

2026 Association Report – July

T o p i c s	Comments	Status Please Code Green , Yellow , or Red																																																																																																				
B a l a n c e S h e e t	As of 06/30/26 the balance sheet has improved significantly as cash has increased while the line of credit and member loans have been paid down.	Green																																																																																																				
	<table><tr><td></td><td>06/30/2026</td><td>06/30/2025</td><td></td></tr><tr><td></td><td>Current Year Balance</td><td>Prior Year to Date</td><td>\$ Variance</td></tr><tr><td colspan="4">Assets</td></tr><tr><td>Cash and Cash Equivalents</td><td>1,652,213</td><td>303,008</td><td>1,349,206</td></tr><tr><td>Accounts Receivable, Net</td><td>44,379</td><td>111,665</td><td>(67,286)</td></tr><tr><td>Pledges Receivable</td><td>734,398</td><td>814,753</td><td>(80,355)</td></tr><tr><td>Inventory</td><td>358,226</td><td>324,239</td><td>33,986</td></tr><tr><td>Total Current Assets</td><td>2,789,216</td><td>1,553,666</td><td>1,235,550</td></tr><tr><td>Property & Equipment</td><td>253,659</td><td>391,307</td><td>(137,649)</td></tr><tr><td>Other Assets</td><td>1,263,935</td><td>1,560,701</td><td>(296,766)</td></tr><tr><td>Investments</td><td>4,090,084</td><td>3,369,596</td><td>720,488</td></tr><tr><td>Total Assets</td><td>8,396,894</td><td>6,875,270</td><td>1,521,624</td></tr><tr><td colspan="4">Liabilities and Net Assets</td></tr><tr><td colspan="4">Liabilities</td></tr><tr><td>Accounts Payable</td><td>239,791</td><td>354,144</td><td>(114,353)</td></tr><tr><td>Accrued Liabilities</td><td>95,006</td><td>145,612</td><td>(50,607)</td></tr><tr><td>Deferred Revenue</td><td>1,847,916</td><td>1,782,959</td><td>64,957</td></tr><tr><td>Line of Credit</td><td>0</td><td>312,011</td><td>(312,011)</td></tr><tr><td>Capital Lease Obligation</td><td>128,364</td><td>152,972</td><td>(24,608)</td></tr><tr><td>Total Current Liabilities</td><td>2,311,077</td><td>2,747,698</td><td>(436,621)</td></tr><tr><td>Capital Leases</td><td>524,962</td><td>806,083</td><td>(281,121)</td></tr><tr><td>Member Loans</td><td>0</td><td>500,000</td><td>(500,000)</td></tr><tr><td>Total Liabilities</td><td>2,836,039</td><td>4,053,781</td><td>(1,217,742)</td></tr><tr><td>Net Assets</td><td>5,560,855</td><td>2,821,489</td><td>2,739,366</td></tr><tr><td>Total Liabilities and Net Assets</td><td>8,396,894</td><td>6,875,270</td><td>1,521,624</td></tr></table>		06/30/2026	06/30/2025			Current Year Balance	Prior Year to Date	\$ Variance	Assets				Cash and Cash Equivalents	1,652,213	303,008	1,349,206	Accounts Receivable, Net	44,379	111,665	(67,286)	Pledges Receivable	734,398	814,753	(80,355)	Inventory	358,226	324,239	33,986	Total Current Assets	2,789,216	1,553,666	1,235,550	Property & Equipment	253,659	391,307	(137,649)	Other Assets	1,263,935	1,560,701	(296,766)	Investments	4,090,084	3,369,596	720,488	Total Assets	8,396,894	6,875,270	1,521,624	Liabilities and Net Assets				Liabilities				Accounts Payable	239,791	354,144	(114,353)	Accrued Liabilities	95,006	145,612	(50,607)	Deferred Revenue	1,847,916	1,782,959	64,957	Line of Credit	0	312,011	(312,011)	Capital Lease Obligation	128,364	152,972	(24,608)	Total Current Liabilities	2,311,077	2,747,698	(436,621)	Capital Leases	524,962	806,083	(281,121)	Member Loans	0	500,000	(500,000)	Total Liabilities	2,836,039	4,053,781	(1,217,742)	Net Assets	5,560,855	2,821,489	2,739,366	Total Liabilities and Net Assets	8,396,894	6,875,270	1,521,624	
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R e v e n u e / C a s h	Overall, revenue continues to exceed budget due to increased giving via pledges. Membership is below budget however, membership year over continues to grow, and we expect to decrease the variance between actual and budget over time. One program is running below budget by \$70k and is not expected to recover over the remainder of the year. Other programs are expected to meet budget but have timing differences between actual activity and budget.	Green																																																																																																				

