

2019-2020 ANNUAL REPORT





BRUCE BAUMGARTNER

BOARD PRESIDENT

As we provide the USA Wrestling annual report for the 2019-20 membership year, we can truly say that it is a tale of two seasons.

In the first six-plus months of the fiscal year, USA Wrestling was on pace to have a record year in membership, competitive success and program growth. Our organization was looking to have one of its greatest years ever, when the COVID-19 pandemic hit the world and changed all of our lives. The second season has been how USA Wrestling has adapted and changed during the pandemic, finding new and creative ways to keep wrestling alive and serve our members.

Let's review some highlights from the first season, starting with membership. Through March 12, USA Wrestling was on track to break all of the membership and revenue records that were set in the 2018-19 season. Over 30 states were poised to break previous records in their membership efforts.

The number of USA Wrestling female members continued its upward trend, as part of a national explosion of opportunity. In 2020, the NCAA awarded official Emerging Sport Status for women's wrestling at all three levels of the organization, NCAA Div. I, Div. II and Div. III. On the high school front, there are now 28 states with state high school championships for girls. USA Wrestling is a leader in this movement.

On the mat, USA Wrestling had won 95 World medals in all age groups after a strong 2019 season, much more than the first three years of the Rio quadrennium (76) and the London quadrennium (35). After an exceptional performance by U.S. athletes at the 2020 Pan American Olympic Qualifier in Ottawa, Canada in early March 2020, the United States has qualified in 15 of the 18 weight classes for the Tokyo Games, the most of any nation. There is

still one opportunity to qualify the remaining three weights.

Due to the hard work and discipline of USA Wrestling volunteer leadership and staff for many years, USA Wrestling remains in a very strong financial position in all areas. We recognize the leadership of long-time Associate Executive Director for Administration Dwaine Cooper, who retired on January 31 and was key to establishing that strong financial foundation. Revenues have continued to increase in many areas including membership, corporate sponsorship, donations and events.

I truly believe that USA Wrestling is the best national governing body within the Olympic movement. We have a strong governance system in place, a talented and experienced national staff, fantastic athletes, coaches and referees, plus an amazing group of volunteers who provide events and programs for wrestlers of all ages. This was true during the first portion of the membership year, when USA Wrestling was poised for a record performance. However, this has also been true during the second portion, when the pandemic changed things in many ways. USA Wrestling can be very proud of this past season for many reasons.



RICH BENDER

EXECUTIVE DIRECTOR

Since the start of the COVID-19 pandemic, USA Wrestling has faced many new challenges, using creativity, discipline and new ideas to help guide our decisions. It has been necessary to pivot often, taking a different approach to how we conduct our business as a non-profit sports organization. With that written, **morning is coming** and USA Wrestling is poised to emerge in position to build a better future for the sport.

Since March, USA Wrestling formed four different COVID-19 committees of experts who are helping educate the sport and guide our decisions. We have developed Return to the Mat Guidelines and Return to Events Guidelines to organize wrestling in the safest environment possible. We have been creative in how we engage the wrestling community through new methods of communication and training. We have also fully participated in the national discussion about social justice and equality, with a unified commitment to be better moving forward, including the development of an impressive Diversity, Equity and Inclusion ad-hoc committee.

Due to many prudent financial decisions by volunteer leaders over the years, much shared sacrifice at all levels, and some fortunate timing of when the pandemic hit, USA Wrestling has been able to maintain its commitment and financial support for its National Team athletes and its national staff. Associate Executive Director Les Gutches has stepped up to add Finance Director duties to his work responsibilities. Working with the Executive Committee, the Finance Committee and staff, we have developed a plan which is leading us through the challenges successfully.

Wrestling is back and getting stronger. This summer, USA Wrestling began successfully hosting competitions using the protocols

developed by the experts. By October, we were able to host national events at the Senior and age-group levels, plus major youth competitions. The 2021 schedule is now being formed. State associations are sanctioning events again, following the regulations of their state and local authorities. Our amazing volunteers on the regional, state and local levels have allowed us to move forward.

USA Wrestling's elite clubs and Regional Training Centers have been very creative. In addition to finding ways for athletes to train, they have partnered with broadcasters to host all-star events, providing competition for athletes and great content for fans.

The traditional youth, high school and college seasons have been altered dramatically, postponed and shortened in many cases and cancelled in a few situations. Through its system of state associations and volunteer leadership, USA Wrestling stands ready to help fill the need for the sport and its athletes.

We enter an Olympic year with confidence. When possible, U.S. teams will again travel overseas as they have in the past. Meanwhile, a series of training camps and domestic competitions are happening. USA Wrestling will be ready when the Tokyo Olympics arrive, with a talented team fully prepared for success.

Thank you to all of our members, sponsors, partners, donors and fans for coming together for the good of the sport during a historically difficult time.

You are appreciated.

STATE SERVICES

Through March 12, 2020, USA Wrestling was on track to break membership and revenue records that were set in the 2018-19 membership season. Over 30 states were poised to break previous records, as well. However, as a result of COVID, USA Wrestling finished the membership year on August 31 with 231,998 members (a decrease of 8.2% from the previous year).

Once the pandemic hit, our focus turned to increasing communication with state leaders as well as the members of USA Wrestling around the country.

USA Wrestling's membership system continues to evolve with newly added functionality. Many system enhancements in 2019-20 focused on club level administration and increased functionality for our state associations. An example of this, as noted in the Operating Plan Tasklist, is displaying which members are celebrating a birthday daily in the membership system. Individual member experience in the system continues to drive membership and customer satisfaction, with tutorial videos and in-line chat functions for users.



First ever virtual National Convention & State Leaders Summit

15+

Zoom conference calls with state leaders



Moments off the Mat video series on TheMat.tv



Bi-weekly eNewsletter for the 7th consecutive year

231,998

MEMBERS

With our membership base, the department handled a broad range of program needs and assisted USA Wrestling state leaders with their ever-growing programs. Each week, the department staff handled matters pertaining to member insurance benefits, membership processing and form distribution, state chairperson and committee support, correspondence and program reporting to state leaders and extensive work with USA Wrestling's age-group councils, Junior Olympic Wrestling Committee and other departments within USA Wrestling.

SAFE SPORT

In January of 2020, USA Wrestling's Director of Safe Sport, Dan Prochnow, unexpectedly and tragically passed away. Mr. Prochnow was a true leader within the Olympic Movement, and his efforts set the foundation for USA Wrestling's ongoing commitment to creating the safest possible environment for participation in the sport of wrestling.

On April 1, 2020 the US Center for SafeSport unveiled a slightly revised Safe Sport Code. The updates were an attempt to eradicate confusion over a number of issues and added some new prohibitions. Of note was the clarification of the "aiding and abetting" provisions, adding exposure of a minor to imagery of a sexual nature as a violation of the Code and increasing the number of days to request an appeal hearing on resolutions from 5 to 10 days. As USA Wrestling's Safe Sport Program Handbook was already comprehensive, no revisions were needed.

