

Thank you for the opportunity to be considered for a position on USA Judo/s the Board of Directors.

My study of judo started under the famous Korean Judo Champion of the 50's, Kyu Ha Kim in 1965. I also trained under the 1967 World Champion, Kiel Soon Park. I was awarded my shodan in 1974 after becoming champion of the Allegheny Mountain Region of the Amateur Athletic Union (AAU). I then became their chairperson unifying the USJF and USJA factions in the greater Pittsburgh area.

I held various jobs native to Pittsburgh including working the night shift for 2 years at the now defunct US Steel Homestead Works. There I learned to understand and appreciate the challenges facing blue collar workers. This knowledge would stay with me and play an important role in my development as leader and people manager.

Rhetoric was my major at the University of Pittsburgh where I graduated cum laude in 1976 with a B.A. Having an education in the art of persuasion coupled with the confidence developed from years of competing and teaching judo would bode well for my career in the healthcare business and in sales.

In 1977, I began my career helping to build Apria into a billion-dollar corporation. The company relocated me to Chicago then to Los Angeles.

As the youngest person ever accepted into Pepperdine University's prestigious Presidential and Key Executive M.B.A. Program, I graduated with honor in 1988. Among my proudest accomplishments was recruiting and mentoring dozens of trainees, including six who went on to become millionaires.

In 1989 I launched Comprehensive Pharmacy Services Home I.V. Services, and using an innovative pricing strategy, I successfully negotiated contracts with every HMO in the area. Because of its rapid and profitable growth, Comprehensive was acquired by CVS Pharmacy in 1993 for a record 7x earnings. I then formed the Goltz Business Development Group which still operates today.

Throughout my career as a business builder and turnaround professional, I continued my involvement in judo. I started Goltz Judo in 1987, which has been ranked among the largest clubs in the country. I also served as President of the USJA and of the Nanka Yudanshakai. My list of accomplishments includes:

- Lead the USJA from a \$50K deficit to a \$80K surplus
- Directed rebuilding of USJA's database including Coaches Portal
- Initiated USJA's recognition of Theodore Roosevelt and Jeremy Glick
- Formed first cooperation agreement between the USJA, USJF, & USA Judo
- Built the Judo Winter Nationals® into one of the nation's largest tournaments
- Took the Nanka Yudanshakai from a financial deficit to a surplus of nearly \$300K
- Initiated the financial support of my friend and colleague Dr. Lally for Ronda Rousey

In 1991 I coached the US Blind Judo Team at the 1991 Tokyo World Championships and became a volunteer Defensive Tactics Advisor to the Los Angeles Police Department in 1997. Throughout the years our club has fielded multiple champions, referees, coaches, and club leaders. In 2018 I coached my lifelong friend and colleague Paul Bova, who became a gold medalist at the IJF World Veterans Championships in Cancun.

Currently I am an 8th degree black belt, an international coach, national referee, certified kata instructor, and have been a regular contributing writer for *Black Belt Magazine*. My goal is to put American Judo in a good position heading towards the 2028 Los Angeles Olympics and further propagate the philosophy of Dr. Kano to help improve our society.

Gary Goltz

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