,783 members (from 27,941 memberships). This is a growth of 2% from year end 2024.• Data collection and analysis continue in an effort to determine retention rate, churn, and count/financial tracking.• Organization Membership renewals were mailed in late November, with follow-up sent in late December. As of 1/14/2026, 910 organizations have joined for 2026.	Year End Membership Counts					Year to Year Comparison					Classification	EOY 2024	EOY 2025	Cnt. Diff.	% Change	Individual Memberships	25,540	26,494	954	3.7%	Organizational Memberships	1,446	1,447	1	0.1%	Total	26,986	27,941	955	3.5%	Year End Member Counts					Classification	EOY 2024	EOY 2025	Cnt. Diff.	% Change	Individual Members	31,716	32,336	620	2.0%	Organizational Members	1,446	1,447	1	0.1%	Total	33,162	33,783	621	1.9%
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Development	<p>2025 ended strong. Overall, fundraising brought in \$1.5 million more in 2025 than the previous year.</p> <p>Updates:</p> <ul style="list-style-type: none">• The Burnham Award will be presented at this year’s Rolex YofY event at NYYC on February 12.• Burnham Grant recipients will be named by the Burnham Committee soon.• As part of our donor stewardship, a thank-you video is going out to donors this week. You can view it here.• Distribution of International Sailors Grants is underway.• The application period for Storrs Grants opens this month.• A virtual Town Hall featuring Henry and Charlie is scheduled for February 26 for members of the President’s Club and key supporters.																																																							
Adult	<p>Adult Competition</p> <p>Eight Adult Championships will be run in 2026 and have hosts confirmed. A Save the Date for all of these championships will be circulated by our communications team via social channels and print media before the end of January. Notices of Race will be posted on the Championships page within the next month or so for all events: https://www.ussailing.org/competition/championships/#adult-championships</p> <p>The events are as follow:</p> <ul style="list-style-type: none">• U.S. Multihull April 29-May 3 Columbia Sailing Club, Columbia, SC• U.S. Para Sailing Championship hosted by Clagett Sailing with the annual Clagett Clinic and Regatta June 23-28 Newport, RI																																																							


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	<ul style="list-style-type: none"> • U.S. WingFoil Championship St Francis, YC San Francisco, CA • Championship of Champions Wawasee YC Syracuse, IN • U.S. Team Racing Championship Norfolk YC Norfolk, VA • U.S. Women’s Match Racing Championship Bayview YC Detroit, MI • U.S. Match Racing Championship San Diego YC San Diego, CA • U.S. Adult Championship Lakewood YC Seabrook, TX <p>Keelboat and Powerboat News</p> <p>Longstanding US Sailing member David Forbes, who was instrumental in helping establish the US Sailing Keelboat School Program and Program Manager for Club Nautique, unexpectedly passed away in December. David was a key member of our Keelboat National Faculty and helped lead the efforts to establish course materials for a new navigation course for both sailing and powerboating.</p> <p>US Sailing is working with NASBLA (The National Association of State Boating Law Administrators) for approval of key course content that meets standards for state boating law requirements for state boating cards. The approval process for national content approval is underway, and state approvals will follow.</p> <p>Safety at Sea</p> <p>Safety at Sea training season is underway. 39 courses are currently on the 2026 calendar with more Host Agreements still coming in. This will be a big regatta year with several thousand sailors requiring training, with many renewing certificates. The most popular course continues to be the Hands-On SAS one day course. This course may be taken <i>after</i> an individual has either completed an Online Offshore SAS course (Units 1-15) or taken a one day in person LECTURE based course for the Offshore Certificate. If sailors need help in determining what training they need, the staff support at safetyatsea@ussailing.org is standing by to assist.</p> <p>US Sailing hosted a group of current Moderators and Moderators in Training at the US Sailing offices on January 8-9. This professional development session and series of discussions was held to look at ways to streamline the delivery of course content nationwide to provide consistency across the country. This meeting also included a visit to Life Raft & Survival Equipment, Inc. (LRSE) to see some state-of-the-art survival equipment for racing and cruising boats as well as to see the servicing process for a variety of life rafts, signaling beacons, and other safety equipment. We hope to have subsequent sessions of this type for the Moderator corps in other locations on an ongoing basis.</p>
<p>Youth</p>	<p>Youth Competition:</p> <ul style="list-style-type: none"> • US Sailing Youth National Team (Tier 7) 2025 schedule wrapped up with the USYNT Thanksgiving Camp at Miami Yacht Club shortly before Thanksgiving, with 100 sailors, 17 coaches, and 2 PROs in attendance. The camp was a big success and set the bar for future USYNT camps and clinics. • US Sailing Youth Worlds Team (Tier 6) fielded a full team of 16 athletes and 6 coaches at the 2025 Youth Sailing World Championship in Portugal, with a strong overall performance, earning 5th in the Nations Trophy for the 2nd year in a row. David Mateo Coates was a standout, with a Gold medal performance in the ILCA 6 Boys (first USA gold medal in this class since Andrew Campbell in 2002). Nacra 15 team of Dylan Tomko and Casey Smalls