As reported last year, in March 2019, the Center implemented the Minor Athlete Abuse Prevention Policies (MAAPP). USA Wrestling updated its Safe Sport Program Handbook accordingly. The Center is set to reveal revisions to the MAAPP in August 2020. USA Wrestling will have until January 31, 2021 to finalize such revisions. The new MAAPP requirements will go into effect on January 1, 2022 and are expected to include requirements on State Affiliates and Chartered Clubs. USA Wrestling will work with State Affiliates, including Safe Sport Coordinators and Chartered Clubs to ensure compliance.

The Center announced that it will begin auditing USA Wrestling events and competitions in 2020. However, due to COVID-19, such audits were put on temporary hold. USA Wrestling will work with State Affiliates, including safe sport coordinators and clubs hosting sanctioned events in order to achieve positive audit results. USA Wrestling will provide more information as it receives it.

The Safe Sport webpage on TheMat.com continues to provide up to date information on athlete safety including easy reporting options, educational opportunities, and best practices for Chartered Clubs. It also includes Mr. Prochnow's "Stand Up for Kids" and "Takedown Misconduct" initiatives for additional



U. S. CENTER FOR
SAFESPORT™

REVISED SAFESPORT CODE HAS BEEN IMPLEMENTED

MINOR ATHLETE ABUSE PREVENTION POLICIES (MAAPP) IMPLEMENTED

SAFESPORT WEBPAGE ON THEMAT.COM

information for parents and children.

The USOPC signed a one year Master Services Agreement with the Center, which included an NGB Addendum so that the NGBs will receive training, investigation and other services from the Center. This Agreement also includes restrictions around use of the "SafeSport" trademark, which may lead to a USA Wrestling naming convention change in the near term. After much negotiation regarding what constitutes a "case", USA Wrestling has signed the Addendum with some downward price adjustments.

EVENTS

The 2019-2020 event year was riddled with unprecedented challenges for USA Wrestling and the whole world. Due to COVID-19, USA Wrestling cancelled nearly all of our Freestyle/Greco-Roman Regional and National events. In addition, the 2020 U.S. Olympic Team Trials were postponed until April 2-3, 2021. Folkstyle events that were cancelled included Dominate in the Dells, Folkstyle Nationals and Girls Folkstyle Nationals.

Since the onset of COVID-19, the Events Department has continued to remain positive, while planning toward the future 2020-2021 season. We are adding new events and looking to meet our “New Normal” head-on. In addition to adding events to the Tour of America (TOA) series, USA Wrestling Events is developing strategies that will provide folkstyle opportunities for athletes, as more and more state and college associations alter schedules.



Spencer Lee at the Senior Nationals

SENIOR LEVEL EVENTS

In November, wrestlers and athletes were contending for a spot at Olympic Trials during the 2019 Bill Farrell International Open. There was an 81% participation increase at the 2019 Bill Farrell compared to 2018.

The journey to the Olympic Trials continued at the 2019 Senior Nationals hosted in Fort Worth, Texas. Over 1,500 fans stampeded to the arena to watch some electrifying matches. Athletes not only vied for a ticket to Trials, but for a coveted cowboy hat for the champion. This event was a great success.

81%
BILL FARRELL
PARTICIPATION
INCREASE

FOLKSTYLE TOUR OF AMERICA

The Folkstyle Tour of America completed a successful 2019-20 campaign with five of our six events. Unfortunately, we had to cancel our last TOA event, Dominate in the Dells, a few days prior to the competition due to COVID -19. Prior to that tournament cancellation, the Tour of America series was on track to break the participation record set the previous year.

USA Wrestling hosted the inaugural Queen of the Mountains Duals this season which brought together eight girls’ teams from Arizona, Wisconsin, Iowa, Colorado, Georgia, California, and Idaho. Black Mambas, Iowa’s Midwest All Star team, swept the competition.

USA Wrestling was able to host a TOA event (the new Stockyard Stampede) which hosted 441 youth athletes from 18 different states.



POST COVID-19 PLANNING



Shifting our mindset to our “new normal,” at the onset of the pandemic, USA Wrestling Events developed the Return to Events Committee. The committee is populated with medical personnel, mat officials, local organizers, event staff, state chairperson, and a senior athlete. Together we have created Return to Events Guidelines which is a step by step “best practice” and recommended guidelines to help states and clubs safely return to practice and competition. Procedures in this guide were developed using recommendations from the CDC, USA Wrestling COVID-19 Committee, USOPC as well as local health and safety guidelines. This is a living document that is updated based on COVID-19 changes. USA Wrestling continues to make the health and safety of our athletes, officials, coaches, volunteers, and families our number one priority.

INFORMATION TECHNOLOGY

The Membership system developed by USA Wrestling staff has continued to grow and add additional features and functionality since its inception. Key functionality includes:

BOARD / COMMITTEE PORTALS

As part of the board initiative, a new portal system was developed to enhance engagement and communications for the USA Wrestling Board and Committees. This new portal includes tools for meeting scheduling, communications, check-ins, roll call, document sharing and voting. The use of this portal system has also been extended to other groups within our organization, including National Teams and State Associations. This functionality also has been implemented into check-in kiosks at the office as part of a safe Return to Work protocol for COVID-related monitoring and social distancing measures, ensuring safety for staff and visitors to the office.

EVENT REGISTRATION

Registration for all USA Wrestling Regional and National events is now handled through the Membership system. This allows for verification of Membership, Coach Certification, Background Checks, and SafeSport. The system is capable of handling all events where registration is required, including wrestling events, board meetings, conferences, state meetings, camps, clinics and tours.

CLUB MANAGEMENT TOOLS

The Club Management tools available within the system allow Club Leaders and Coaches to more effectively manage and communicate with athletes. Tools such as event registration, practice checkins, schedule management, member management, club messaging, and club reporting are available directly inside the Club Management for Club Leaders.

INVENTORY TRACKING

The Membership system has been expanded to include an inventory management system for inventory held at the national office and distributed to athletes, VIPs, donors, staff, etc.

Using barcode scanning capabilities, inventory counts of all merchandise can be easily updated and accounted for. Distribution of inventory is tied to individual membership profiles. This also allows for quick inventory reporting and reconciliation by the Finance Department.

SAFESPORT TRAINING

SafeSport training is available directly in the membership system. This allows members to complete training without leaving the USA Wrestling ecosystem. Refresher courses and parent's courses are also available.

RESULTS & SEEDING

Through our Event Management partnerships with FloSports and SportsEngine, and by handling event registrations through the Membership system, we have been able to automatically pull event results into both the Membership profiles and the public website. While this only applies to events run on FloArena and TrackWrestling, this has saved a significant number of staff hours getting results into the website. Having these results tied directly to athlete profiles has also allowed us to build a criteria-based seeding system for key national events, saving National Teams and Events Staff hours of research and statistics gathering prior to major national events.

NATIONAL COACHES EDUCATION PROGRAM

As a benefit of membership, USA Wrestling made its Bronze and Copper Courses free for members during the Covid lockdown. As a result, 8,891 coaches were able to either get certified, or refresh their training through this program.

Concussion training has been put into the bronze coach education course and is also available for free in the membership system via the CDC developed "Heads Up Concussion in Youth Sports."

Part of USA Wrestling's NCEP is a remediation course for members that need additional training and education before they're allowed to re-engage in the sport. The course features four (4) - 1 hour sessions using Motivational Interviewing and Philosophy Development.