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Expense	Budget to actual variances are primarily due to the timing differences between actual activity and budget. Expenses are expected to catch up with budget in the coming months. <table><tr><th>Account</th><th>06/30/26 YTD Actuals</th><th>06/30/26 YTD Budget</th><th>Variance</th></tr><tr><td>Expenses</td><td></td><td></td><td></td></tr><tr><td>Total Salaries & Benefits</td><td>1,818,798</td><td>2,098,556</td><td>(279,758)</td></tr><tr><td>Total Program Direct</td><td>1,042,640</td><td>1,271,784</td><td>(229,144)</td></tr><tr><td>Total General & Administrative</td><td>420,952</td><td>382,243</td><td>38,709</td></tr><tr><td>Total Marketing</td><td>144,498</td><td>78,477</td><td>66,021</td></tr><tr><td>Total IT Expenses</td><td>147,602</td><td>166,823</td><td>(19,221)</td></tr><tr><td>Total Professional Fees</td><td>203,478</td><td>175,063</td><td>28,415</td></tr><tr><td>Total Occupancy</td><td>156,776</td><td>141,528</td><td>15,248</td></tr><tr><td>Total Operating Expenses</td><td>2,115,946</td><td>2,215,918</td><td>(99,972)</td></tr><tr><td>Total Expenses</td><td>3,934,744</td><td>4,314,474</td><td>(379,730)</td></tr></table>	Account	06/30/26 YTD Actuals	06/30/26 YTD Budget	Variance	Expenses				Total Salaries & Benefits	1,818,798	2,098,556	(279,758)	Total Program Direct	1,042,640	1,271,784	(229,144)	Total General & Administrative	420,952	382,243	38,709	Total Marketing	144,498	78,477	66,021	Total IT Expenses	147,602	166,823	(19,221)	Total Professional Fees	203,478	175,063	28,415	Total Occupancy	156,776	141,528	15,248	Total Operating Expenses	2,115,946	2,215,918	(99,972)	Total Expenses	3,934,744	4,314,474	(379,730)	Green								
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Net	As of June 30, the results of increased giving and expenses lagging budget result in a positive net variance. The variance is expected to decrease as expenses align with budget. <table><tr><th>Account</th><th>06/30/26 YTD Actuals</th><th>06/30/26 YTD Budget</th><th>Variance</th></tr><tr><td>Operating Profit/(Loss)</td><td>1,626,589</td><td>850,400</td><td>776,189</td></tr></table>	Account	06/30/26 YTD Actuals	06/30/26 YTD Budget	Variance	Operating Profit/(Loss)	1,626,589	850,400	776,189	Green																																												
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Primary Members - YTD Comparison - YoY JUNE			
Category	2025 June	2026 June	YoY Change June
Paid Memberships			
Individual	10,446	11,101	655
Individual - 2YR	1,993	1,895	(98)
Individual - 3YR	3,947	3,826	(121)
Family	1,821	1,874	53
Family - 2YR	480	444	(36)
Family - 3YR	840	753	(87)
College	1,620	1,573	(47)
Youth	1,687	1,651	(36)
IPC - 5YR	2	6	4
President's Club	25	7	(18)
Individuals Subtotal	22,861	23,130	269
<i>Organizations</i>			
Corporations	11	9	(2)
ORG-BASIC	1,221	1,178	(43)
ORG-PRO	57	64	7
ORG-PREMIUM	41	36	(5)
ORGs Subtotal	1,330	1,287	(43)
Paid Memberships Total	24,191	24,417	226
Unpaid Memberships			
Honorary - Staff	41	43	2
Keelboat	2,506	2,011	(495)
LRB	168	162	(6)
<i>Member-Donors</i>			
President's Circle	26	80	54
President's Club Lifetime	62	61	(1)
Complimentary Memberships Total	2,803	2,357	(446)
Total Membership Count - Primary	26,994	26,774	(220)

Membership Statistics (as of July 1st, 2026):

- **26,774** primary members (24,417 paid members)
- **32,370** members
- Primary and total membership have increased consistently each month throughout 2026, with the exception of March. The decline from February to March was driven by a decrease in Keelboat members and is most likely linked to the closure of Club Nautique and the time required for new schools in the area to open.
- Although total primary membership remains slightly below 2025 levels, the year-over-year gap has continued to improve. This trend is driven by steady growth in primary paid membership, which has averaged approximately 200 more paid members each month than the corresponding month in 2025.