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	<p>earned the Bronze, and iQFOiL sailor Garrett January finished just off the podium in 4th overall.</p> <ul style="list-style-type: none"> • 2026 US Sailing Youth National Team qualifying will take place at Class Midwinter Events in January-March. After a successful launch in 2025, the 2026 USYNT will follow a similar model, with some minor changes based on feedback. More USYNT info is available here. • 2026 Championships and USA Junior Olympic Sailing Festival events is progressing well. JO Festival hosts will be meeting to share best practices and identify US Sailing's focus during these events. • The National Coaching Symposium is returning by popular demand and will be held on February 17-19 at the Melges Watersports Center in Florida. US Sailing members and member orgs with an interest in coaching racing and developing sailors are encouraged to attend! More information is available here. <p>Youth Programs and Outreach:</p> <ul style="list-style-type: none"> • Teaser for the Sailing Organization Guidebook (written by experts on the Community Sailing Committee) is expected for the February Regional Symposium in Seattle, WA – with cover, 10- chapter table of contents, acknowledgements, and Chapter 1. • Dates are set for US Sailing Reach STEM <> RWU in collaboration with pre-service RWU students and Providence and Warwick-based elementary school field trips - using Reach STEM Educator Modules and Activities. • Eight (8) Community Sailing Awards will be announced in January and presented virtually on USS social media channels in lieu of NSPS. • The Community Sailing Committee will meet monthly through the spring – with their Annual Meeting (virtual) scheduled for February. The Community Sailing Committee is currently reviewing Accreditation, DEI best practices guidance, Disaster Protocol resource, and Terms of Reference. • The Accreditation Working Party reviewed three (3) applications for Community Sailing Accreditation status – the review process will be completed at the end of January. • Whitney will be present at the Regional Sailing Symposium in Seattle (WA) this coming February.
<p>Offshore</p>	<ul style="list-style-type: none"> • We closed 2025 with over 1400 ORC certificates, 181 ORR certificates, and 95 IRC certificates. Both ORC and IRC exceeded predictions for 2025 • We are currently recruiting for the Offshore Coordinator position. • Discussion is underway to set a time for a spring stakeholders meeting. • Pricing for ORC and IRC has been finalized for 2026. ORR pricing should be finalized in the next week. • Work continues to streamline and reduce work inefficiencies in certificate production and record keeping. • ORC, ORR, and IRC have made updates to their respective rules for 2026. • 2026 is a Newport-Bermuda year so we expect the typical higher certificate volumes • For ORC events, Charleston Race Week is hosting the ORC Sport boat North Americans and St. Francis YC is hosting the ORC North Americans in September • Internal planning has commenced on outlining how US Sailing can better support PHRF