Gold Certifications Earned in this past year:

Brian Church (OH)
Andrew Nicola (LA)
Marty Hauck (MO)
Kyle Martin (PA)

8,891

* Total Copper and Bronze Classes Completed (91% increase)

12+

hours of training videos made available

5,594

* Members signed up after March 2 for free access to Bronze and Copper Courses



USA Wrestling delivered the July Olympic Developmental Camp Virtually and created downloadable camp videos for purchase in the membership system.

NATIONAL TEAMS

TOKYO GAMES QUALIFICATION STATUS

The U.S. team had qualified four of the 18 Olympic weight classes at the 2019 World Championships and one of this year's key objectives was qualifying the remaining weight classes for Tokyo. With only two qualifying events remaining, the Pan American Qualifier in March of 2020 and the (delayed) Last Chance World Qualifier in Bulgaria, the Pan-Am event was our first – and best – opportunity. Although we did not qualify all remaining weights in Ottawa, U.S. athletes wrestled well and qualified 11 weights, bringing our total to 15, currently the most of any nation.

After the Pan Am Qualifier, all six women's freestyle weights had qualified, with men's freestyle (65 kg), Greco-Roman (77 kg), and Greco-Roman (130 kg) still vying for qualification at the Last Chance Olympic Qualifier in 2021.



●
35
MEDALS

LONDON QUAD

●
76
MEDALS

RIO QUAD

●
95
MEDALS

TOKYO QUAD

QUAD MEDAL COUNT

So far this quad, USA Wrestling has won 95 World Medals in all age groups. To compare this total to previous quads, our athletes won 35 Medals in the first three years of the London quad and 76 Medals in the same period of the Rio quad. U.S. athletes set a record in 2017 with 32 World Medals and eclipsed that mark with 36 World Medals in 2018! This success across all age groups shows the health of our program for years to come.

2019 WORLD CHAMPIONSHIPS GRECO-ROMAN

Heading into 2020, the United States Greco-Roman Program is gaining momentum. Our longest-tenured Senior-level athletes are reaching their prime, and several of our newer arrivals have progressed more rapidly than expected. The Greco-Roman program has multiple athletes who have potential to medal at the Games.

G'Angelo Hancock (97 kg) has won an impressive 11 international medals since January 2019, with wins at the Dave Schultz Memorial International, Grand Prix of Hungary, the Bill Farrell International, and the Pan-American Championships. Hancock has placed in the top three at every UWW Ranking Series Event in the past two years as well as qualifying 97 kg for the Olympic Games. In addition to Hancock, Greco-Roman athletes qualifying weights at the 2019 Pan-American Qualifier were Ildar Hafizov (60 kg), Alejandro Sancho (67 kg), and Josef Rau (87 kg).

Though COVID-19 has been a major disruption to USA Wrestling's National Team, there is much to be optimistic about as we begin the new membership season on September 1. Wrestling events are happening in parts of the country, athletes are training in local pods where regulations permit, and the season is starting to take shape. We are excited about 2021 and the prospect of what might be the most anticipated Olympic Games in history.

● ● ●
3 World Medals
in 2019
8% medal rate

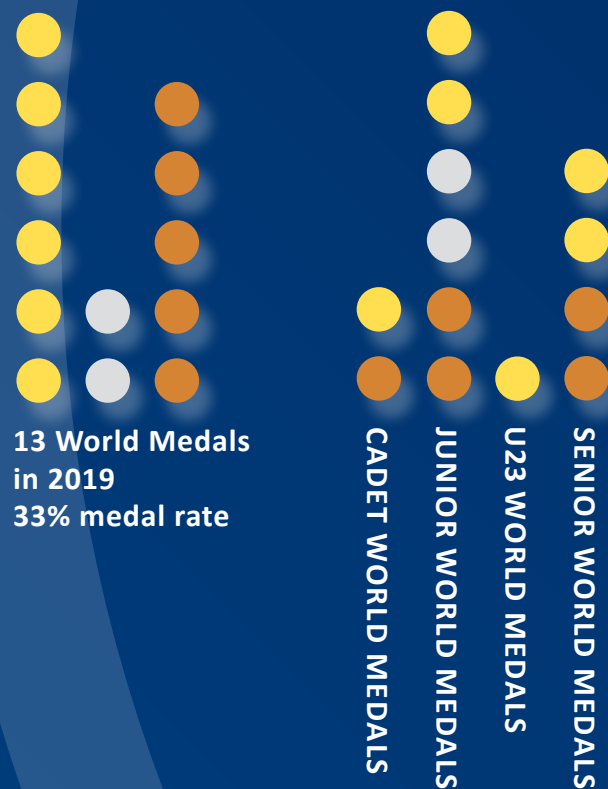
● ● ●
JUNIOR WORLD MEDALS



2019 WORLD CHAMPIONSHIPS MEN'S FREESTYLE

Kyle Dake (79 kg) and J'den Cox (92 kg) both repeated as World Champions in 2019 while Olympic Champions Jordan Burroughs (74 kg) and Kyle Snyder (97 kg) won Bronze. For Burroughs, 2019 marked his eighth senior Olympic/World Medal (5 Gold) with Snyder collecting his fifth (3 Gold).

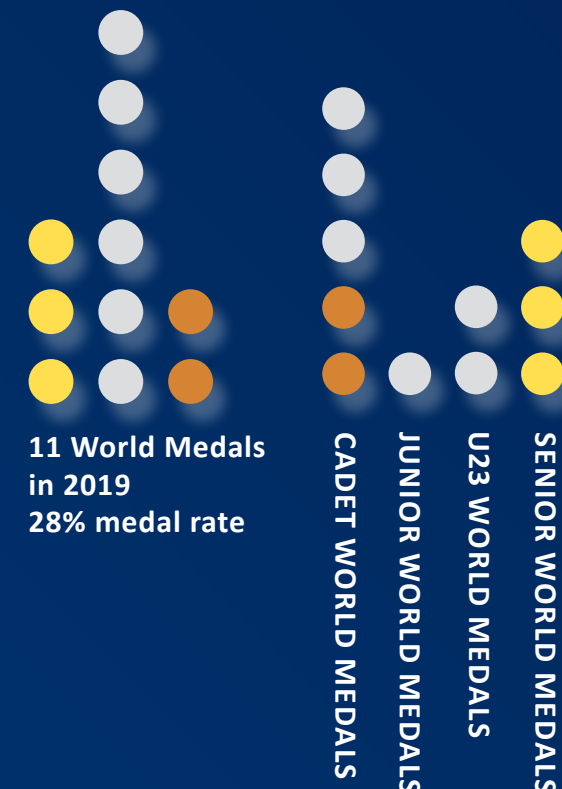
At the age group levels, men's freestyle had 9 total medals with 4 Golds: Bo Nickal (U23 92 kg), David Carr (Junior 74 kg), Mason Parris (Junior 125 kg), and Marc-Anthony McGowan (Cadet 45 kg). The U.S. Junior Freestyle World Team placed second at the World Championships to win a team trophy.



