

**THE UNITED STATES ROWING ASSOCIATION**  
**2013 Annual Meeting Financial Report to the Members**

On behalf of the United States Rowing Association Board of Directors, I present this report on USRowing's financial status as of December 31, 2012, our most recently completed fiscal year. The Finance Committee has reviewed and verified the results being presented to you today based on the USRowing internal financial records for 2012 and on the 2012 audit by Mercadien, P.C., our Auditors. Mercadien, P.C. has given an unqualified opinion that our financial statements present a fair, complete representation of our financial activities and condition.

Our 2012 operating revenue was \$7.05 million, an increase of nearly \$780,000 from 2011. Revenues from Membership and Regattas went up slightly; revenues from the US Olympic Committee and Sponsorship went up more substantially; revenues from Contributions and Grants declined moderately; and revenue from Fundraising remained steady. These seven areas accounted for 88% of the Association's revenues. The remainder came from National Team events, merchandise sales, and other revenue.

Due to new 2012 FASB rule, this year we filed the Casitas Fund as an affiliated organization, which shows up as a change in reporting entity in our Combined Statement of Activities. However, exclusive of that substantial addition to the net assets, we

Operating expenses were increased, as is expected in an Olympic year, and we finished the year with an operating surplus of about \$139,000 excluding gains of \$25,773 from the Women's Endowment and from other funds (net \$34,174), which are temporarily restricted and unrealized. The Casitas Fund, which provides substantial support to USRowing, retains its independent status although it is included in our financial statements. Due to new 2012 FASB rule, this year we filed the Casitas Fund as an affiliated organization, which shows up as a change in reporting entity in our Combined Statement of Activities. However, exclusive of that substantial addition to the net assets, we increased net assets by about \$120,000. Our net assets now stand at \$1,908,828. At the end of 2012, the Association had about \$386,000 in cash, equivalents and investments on hand, retaining a positive unrestricted fund balance.

The following sections detail our largest active programs:

**Membership Services:** Membership's principal sources of revenue are individual and organizational dues, merchandise and revenue from the regions and committees. Our overall dues revenues were up by about \$59,000. Membership Services revenue was about \$1.76 million in 2012 (compared to \$1.7 million in 2011). Revenues from Membership services cover things like liability insurance and general and administrative expenses unrelated to the National Team.

At the end of 2012, we had about 14,900 full privilege individual members and 1,157 organizational members (compared to about 15,000 individual members and 1,097 organizational members at the end of 2011). The names and addresses of the current members may be found at the offices of the United States Rowing Association located at 2 Wall Street, Princeton, New Jersey 08540.

**National Team:** Our second major program is the National Team. Revenue consists principally of USOC grants, National Rowing Foundation grants, Adaptive/Para-rowing grants, other contributions and grants to the team, and team sponsorship. The National Team also gets a nice boost from Tim Hosea's annual Princeton Golf Outing. National Team Services include the cost of team training, coaching, equipment, trials and NSRs, and support staff. Total operating revenue for the National Team for 2012

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was about \$3.71 million (compared to \$3.44 million for 2011). Total National Team expenses in 2012, the Olympic year, were about \$3.70 million (up from \$3.24 million for 2011).

Events: Our third major program department, Events, handles our championship events like the National Championships, Masters Nationals, Club Nationals, Regional Championships, and the Youth National Championships. In 2012, Events had total revenues of approximately \$790,000, up about \$40,000 from 2011.

General & Administrative: Overhead, or Management and General expenses, include the salary of our Executive Director, Controller and partial salaries of other non-National Team staff. These expenses also include our offices in Princeton, printing, postage, telephone, legal, some travel and other professional fees. Our total general and administrative expenses for 2012 were about \$1,780,577, representing a slight decrease from 2011.

If you would like a copy of the USRowing's audited financial statements for 2012, please contact Brian Klausner at [brian@usrowing.org](mailto:brian@usrowing.org). The 2012 audited financial statements are also posted on USRowing's web site at <http://www.usrowing.org/>.

USRowing benefits greatly from the National Rowing Foundation, which has grown in its role as the primary fundraising source for the National Team. In 2012, the NRF provided a grant of \$950,000 to the National Team program, an increase of \$100,000 over 2011. On behalf of USRowing and its Board, staff and coaches, we would like to acknowledge and thank the National Rowing Foundation, whose efforts make our national team athletes' dreams possible.

Respectively Submitted,

Esther Lofgren  
Treasurer  
United States Rowing Association  
December 7, 2013