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Race Admin.	<ul style="list-style-type: none"> As of January 9, we have 11 Basic Race Management seminars on the calendar, 1 Club Judge Seminar, 9 Judge Continuing Education offerings and 1 Advanced Race Management Seminar, with a total of 221 members registered. Strong demand for seminars will continue through the spring, peaking in April and May, followed by another active period in October and November. Eighty-nine members received initial race official appointments in 2025. Of those, 28 were women (compared with 24 in 2024, 19 in 2023 and 21 in 2022). We have distributed several guidance documents to members, including one from the Judges Committee on the importance of a protest hearing decision following a collision with injury or serious damage and another from the Racing Rules Committee concerning an unintended change to the validity rule in the 2025 rulebook. A student intern is working on an analysis of national and association appeals from 2015 through 2025 with the goal of identifying trends and areas where we can strengthen rules and procedure knowledge for both competitors and officials. Dave Perry recently led another of his semi-annual Association Appeals Committee gatherings, which provide opportunities for appeals committee members to discuss best practices, significant cases and other topics of interest. Provided guidance to sailing organizations regarding RRS 60.4(a)(2) – Protest Validity as to how to make highly a recommended change to the rule to remedy an unintended change in the published World Sailing RRS for 2025-2028.
Education	<p>Education Production and Development</p> <ul style="list-style-type: none"> Teaching and Coaching Fundamentals Online course is being refreshed and optimized for performance on FirstTack.org.  <ul style="list-style-type: none"> Continuing work with New Start Mobile to fix glitches and timeouts in the online course offerings. Nav1: Essential Marine Navigation student level book set for completion in Q2. <p>Instructor Course Scheduling</p> <ul style="list-style-type: none"> Overall, 3682 individuals have completed those courses, which is 100% of the annual goal of 3682. Education Operations team scheduled 287 courses, representing 126% of the 2025 goal. 2026 scheduling is strong with 35 course requests coming in over the last 4 weeks alone. 2026 planning underway — 87 courses are scheduled and open for registration <p><u>METRICS:</u></p> <p><u>ADAPTIVE, KEELBOAT AND POWERBOAT:</u></p>

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		YTD	# to meet goal	2025 goals	% complete
KEELBOAT					
<i>Basic Keelboat Instructor courses</i>					
SCHEDULED TO DATE		27	-5	22	123%
Courses held		22	0	22	100%
Course attendees		106	-6	100	106%
<i>Cruising/CoNav Instructor courses</i>					
SCHEDULED TO DATE		4	-2	2	200%
Courses held		4	-2	2	200%
Course attendees		14	-6	8	175%
<i>Cruising Powerboat Instructor courses</i>					
SCHEDULED TO DATE		3	-1	2	150%
Courses held		3	-1	2	150%
Course attendees		13	-5	8	163%
<i>ALL OTHER KB Instructor Courses (all levels)*</i>					
SCHEDULED TO DATE		10	-9	1	1000%
Courses held		5	-4	1	500%
Course attendees		28	-22	6	467%
POWERBOAT					
<i>SPBH Instructor Courses</i>					
SCHEDULED TO DATE		13	-6	7	186%
Courses held		7	0	7	100%
Course attendees		42	0	42	100%
<i>Safety and Rescue Boat instructor</i>					
Courses held		0	0	0	0%
Course attendees		0	0	0	0%
<i>Safe Powerboat Handling Student</i>					
Certifications Issued		781	469	1250	62%
ADAPTIVE					
<i>Instructor Courses</i>					
SCHEDULED TO DATE		1	1	2	50%
Courses held		1	1	2	50%
Course attendees		10	2	12	83%

SMALLBOAT AND REACH METRICS:

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		YTD	# to meet goal	2025 goals	% complete
	SMALLBOAT				
	<i>Sailing Counselor</i>				
	SCHEDULED TO DATE	12	0	12	100%
	Courses held	10	2	12	83%
	Course attendees	94	56	150	63%
	<i>Level 1 Instructor</i>				
	Online Course Certifications Issued	1662	-62	1600	104%
	Online Course Registrations	1649	-49	1600	103%
	SCHEDULED TO DATE	179	-19	160	112%
	3 Day In-Person Courses	167	-7	160	104%
	Course attendees	1474	76	1550	95%
	<i>Level 2 Instructor</i>				
	SCHEDULED TO DATE	19	-6	13	146%
	Courses held	16	-3	13	123%
	Course attendees	174	-44	130	134%
	<i>Level 3 Head Instructor</i>				
	SCHEDULED TO DATE	6	-3	3	200%
	Courses held	3	0	3	100%
	Course attendees	29	-5	24	121%
	<i>Level 3 Coach</i>				
	SCHEDULED TO DATE	3	-2	1	300%
	Courses held	2	0	2	100%
	Course attendees	21	-5	16	131%
	REACH				
	<i>Instructor Courses</i>				
	SCHEDULED TO DATE	6	-3	3	200%
	Courses held	3	0	3	100%
	Course attendees	28	2	30	93%
USST & ODP	<ul style="list-style-type: none"> In early January, an Olympic Sailing leadership transition took place that included the conclusion of Marcus Lynch's tenure as High Performance Director and the appointment of Molly Vandemoer as Director of Olympic Sailing. <ul style="list-style-type: none"> Molly started her new role on Jan 5. Release Fortaleza 2027 World Sailing Championships Test Event – Jan 22-30 <ul style="list-style-type: none"> Charlotte Rose, Noah Runciman and Adam Keaton are representing the USA Despite it being a test event, attendance across all nations is relatively low 				
Marketing & Comms.	<u>Announcements</u> <ul style="list-style-type: none"> Olympic Sailing Leadership Restructuring Rolex Yachtsman and Yachtswoman of the Year Finalists 2026 Regional Symposiums and National Coaching Symposium 2025 Reach Initiative Impact Report 2025-2028 Strategic Plan 				

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- Board of Directors

American Sailor Podcast

- Wrapped, episode 14
- Notice Board, episode 13
- Betsy Alison, episode 12
- Andrew Campbell, episode 11

Charlie Comms

- Outlook for 2026 “Building a Stronger Future for US Sailing”

Event Coverage on Social and Website

- Thanksgiving Training Camp - Miami, FL

Partner Marketing on Social

- Zhik video on YouTube;
- Weekly Lift member benefit inclusion in newsletter

Statements

- US Coast Guard Approved Personal Floatation Devices
- Storm Sails

Social Media Trend Posts

- 2025 by the Numbers
- More of this 2026
- Spotify Wrapped

Interviews and Media Requests

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	<ul style="list-style-type: none"> • Charlie interview Windcheck • Molly interview Seahorse • Molly interview Inside Great Lakes Sailing <p><u>USST, ODP, Youth Team Coverage</u></p> <ul style="list-style-type: none"> • USA wins Gold, Bronze at the 2025 Youth Sailing World Championship – Vilamoura, Portugal • 49er, 49erFX, Nacra 17 Combined Worlds, 12 teams represented USA – Cagliari, Italy • Silver for Daniela Moroz at Formula Kite Worlds - Sardinia <p><u>Promotions</u></p> <ul style="list-style-type: none"> • Member benefits <p><u>Ads</u></p> <ul style="list-style-type: none"> • Scuttlebutt
Partnerships	<ul style="list-style-type: none"> • Arrangements for the Rolex Yachtsman and Yachtswoman of the Year Award Celebration, held in conjunction with the New York Yacht Club Champions Dinner, are progressing well. <ul style="list-style-type: none"> ○ The finalists have been announced - Finalist Announcement ○ Invitations have been issued ○ Operational planning is on track and is being coordinated in conjunction with the New York Yacht Club ○ The ceremony will take place at the New York Yacht Club (44th Street) on February 12th, 2026. • Renewals <ul style="list-style-type: none"> ○ New England Ropes ○ Goslings
IT	<ul style="list-style-type: none"> • HarborIT was selected as the managed services provider to replace the in-house IT Manager position. We are in the final stages of the onboarding process after which we will have a helpdesk for our employees and a new internal process.
HR/DEI	<ul style="list-style-type: none"> • Currently, there are 2 opens positions: Payroll/Staff Accountant role and Offshore Coordinator role. • As of January 2026, 403B Employer Match has been reinstated.

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Store	<p>2025 full year Shopify Sales Snapshot:</p> <ul style="list-style-type: none">• Total Orders = 6,166 (2.3x the orders from 2024) <p>Holiday Promos:</p> <ul style="list-style-type: none">• New Dave Perry signed book Gift Set = 36 sets sold<ul style="list-style-type: none">○ Compared to 19 signed Winning in One-Designs copies and 13 signed 100 Best Quizzes copies for individual full year sales• Truwear Print on Demand = 35 items sold vs 163 items sold the rest of the year, about 20% of the full year <p>Continued collaboration across departments</p> <p>Working to fill open part-time role</p>
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