2019 WORLD CHAMPIONSHIPS WOMEN'S FREESTYLE

Adeline Gray (64 kg) continued adding to her legacy as one of the greatest U.S. wrestlers in history. With a dominant performance in the 2019 World Championships, Gray won her fifth career World Gold, beating three-time Senior World Medalist Hiroe Minagawa Suzuki in the finals. Jacarra Winchester (55 kg) and Tamyra Mensah-Stock (68 kg) were both crowned first-time senior World champions at the 2019 Worlds, giving the U.S. three Gold Medals in Women's Freestyle and a third-place team finish, while Japan and Russia took the first and second spots, respectively. It was the first time that USA Wrestling had three Senior women win World titles the same year.

At the age-group levels, Women's Freestyle picked up eight World Medals, showing the strength of our developmental programs and a good indication of continues success at the Senior level. The U.S. Cadet Women's World Team placed third at the World Championships to win a team trophy.



REGIONAL TRAINING CENTERS

The success of our athletes would not be possible without the support provided by the Senior level clubs and regional training centers located around the country. These organizations collectively invest millions of dollars each year into the sport, which has drastically changed the economic model for athletes who decide to pursue their World and Olympic dreams. There are now more wrestling rooms around the country supporting our Senior-level athletes than ever before. In addition to the benefits received by the individual athlete, the collective efforts from senior level clubs and regional training centers has enabled more athletes to stay in the pipeline longer, which has increased the depth of our teams and has resulted in more medals on the World stage than any previous quad.

The support of organizations like TMWC, Sunkist, NYAC, WCAP, Minnesota Storm, NMU and many more, have profoundly aided in the development of RTC's across the country and the sport of wrestling in general.

- New England RTC / Bears WC
- New York City RTC
- West Point Wrestling Club
- Scarlet Knights Wrestling Club
- Pennsylvania RTC
- Lehigh Valley Wrestling Club
- Virginia Beach RTC
- Navy-Marine Corps Mat Club
- Buffalo Valley RTC
- Mat Town USA
- Nittany Lion Wrestling Club
- Cavalier Wrestling Club
- Wolfpack Wrestling Club
- Bulls Wrestling Club
- Buies Creek Wrestling Club
- Tar Heel Wrestling Club
- Southeast RTC
- West Virginia RTC
- Pittsburgh Wrestling Club
- Golden Pride Wrestling Club
- Bobcat Wrestling Club
- Blue Ridge RTC
- Ohio RTC
- Cliff Keen Wrestling Club
- Chippewa Wrestling Club
- RTC South
- Boilermaker RTC
- Indiana RTC
- Illinois RTC
- Northern Illinois Elite Wrestling Club
- Badger RTC
- Northwest Iowa Wrestling Club
- Hawkeye Wrestling Club
- Panther Wrestling Club RTC
- Tiger Style Wrestling Club
- Gopher Wrestling Club RTC
- Cyclone RTC
- Cowboy RTC
- Jackrabbit Wrestling Club
- Oklahoma RTC
- Northern Colorado Wrestling Club
- Air Force RTC
- Wyoming Wrestling RTC
- Sunkist Kids Wrestling Club
- Valley RTC
- Central Coast RTC
- California RTC
- San Francisco Wrestling Club

COVID RESPONSE

When a national emergency was issued due to Covid-19, USA Wrestling staff began an immediate response to adjust its business to meet CDC guidelines, while continuing to operate in a remote setting. Staff also saw opportunities to provide new and engaging wrestling content to service its members.

In March, as lockdowns were being implemented across the country, USA Wrestling deployed a virtual work environment allowing staff members to work remotely while sheltering in place. Three components were deployed as part of the virtual workplace, including Microsoft Teams, Comcast Softphone Software/Apps, and Zoom Meetings.

Microsoft Teams created a virtual space allowing for instant chats between staff members, internet-based calls to staff and department conference calls, as well as document sharing.

Comcast Softphone Apps allowed incoming calls to be answered by our receptionist from home, and transfer calls to staff extensions. This also enabled staff to answer calls to their extension, receive voicemail and make calls from their extension from either a computer or the App installed on a mobile phone.

Zoom was deployed for conference calls with

people outside of staff. While this had been in place for Board and Committee calls for some time, USA Wrestling was able to secure upgraded accounts at no cost for all staff, including some accounts to Zoom Webinar which is being used for virtual camps/clinics as well as the National Convention, Virtual Board Meeting and State Leaders Conference.

TheMat.TV video portal was launched as an opportunity to add new content with archive matches, which has been well received by the wrestling community and helped increase engagement on our platforms. The video portal also featured a regular podcast called Moments off the Mat, where staff conducts interviews with guests to discuss relevant wrestling topics.

The Online Game Room was also launched in May featuring three new wrestling-based games, including a Word Game, Crossword Puzzles and Wrestling Trivia.

With in-person practice, events and camps being put on hold, USA Wrestling also delved into the Virtual Camps and Clinic arena, hosting a beta virtual clinic for athletes in Nevada, as well as a Development Camp held in July. These virtual events were held via Zoom Webinar. Additional virtual camps and clinics are planned for the upcoming months.

USA WRESTLER MAGAZINES GOES DIGITAL DURING PANDEMIC

As part of USA Wrestling's plan for fiscal management during the pandemic, the organization's publication USA Wrestler changed format late in the season. Instead of printing its normal 150,000-plus magazines for delivery to members, USA Wrestler has become a digital publication for three editions, including two during the fiscal year. The change in format allows for some additional digital elements to be included in the on-line format, while helping USA Wrestling achieve its overall budget targets.

WRESTLING COMMUNITY ENGAGEMENT IN NEW WAYS

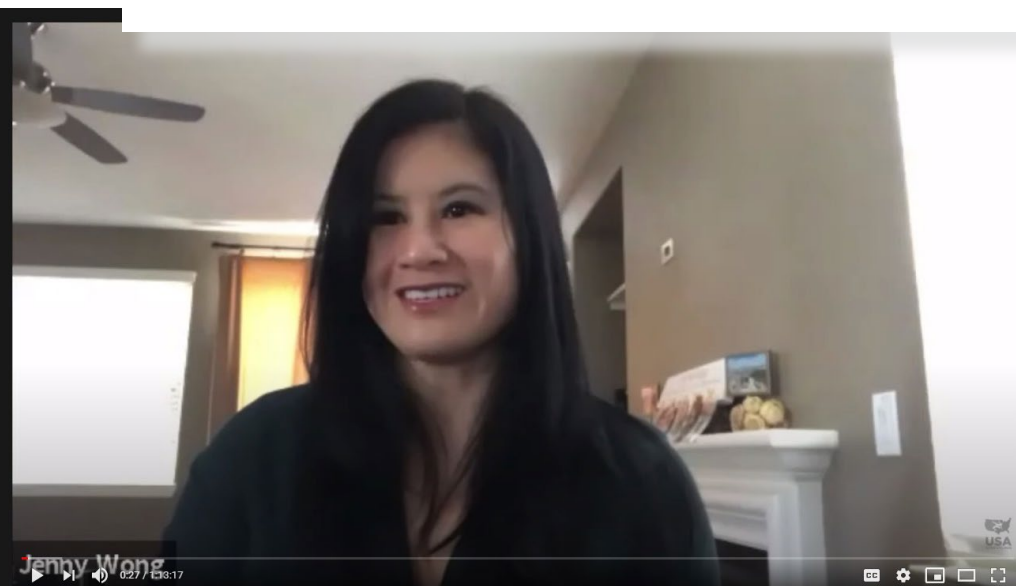
With most of the wrestling events scheduled by USA Wrestling, United World Wrestling and other wrestling entities cancelled or postponed, USA Wrestling's entire staff made a commitment to engage the wrestling community by informing and entertaining them with new or expanded features. Among the new content created by numerous staff members are the Moments off the Mat video interviews, Match of the Day videos, Pin of the Week video, USA Wrestling History Lesson, Photo Contest features, Wrestler for Life Story of the Week, Game Room and the expansion of the regular #Hashtag Day features. USA Wrestling kept impressive engagement through the website with no events going on. Creativity in developing interesting features was the focus. Website traffic, while less than during a regular competition season, has been consistent, while use of social media has remained high and actually has grown.

