

THE UNITED STATES ROWING ASSOCIATION  
2017 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, 2016, 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 2016 and on the 2016 audit by Klatzkin & Company, LLP, our Auditors. Klatzkin & Company, LLP has given an unqualified opinion that our financial statements present a fair, complete representation of our financial activities and condition.

Our 2016 operating revenue was \$10.55 million, up \$1.16 million from 2015, approximately a 12% increase. Revenues from Regattas, Membership Dues and Sponsorships increased substantially; revenues from Contributions and Grants and Investment Return increased significantly; USOC funds were up slightly while National Team Events were down. These seven areas accounted for over 98% of the Association's revenues.

Operating revenues were slightly less than expenses, and we finished the year with an operating deficit of \$70,520. The Casitas Fund, which provides substantial support to USRowing, retains its independent status although it is included in our financial statements, filed as an affiliated organization due to the 2012 change in FASB rules (we implemented this change in our 2012 filing), and appearing as such in our Combined Statement of Activities.

Net assets were decreased by \$70,520 and at the end of 2016, the Association had \$442,913 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. Membership Services revenue was about \$2.58 million in 2016 (compared to \$2.05 million in 2015), an overall increase of 25%. Revenues from Membership Services cover things like liability insurance and general and administrative expenses unrelated to the National Team. At the end of 2016, we had about 22,850 full-privilege Championship individual members and 1,365 organizational members (compared to 18,750 individual members and 1,307 organizational members at the end of 2015). We also added about 42,000 Basic members who covered the administrative fee and 12,000 Basic members who were exempt from the administrative fee. 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 gets a substantial boost from the 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 2016 was \$4.24 million (compared to \$4.03 million for 2015). Total National Team expenses in 2016 were \$4.09 million (up from \$3.68 million for 2015).

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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 2016, Events had total revenues of \$1.29 million, up \$216,415 from 2015, which saw revenues of \$1.08 million.

General & Administrative: Overhead, or Management and General expenses, includes 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 2016 were \$880,025, representing an increase of \$83,369 from 2015.

If you would like a copy of the USRowing's audited financial statements for 2016, please contact Brian Klausner at [brian@usrowing.org](mailto:brian@usrowing.org). The 2016 audited financial statements are also posted on USRowing's website 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 2016, the NRF provided a grant of \$1,458,000 to the National & Jr National Team programs, an \$186,000 increase to their substantial grant in the 2015. 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; the continued support of the USOC for both National Team and Para; and the VA for support for Inclusion.

Finally, I would like to personally thank the USRowing Board of Directors, and the entire USRowing staff for their work on behalf of the rowing community over the past 12 months.

Respectfully Submitted,

Brian Klausner, CFO, and Sheila Tolle, Treasurer  
United States Rowing Association  
December 3, 2017