Membership Count - Month-over-Month - 2026						
Category	2026					
	Jan	Feb	Mar	Apr	May	Jun
Primary Members	26,099	26,335	26,251	26,519	26,642	26,780
Variance to Prior Month - Primary	-	236	(84)	268	123	138
Total Members	31,889	32,068	31,950	32,247	32,354	32,384
Variance to Prior Month - Total	-	179	(118)	297	107	30

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	Projects and Initiatives: - The fully updated membership communications campaigns are scheduled to launch in August 2026. - The new system includes dedicated onboarding and renewal communication tracks tailored to different member segments. - New members will receive 6–8 onboarding emails during their first two months, introducing US Sailing, key programs, and ways to maximize their membership. - Renewal communications will include six touchpoints beginning 30 days prior to expiration and extending through 90 days post-expiration (if a membership has not been renewed). - The Membership and Development teams are collaborating on a dedicated member-donor communications track for all President's Circle members. - Two new member benefit providers launched in June: Yacht Charter Training Academy (YCTA): \$200 off online professional development courses for aspiring and active yacht crew. SailTies: Complimentary two-week access to SailTies Plus, a digital voyage-tracking platform. - In May, a Win-Back campaign was deployed to approximately 4,000 members who expired between January and March 2026. The campaign renewed approximately 190 members, representing a 5% renewal rate, while also serving as a pilot for the updated renewal communications launching in August.
Development	Development Update - Whitney Peterson has joined US Sailing as Director of Development & Strategic Partnerships (started full time 6/1). - Work continues on the “Deliver the Team to LA” campaign in support of Team USA athletes and the lead-up to the 2028 Olympic Games in Los Angeles. Grants & Scholarships - The Lattimore Grants remain open through August 31. - Scholarship funding was awarded to sailors participating in the U.S. Junior Women’s Championship regattas, thanks to support from the Clagett family. Donor Engagement - Thank you to the Board of Directors for your support at the Golden Spinnaker Gala. - Planning is underway for the next President’s Circle virtual Town Hall on August 26, 4pm EST - President’s Circle welcome packets (with signed note from Charlie & Henry, key dates, and lapel pin) will be mailed to approximately 250 donors during the last week of July.
Adult	Adult Championships - The US Para Championship was held on June 24-28 out of Fort Adams State Park in Newport, RI. as part of the 24th Clagett Clinic and Regatta. Sailors competed over 3 days in the 2.4mR and the Martin 16 classes. The U.S. Singlehanded Championship for the Judd Goldman Trophy was won by Chuck Allen of Wickford, RI. The winners of the Chandler Hovey Trophy for the Doublehanded Class was won by the Canadian duo of Tracy Schmitt/Igor Marmot. Tim Brown/Cindy Walker finished in second place and as top Americans are the recognized US National Champions. - The U.S. Wingfoil Championship will be held in San Francisco, CA at St Francis YC on the waterfront. This annual championship gives the best Wingfoil athletes a national platform to showcase their skills before an American audience. That Championship begins on July 30 and will run through August 2.