ACTIVE INVOLVEMENT IN COVID-19 SPECIAL COMMITTEES

USA Wrestling quickly established a COVID-19 Advisory Committee of health, medical and government experts to educate USA Wrestling and assist in its decision-making process. USA Wrestling Communications staff was involved in the organization of this committee and participated in its meetings. USA Wrestling then added three more special COVID-19 committees: Public Relations and Messaging Committee, Collegiate Wrestling COVID-19 Sustainability Planning Committee and the Return to Practice and Competition Committee. Communications staff actively ran the PR/Messaging Committee meetings, and provided support to the other two specific special committees.

COVID-19 COMPLETE INFORMATION SOURCE FOR WRESTLING

When the COVID-19 pandemic first hit the USA, and when the wrestling community and sports world had to react and make changes, USA Wrestling became the primary location for information and news updates on how it affects wrestling. On March 14, USA Wrestling launched its COVID-19 Special Section, a central location on TheMat.com where all COVID-19 news updates were easily available and updated often. Over 120 different posts have been made to the section. The categories of the section includes: USA Wrestling Statements, USA Wrestling National and Regional Events Updates, New Events or Postponed Events Re-scheduled, Online and Video Resources, USOPC Updates, UWW Updates, College Wrestling Updates, IOC Updates, Partner Organization Updates, High School Wrestling Updates, Major Health Organization Resources, COVID-19 Resources. Since it was posted, the Special Section has been visited 33,000 times.

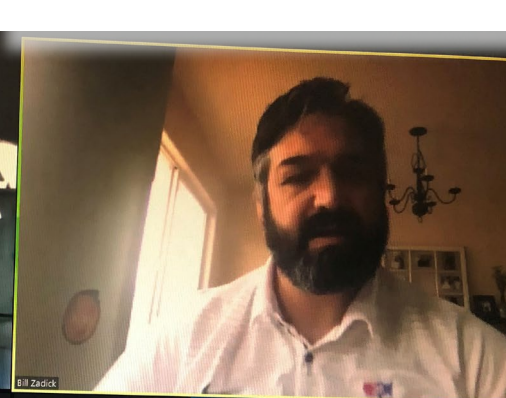
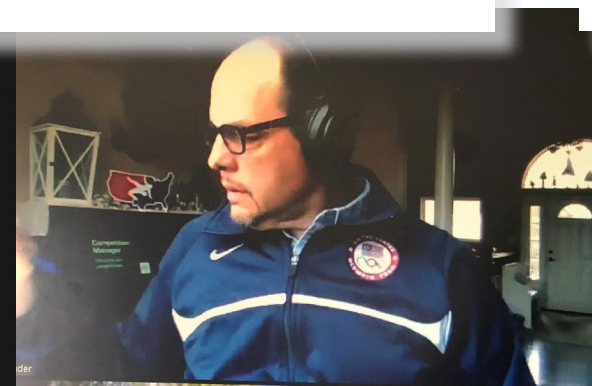


Moments off the Mat: #23 Jenny Wong and Stephanie Murata

488 views • Streamed live on Apr 15, 2020



SUBSCRIBE



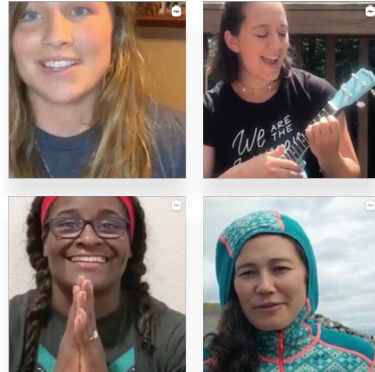
Moments off the Mat: #23 Jenny Wong and Stephanie Murata

488 views • Streamed live on Apr 15, 2020



SUBSCRIBE

DIVERSITY AND INCLUSION



DEVELOPMENT OF SOCIAL JUSTICE STATEMENT

Following the death of George Floyd and the national conversation about race and justice, USA Wrestling actively engaged with its stakeholders, led by its athlete leadership, to create a USA Wrestling social justice statement, which is pinned to USA Wrestling's Twitter page. USA Wrestling was one of the first NGBs to develop and publish its statement, which is considered a strong and effective message. Involved were a series of calls with staff, Board and athlete leaders, with the final content of the statement edited by a small committee of USA Wrestling Communications staff, public relations firm, staff and athlete leaders.

USA WRESTLING ANNOUNCED THE MEMBERS OF THE ORGANIZATION'S DIVERSITY AND INCLUSION COMMITTEE

USA Wrestling President Bruce Baumgartner announced the members of the organization's newly revived Ad-Hoc Diversity and Inclusion Committee, made up of 15 people, including seven women and eight men.

USA Wrestling's Diversity and Inclusion Committee's mission is to lead, and support athletes in achieving excellence by inspiring all levels of USA Wrestling to embrace unique perspectives and practices that create awareness, appreciation, acceptance and celebration of diversity, equity and inclusion.

According to USA Wrestling by-laws, President Baumgartner has the authority to create and populate ad-hoc committees. To populate the Diversity and Inclusion Committee, Baumgartner carefully reviewed applications from interested USA Wrestling members as well as several outside of the wrestling community and also sought out recommendations from a variety of USA Wrestling constituencies.

Baumgartner selected USA Wrestling Secretary and Executive Committee member Kerry McCoy as the chairperson of the committee. McCoy is a two-time Olympian and 2003 World silver medalist in men's freestyle. After his athletic career, McCoy focused on coaching, with head coaching stints at Stanford and the University of Maryland. He currently serves as the head coach and Executive Director of the California RTC.

The 15 members of the USA Wrestling Ad-Hoc Diversity and Inclusion Committee:

- Jenna Burkert
- Lauren Burroughs
- Veronica Carlson
- Michial Foy
- BJ Futrell
- Erin Golston
- David Gonzalez
- Eric Guerrero
- Afsoon (Roshanzamir) Johnston
- Heather Lawrence-Benedict
- Jay Lewey
- Nddi Massay
- Kerry McCoy (Chairperson)
- Alan Merrill
- John Stefanowicz

To begin, the Diversity and Inclusion Committee will meet twice a month and on an as-needed basis to get the work started. Then the committee will set a regular schedule moving forward.

Creating a culture that welcomes members of all races, gender, religion, sexual orientation, and ethnicities; embracing equity, inclusion, and multicultural awareness that helps to effect lasting, meaningful change.

PARTICIPATION IN DIVERSITY AND INCLUSION DIALOGUE AND CHANGE

As part of the internal conversations within USA Wrestling, many members of the national staff were involved in numerous meetings concerning organizational diversity, including playing a role in the expanded and revived ad-hoc Diversity and Inclusion Committee currently being finalized. In a special Moments off the Mat video feature, Taylor Miller hosted a two-hour roundtable with numerous current and past Black men's freestyle wrestlers, including founders of the Black Wrestling Association, a new group which USA Wrestling is collaborating with.



COMMUNICATIONS & SPECIAL PROJECTS

OLYMPIC GAMES
QUALIFICATION PROMOTION

OLYMPIC TRIALS
QUALIFIERS PROMOTION

U.S. OLYMPIC TRIALS
MEDIA PROMOTION

U.S. ATHLETE HOMETOWN
AND NATIONAL PROMOTION

#OLYMPIANSMADHERE
DIGITAL CAMPAIGN

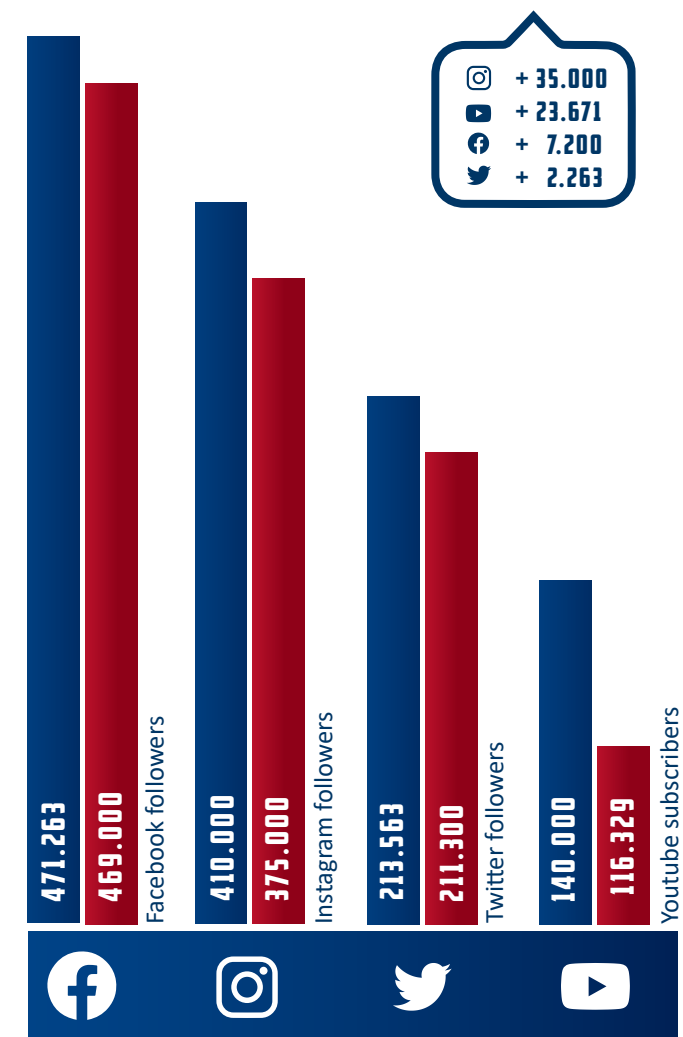
Day-to-day communications operations continued in addition to Olympic & Paralympic year duties, which include public relations, media relations, internet content creation and other duties that manage a variety of needs for the organization including:

- Staffing USA Wrestling events at all age levels, for reporting and press operation duties.
- Management of website editorial and social media content.
- Creation of USA Wrestler magazine, in partnership with WIN Magazine.
- Planning and on-site coordination with broadcast partners.
- General corporate communications activities for the organization.
- Assistance with marketing efforts, including written materials and promotional ideas.
- Creation of the National Girls High School Rankings, with National Wrestling Hall of Fame and FloWrestling.
- Media relations management, including setting up interviews for athletes, staff and volunteers.
- Management of USA Wrestling's Athlete Safety Media Policy, which requires journalists to pass a background check and take Safe Sport training in order to receive event accreditation.
- Development of statistics and information records for the organization and the sport.

SOCIAL FOLLOWING

Social media following grew even during the pandemic year. In a year in which most of USA Wrestling and United World Wrestling's competitions were cancelled or postponed, and when there was very little or no wrestling competition for five straight months, USA Wrestling was still able to grow the following for all of its social media platforms in comparison to last year. USA Wrestling now has over 1.24 million followers/subscribers in the four big social media platforms (Facebook, Instagram, Twitter and YouTube). The biggest jump came on Instagram which increased by 35,000 followers, closely followed by YouTube, which jumped by 23,671 followers.

2019-2020



SPECIAL PROJECTS ACTIVITIES

NCAA Emerging Sports Status for women's wrestling – big news!!! In 2020, the NCAA has awarded official Emerging Sport Status at all three levels of the organization, NCAA Div. I, Div. II and Div. III. USA Wrestling was a leader in this movement, which began way back with planning meetings in 2016. Moving forward, the next stage for NCAA women's wrestling is reaching 40 varsity programs, and receiving approval for an official NCAA Championships for women's wrestling. (Until then, the coalition of wrestling organizations will continue to run an NCAA-only national championships, with the 2021 version scheduled again for Adrian College in Michigan.)

USA Wrestling Girls High School Development Committee – Working with USA Wrestling volunteer leaders Joan Fulp and Andrea Yamamoto, high school girls wrestling has continued its explosive growth. A little over two years ago, there were six states with official girls high school programs. As of today, there are now 28 states with state high school championships or state-association girls championships, making it the fastest growing sport for girls at that level. The states included are: Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Florida, Georgia, Hawaii, Illinois, Kansas, Maine, Maryland, Massachusetts, Missouri, Montana, Nebraska, Nevada, New Jersey, New Mexico, Oklahoma, Oregon, South Dakota, Tennessee, Texas, Utah, Washington, Wisconsin.

Ad-Hoc Associated Styles Committee – This committee, which oversees the non-Olympic disciplines of wrestling including Beach Wrestling, Grappling, Belt Wrestling, Pahlavani and others, has met regularly over the last year. As part of its effort, the committee recommended to the USA Wrestling Executive Committee that a newly formed non-profit, USA Grappling, oversee the UWW Grappling program in the United States moving forward. This proposal has been accepted by the Executive Committee, with USA Grappling completing a few required steps and working with USA Wrestling on a transition plan.

FUNDRAISING

Through August 31, 2020 the Fundraising Department recorded fundraising revenue of \$1,291,618. Most donors were able to contribute even with the Covid-19 pandemic challenges. However, a few substantial donors had some difficulty. The good news is those donors have stated that they will honor their support pledges once they are financially able. Expected revenue of just over \$1,000,000 will be additionally realized.

We recorded substantial fundraising constituent improvement from 2019 to 2020 in all categories, which represent more donors and an increase of future fundraising revenue.

Our 2021 strategies and new initiatives to grow our fundraising revenue will continue, increasing fundraising dollars for USA Wrestling.