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	• Information on all US Sailing Adult Championships can be found here: https://www.ussailing.org/competition/championships/#adultchampionships Programs • Four Adaptive Instructor Workshops have been held in 2026. 31 participants took the 3-day workshop to learn about how to best provide access to sailing for people of all abilities including physical, intellectual, neuro-diverse individuals. These courses are very hands-on and interactive to help instructors better understand how to adjust programming and processes to best meet challenges that affect performance by their students. The four courses were held in different areas of the country this year: Boston, MA; New Orleans, LA; Billingham, WA; and Johnsbury, IL. • US Powerboating programs just received National NASBLA approval for the core course material contained in our Safe Powerboat Handling and Cruising Powerboat Courses. This approval is valid for three years. We are working on state approvals for our courses that will coincide with the three-year NASBLA approval. Our courses differ from most providers since we deliver not only the NASBLA content in person for the respective Boater Safety cards but also include hands-on education and experience for boaters of all ages. • Keelboat programs: We just approved our newest school in June – Group Nautique in Richmond, CA joined our network. Along with Pacific Wayfinder Sailing Academy in Alameda, CA, these two schools are filling the gap left by the dissolution of Club Nautique. In the twelve courses held so far through June, 89 keelboat instructors (all disciplines) have been trained in 2026. • Safety at Sea: The Newport Bermuda Race is in the books. Pac Cup is underway, and Chicago to Mackinac is due to start on July 10 for the Cruising Division and July 11 for the Racing Division. What do these races have in common – they require a percentage of the crew to have Safety at Sea training. This training has proved invaluable to prevent loss of life and equipment.
Y o u t h	Youth Competition: • US Sailing Championships ○ Oakcliff Sailing hosted a successful Rose Cup US Youth Match Racing Championship on June 24-28, with New Bedford Yacht Club's team taking the win. ○ PYSF hosted a great Ida Lewis US Junior Women's Doublehanded Championship on June 29-July 2, with ABYC's Emerson Shoemaker/Kyren Shirar taking the win. ○ Upcoming Championships include the Leiter Trophy US Junior Women's Singlehanded Championship at Corpus Christi YC and the Sears Cup US Youth Triplehanded Championship at Noroton YC. ○ Registration is now open for the US Youth Championship, October 9-12 at Alamitos Bay Yacht Club. This event will be the Youth Worlds Team qualifier for all classes except the Nacra 15, which will hold a separate qualifier concurrently in Florida. • USA Junior Olympic Sailing Festivals are in full swing, with events in Ohio, Hawaii, Wisconsin and Texas kicking off the 2026 season. JO participants are participating in the Marine Debris Challenge, cleaning up local waterfronts. • US Sailing Youth National Team ○ US Youth Team training and competition schedule kicked off with a great National Team Camp in June at Roger Williams University. This 5 day camp featured a packed schedule, excellent coaching, and special events. ○ Congratulations to 29er, iQFOiL, and 420 sailors on competing in the Class World Championships in early July. Great performance by the group, including: ▪ Gold in the 29er Worlds mixed division by Annie Sitzmann and Anton Schmid and the USA Team finishing 2nd place in Nations Trophy, just 2 points behind NZL.

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	▪ Silver in the iQFOiL Youth Worlds by Garrett January, after an impressive 1,1,2,1,2 run in the medal series! ○ Next up for the US Youth Team is ILCA 6 Youth Worlds in Denmark and Labor Day Training Camp in San Francisco, as preparations continue for the Youth Sailing World Championships in December.
Offshore	• IRC- Certificate production continues to be ahead of projections for the year, with 40 certificates and an average boat size of 18.41 m. ○ New certificates- 5 ○ Reval (renew) certificates- 17 ○ Amended certificates- 5 ○ Trial certificates-13 • A number of IRC Teams are already well into their planning for Admiral's Cup 2027 • ORC ○ YTD certificates ▪ ORC Club 750 ▪ ORC International 413 ○ Racing season is fully underway with multiple events around the country every weekend ▪ July 11 was Chicago-Mac with 251 entries ▪ July 18 Bayview-Mac with 195 entries ○ Planning continues for upcoming National & Continental ORC Championships • ORR ○ 259 certificates issued YTD. ○ Work continues with the Newport-Bermuda Committee to analyze the results from the 2026 Newport-Bermuda race and Forecast-TCF ○ Pacific Cup (San Francisco to Kaneohe Bay) is currently underway with 34 ORR competitor in 5 classes • Adrianna Lee and Cade Morris will be representing the US at the Offshore Doublehanded World Championships in Marseille France at the end of September
Race Administration	• Our work developing a US Sailing Equipment Inspectors course continues. The next step is to gather media resources – video and still images to support the instruction – from the WS measurement clinic scheduled for September 25-27 at Alamitos Bay YC in Long Beach. • The Race Administration Department made multiple submissions for approval by the Board of Directors: MNA endorsement for Shannon Wood Bush's application to be a World Sailing International Judge, three proposals from the Racing Rules Committee to clarify racing rules, and three appeals from the US Sailing Appeals Committee for consideration to be World Sailing cases.
Education	<u>Education Production and Development</u> • NAV1 Publication Progress: NAV1 is nearing the print quote stage following final enhancements, including the addition of an index and compilation of user testimonials to support the launch. • Digital Delivery Improvements: Discussions are underway with New Start Mobile to improve the stability and delivery of online courses, house digital publications, and supporting apps

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- **Organizational Guidebook Development:** Formatting and content transfer work has begun on the Organizational Guidebook, a comprehensive update and modernization of the Community Sailing Handbook originally developed in the 1990s.
- **Equipment Inspector/Measurers training Course Development:** Planning has begun for the development of new Equipment Inspector and Measurer courses in conjunction with Race Admin and SMEs.