1,755
TOTAL DONORS
REPRESENTING
\$1,291,618

1,140
FIRST-TIME DONORS
REPRESENTING
\$62,601

Growth from last year

+59.2%

CONSECUTIVE
YEAR
DONORS

49 to 78 Donors

+16.3%

RECAPTURED
DONORS

45 to 53 Donors

+6.9%

BRONZE THRU
DIAMOND
DONORS

159 to 170 Donors

DONOR ROAD TRIP



Steve Fraser on the road

12 STATES
10 DAYS
8 DONOR VISITS



WORLD CHAMPIONSHIPS HOSPITALITY

KAZAKHSTAN

At first, the 2019 World Wrestling Championships in Nur-Sultan, Kazakhstan, may not have sounded like the most appealing destination for a hospitality program. But after learning from our efforts in Paris in 2017 and Budapest in 2018, we simplified our packages and found creative ways to reduce expenses without sacrificing guest satisfaction. The result was, from a financial perspective, the most successful World Championships hospitality program to date. Highlights from the 2019 World Championships Hospitality Program include:

Greco-Roman team reception hosted by the U.S. Embassy in Nur-Sultan

Women's Freestyle team reception hosted by Jim Bennett at the Ritz-Carlton

Men's Freestyle team reception hosted by Jamie Dinan at the Radisson Blu

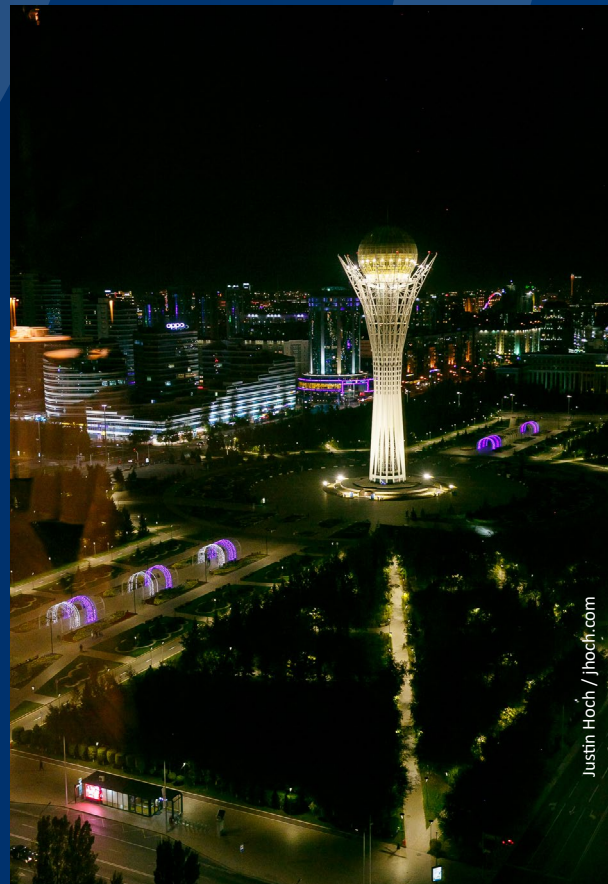


Justin Hoch / jhoch.com

86 GUEST EXPERIENCES MANAGED BY USA WRESTLING

344 EVENT TICKETS

\$21,733 NET PROFIT MORE THAN DOUBLE THE BUDGETED



Justin Hoch / jhoch.com

VIP HOSPITALITY EXPERIENCES

The World Championships has quickly become a staple event for many of our supporters. It is a tremendous opportunity to maintain engagement with past team leaders and long-standing supporters, and also prospect new supporters.



Justin Hoch / jhoch.com



Justin Hoch / jhoch.com

INTERACTIONS WITH DONORS

The World Championships have provided great settings for donors and athletes to connect at the post event team celebrations. Leading up to and during the competition, it is very difficult to find ways to connect donors and athletes without interfering with the athletes' focus on preparation and performance. However, once the event is over, the athletes can relax, socialize with teammates, family, and donors in a celebratory setting that provides a memorable experience for everyone involved.



Justin Hoch / jhoch.com

CORPORATE SPONSORSHIP

While the loss of events in the spring and summer created tremendous challenges for providing meaningful connections and value for sponsors, USA Wrestling pivoted towards more digital communications and athlete engagement. A number of sponsors increased their value-in-kind contributions during the pandemic in order to ensure our athletes had what they needed to continue training at home.



FINANCIAL REPORT

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

	FY 2017 AUDITED*	FY 2018 AUDITED*	FY 2019 AUDITED*	FY 2020 AUDITED	2020 QUAD TOTAL TO DATE
SUPPORT AND REVENUE:					
MEMBERSHIP	\$5,842,820	\$5,973,196	\$6,635,931	\$6,027,155	\$24,479,102
USOPC GRANTS	\$1,291,620	\$1,454,105	\$1,452,811	\$1,515,517	\$5,714,053
CORPORATE SPONSORSHIP	\$863,565	\$1,028,738	\$1,277,684	\$889,835	\$4,059,822
EVENTS AND EDUCATIONAL PROGRAMS	\$1,564,517	\$2,238,494	\$2,155,485	\$656,574	\$6,615,070
GRANTS AND CONTRIBUTIONS	\$3,757,195	\$2,498,154	\$697,275	\$655,387	\$7,608,011
ROYALTIES	\$395,001	\$403,828	\$406,605	\$402,756	\$1,608,190
TOUR AND PROGRAM REVENUE	\$658,812	\$1,030,128	\$871,045	\$333,029	\$2,893,014
USOPC DIGITAL MEDIA	\$300,000	\$300,000	\$300,000	\$300,000	\$1,200,000
NEWSPAPER AND INTERNET INCOME	\$183,504	\$95,761	\$125,591	\$129,615	\$534,471
INVESTMENT INCOME, NET	\$433,679	\$443,029	\$83,888	\$551,448	\$1,512,044
OTHER	\$24,578	\$34,776	\$5,645	\$3,400	\$68,399
GAIN/(LOSS) ON DISPOSAL OF ASSETS	\$0	\$0	(\$599)	(\$1,728)	(\$2,327)
TOTAL SUPPORT AND REVENUE	\$15,315,291	\$15,500,209	\$14,011,361	\$11,462,988	\$56,289,849
EXPENSES:					
PROGRAM SERVICES:					
NATIONAL TEAM	\$5,781,680	\$6,060,223	\$7,196,780	\$5,023,358	\$24,062,041
MEMBERSHIP	\$3,771,497	\$4,021,184	\$4,546,393	\$4,357,927	\$16,697,001
EVENTS AND EDUCATIONAL PROGRAMS	\$1,824,060	\$2,682,209	\$2,447,985	\$1,454,625	\$8,408,879
PROMOTIONS AND SPORT DEVELOPMENT	\$92,227	\$2,014	\$143,587	\$138,702	\$376,530
TOTAL PROGRAM SERVICES	\$11,469,464	\$12,765,630	\$14,334,745	\$10,974,612	\$49,544,451
SUPPORTING SERVICES:					
MARKETING AND FUNDRAISING	\$458,803	\$541,427	\$764,815	\$670,351	\$2,435,396
GENERAL AND ADMINISTRATIVE	\$529,637	\$525,207	\$518,102	\$492,870	\$2,065,816
TOTAL SUPPORTING SERVICES	\$988,440	\$1,066,634	\$1,282,917	\$1,163,221	\$4,501,212
TOTAL EXPENSES	\$12,457,904	\$13,832,264	\$15,617,662	\$12,137,833	\$54,045,663
CHANGE IN NET ASSETS	\$2,857,387	\$1,667,945	(\$1,606,301)	(\$674,845)	\$2,244,186

*Amounts restated to reflect current accounting standards for revenue recognition.

BOARD OF DIRECTORS

In October 2020, long-time USA Wrestling board member Greg Strobel unexpectedly passed away. Greg's legacy continues on with the Greg Strobel Leadership Academy.



GREG STROBEL
1952 - 2020



JAY ANTONELLI, MD
Armed Forces Sports Council



SAM BARBER, CO
UWW Junior / University



BRUCE BAUMGARTNER, PA
President



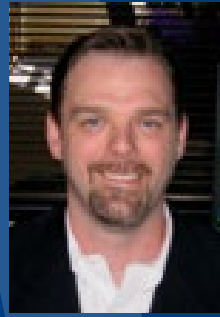
BRIAN BECK, NC
NCAA



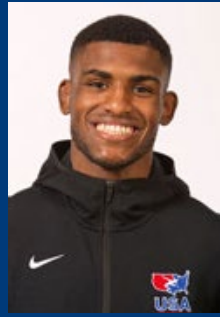
JORDAN BURROUGHS, NE
At-Large



VERONICA CARLSON, CO
AAC Chairperson



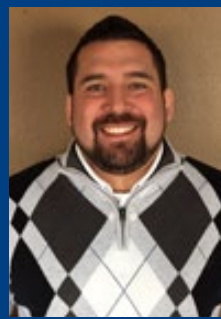
ROBERT CATE, NV
C Chairperson of Folkstyle



ELLIS COLEMAN, CO
Athlete / Greco-Roman



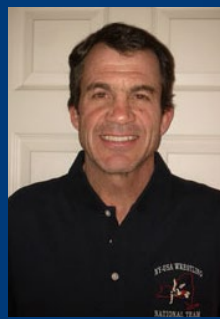
JAMES CONSIDINE, IL
At-Large



ZAC DOMINGUEZ, NE
Coaches Council / Development



STANLEY DZIEDZIC, GA
Ad-Hoc



DAVE FOXEN, NY
USFWC



JOAN FULP, CA
At-Large, 2nd Vice President



ADELINE GRAY, CO
Athlete / Women's Freestyle



JAMES GREEN, VA
Athlete / Men's Freestyle



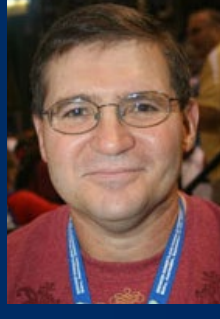
ANTHONY HOLMAN, IN
NCAA



ELLIOT HOPKINS, IN
NFHS



HERBERT HOUSE, CO
Chairperson of GR Sport



MIKE JUBY, KS
At-Large



CRAIG LAMONT, UT
Chairperson, Kids / Cadet Council



MICHAEL MACCHIAVELLO, NC
Athlete / Men's Freestyle



KERRY MCCOY, CA
Secretary, Coaches Council,
Chairperson of FS Sport



NICK MITCHELL, IA
NAIA



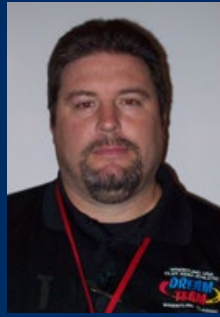
MICHAEL MOYER, PA
NWCA



MAX NOWRY, CO
Athlete / At-Large



JAMES RAVANNACK, LA
Past President



MARK REILAND, IA
Rep. Junior Division, 1st Vice President



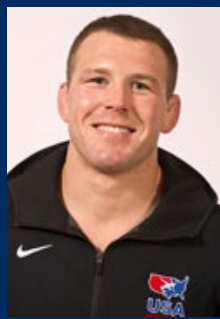
DON REYNOLDS, IL
Vice Chair of Kids / Cadets Council



IRIS SMITH, CO
Chairperson of WM Sport



LEE ROY SMITH, OK
Chairperson, Hall of Fame



JOHN STEFANOWICZ, NC
Athlete / Greco-Roman



MATTHEW STEVENS, OK
Women's Age Group Council



VAN STOKES, TN
Treasurer, At-Large



STEVEN THORPE, OR
Chair of State Chair Council



RICK TUCCI, FL
Officials Council Rep



MALLORY VELTE, CA
Athlete / Women's Freestyle,
USOPC AAC Chair

STAFF

USA WRESTLING STAFF BY DEPARTMENT

EXECUTIVE

Rich Bender
Haley Scherr
Karen Robinson

Executive Director
Executive Assistant
Receptionist

COMMUNICATIONS

Gary Abbott
Taylor Miller
Mike Willis

Director of Communications & Special Projects
Communications Manager
Communications Coordinator

DEVELOPMENT AND FUNDRAISING

Steve Fraser
Lorraine Rorabaugh
Stephanie Jezwinski
Ryan Johnson
Morgan Rabine

Chief of Donor and Alumni Relations
Donor, Alumni Relations
Fundraising Coordinator
Director of Sales & Marketing
Sales & Marketing Coordinator

EVENTS

Pete Isais
Christina Hargrove
Jon Mor

Director of National Events
Events Coordinator
Events Coordinator

FINANCE

Dwaine Cooper
Mary Beth Powers
Sonja Johnson

Associate Executive Director for Administration & Finance
Controller
Manager of Finance

INFORMATION TECHNOLOGY

Meredith Wilson
Dave Mathews

Director of Information Technology
Application Developer

MEMBERSHIP & STATE SERVICES

Les Gutches
Tony Black
Derek Sikora
Shonna Vest
Brenda Adams
Kevin Hansen

Associate Executive Director for Programs & Strategy
Director of State Services
Manager of State Services
Customer Service Manager
Customer Service Representative
Manager of Junior Olympic Programming

NATIONAL TEAMS

Jaimie McNab
Cody Bickley
Alyssa Orth
Shannon Daugherty
Bill Zadick
Kevin Jackson
Joe Russell
Matt Lindland
Mohammed Abdelfatah
Gary Mayabb
Terry Steiner
Clarissa Chun
Jessica Medina
Chris Moen
Mike Clayton
*Corey James (USOPC)

National Teams Operations Manager
National Teams High Performance Manager
National Teams Coordinator
Elite Accelerator Program Coordinator
National Freestyle Head Coach
National Freestyle Developmental Coach
Manager of Freestyle Programs
National Greco-Roman Head Coach
Greco-Roman Assistant Coach
Manager of Greco-Roman Programs
National Women's Freestyle Head Coach
National Women's Freestyle Asst. Coach
National Women's Freestyle Asst. Coach
Video Production Manager
Manager of Coaches Education
National Teams Athletic Trainer - Wrestling

SAFE SPORT / LEGAL

Laura Peeters
**Dan Prochnow

General Counsel / Director of Safe Sport and Compliance
Director of Safe Sport

In January 2020, USA Wrestling lost its Director of Safe Sport Dan Prochnow following a cardiac incident. Dan was the first Safe Sport Director for USA Wrestling, and was a leader in this area within the Olympic movement. A successful professional, he was truly an incredible leader, colleague, mentor and friend who was devoted to his family and faith.



Dan Kendall Prochnow
1956 - 2020



USA
WRESTLING

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