Education Operations - Instructor Course Scheduling

- **Education engagement remains on track:** 3,401 registrations and 3,395 participants have been recorded through June 2026, reaching **95% of annual goals**, with **255 courses scheduled (104% of goal)**.
- **Programs have exceeded expectations:** Sailing Counselor (**195%**), Adaptive Sailing Instructor (**194%**), and REACH (**124%**) have all surpassed participation goals.
- **Likely to meet or exceed:** Small Boat Level 1 participation remains on track to meet or exceed 2026 goals of **1520 newly certified instructors**. As the organization's largest participation program, it plays a critical role in supporting overall program reach, engagement and growth.

Increase Education Engagement - 2025 Instructor Course Participation Tracking	2026	JAN	FEB	MARCH	APRIL	MAY	June	2026 TOTAL	2026 Goal	%Complete
Registration Total	236	554	662	665	740	401	143	3401	3568	95%
Participation total	0	156	227	191	524	1238	1059	3395	3568	95%
Courses Scheduled	-	147	33	40	23	10	2	255	245	104%

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Announcements and News

- Olympic Classes Regatta
- Newport – Bermuda Scoring updates and next steps
- Winners are crowned at the 24th C. Thomas Clagett, Jr. Memorial Clinic and Regatta and the 2026 U.S. Para Sailing Championships
- Peter Herlihy and New Bedford Yacht Club Win 2026 US Youth Match Racing Championship for the Rose Cup
- Training, Teamwork, and Camaraderie Define Annual Youth National Team Camp
- US Sailing Welcomes Whitney Peterson as Director of Development & Strategic Partnerships
- LUCKY completes the U.S. Open Offshore race from the Caribbean to Newport

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m s.	• US Sailing Awards Kevin Burnham Memorial Grant to Stephan Baker American Sailor Podcast Guests • Race to Alaska with Tips Up Sailing • Clay Johnson • Kim Hapgood Partner Announcements • Pacific Life • Native Shoes Ads • Scuttlebutt
P ar t n er s hi p s	New Partnership Launches • Native footwear – June 10 • Pacific Life ○ digital launch July 13 Renewals • Sextants Wines renewed for 3 years Digital Marketing Campaigns • Goslings: celebrated National Dark ‘n Stormy day June 9. Conducted a social media giveaway. • Native: recognized the marine debris challenge & world ocean week on June 10 Planning for Partner integration across adult and youth Championships is ongoing
IT	We hosted an AI education session for all staff. Next steps are to better understand what opportunities might exist to use AI to improve internal processes and develop an AI use policy for the organization.
Co mpl ian ce	<u>USOPC Audit 2027</u>: attended a Compliance and Audit ‘bootcamp’ held by the USOPC in June as preparation for our next USOPC audit in Q1 2027. <u>SafeSport Audit 2026</u>: the Area A Sears Cup qualifier was selected as the 2026 event audit by the Center for SafeSport. Final supplemental/organizational documentation due for submission 7/23 and we expect to get the audit report 12 weeks after that. <u>Sport Integrity Policy</u>: new policy required by the USOPC namely with regards to sports betting drafted in consultation with the USOPC. <u>Athlete Safety Handbook Update</u>: second amendment to the Athlete Safety Handbook (first in March to address the 2025 SafeSport audit remediation items) published in July, in preparation for the 2026 SafeSport audit standards).

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	<u>Conflict of Interest Disclosures 2026</u>: only 1/3 of COI forms received from committee members. Need to engage Committee Chairs to complete this requirement in the coming weeks.
St o re	• Hired Part-Time Ecommerce Coordinator end of May • Completed successful Q2 Inventory Audit on 7/1/26 with a shrinkage of (\$802.29), in line with Q2 2025 • 2026 YTD (7/1/26) Shopify Sales Snapshot: - o Total sales = \$380K ▪ Q2 =\$222K ▪ Q1 = \$158K - o Gross Profit = \$182K ▪ Q2 =\$115K ▪ Q1 = \$67K - o Total Orders = 1,932 ▪ Q2 = 1,072 ▪ Q1 = 860 • YETI collection launch - o First new collection since Paris 2024 YETIs - o Sold out 48 items in 3 weeks, multiple requests for restocks and new items • Continued collaboration with internal departments on sales analysis and inventory forecasting, improving data and predictions • Visited the Kirkwood warehouse to review operations and performance, tour of facility and equipment for group of new staff, discussed potential growth areas and new projects