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PRESIDENT’S LETTER

Dear Supporters and Friends,

As President of the U.S. Ski & Snowboard Foundation, I am happy to introduce the organization’s first annual report of philanthropy, the Gratitude Report. The Gratitude Report is a chronicle of the Foundation’s accomplishments in the 2019-2020 season, as well as an overview of how the Foundation reaches its budget goals and what your charitable donations support. As you know, without government funding, our U.S. athletes rely on the generosity of individuals, foundations, corporations, and licensing sponsorships to help make their dreams a reality.

U.S. Ski & Snowboard’s vision is to make the United States the Best in the World in Olympic skiing and snowboarding. To achieve this ambitious goal it takes dedicated and driven groups of professionals to both train our athletes and to generate the funding needed to support their sports careers. As the non-profit fundraising arm of U.S Ski & Snowboard, the Foundation has the enormous task of raising $17.2 million dollars this year - $11.6 million for the operating budget and an additional $5.6 million for the Marolt Athlete Endowment campaign. A small group of nine full-time and three part-time staff members, led by Chief Development Officer Trisha Worthington, work tirelessly to meet this goal. But they can’t do it alone. It takes a nation to send our athletes to compete across the globe. That is why this Gratitude Report is dedicated to the nearly 2,600 donors and fans who supported the U.S. Ski & Snowboard Team in the 2019-2020 season.

On behalf of the entire organization and the athletes, we deeply appreciate your support. I hope you find this report of our activities informative, interesting, and inspiring.

Happy Skiing and Riding!

Sincerely,

Steve Strandberg
Foundation President
A MESSAGE FROM THE FOUNDATION

Dear U.S. Ski & Snowboard Family,

In the 2019-2020 season, the U.S. Ski & Snowboard Foundation raised millions of dollars to fund the training and coaching of the 175 athletes on the national team. It is not uncommon for U.S. Ski & Snowboard to spend upwards of $2 million per athlete over the course of their sports career to help them succeed. As a non-profit organization, and without government funding, we are constantly seeking new ways to increase available funding and expand the scope of our commitment to the athletes.

This season, we implemented new initiatives in direct marketing appeals, including expanded outreach to new constituents, social media and content creation for our special events, and a new marketing campaign for the Gold Pass program. Some of our top accomplishments this year include:

- Selling out the Gold Pass program, our premier annual fundraising initiative
- Adding eleven new Board of Trustees members, which includes seven trustees and four athlete alumni trustees
- Adding nine new Ambassador Program members
- Hosting simultaneous and successful hospitality trips during the FIS World Championships for Freestyle, Freeski and Snowboard in Park City, Utah, and the FIS Alpine Ski World Championships in Åre, Sweden
- Success with our Principal Giving program, including an unprecedented gift to fund and name the Davis U.S. Cross Country Ski Team
- Received $5M+ from pledge commitments to the Marolt Athlete Endowment campaign
- Raised significant funding for our athletes’ travel expenses and decreased the overall travel budget gap

We are proud of the work we do to support these phenomenal athletes who represent the best of us and what we can achieve. On behalf of the Foundation, thank you for being a part of the team behind the Team. We could not do this without your support, and we hope this report shows you how your donations make a real difference in the athletes’ lives. Go Team USA!

Sincerely,

Trisha Worthington
Chief Development Officer
OVERVIEW

Since 1905, U.S. Ski & Snowboard has been providing leadership and direction for young athletes, encouraging and supporting them in achieving excellence. As an Olympic sports organization dedicated to helping young skiers and snowboarders become world-class competitors, we have a broad mandate not only to provide the best possible training and coaching but also to remove as many obstacles as possible on the path towards athletic success for the 175 athletes on the national team.

U.S. Ski & Snowboard is the National Governing Body (NGB) for the seven ski and snowboard sports – Alpine, Cross Country, Freeski, Freestyle, Nordic Combined, Ski Jumping, and Snowboard. NGBs are independent federations that govern specific sports through common consent within the sport and are accountable to the United States Olympic & Paralympic Committee (USOPC). U.S. Ski & Snowboard is the nation’s largest winter sports NGB. U.S. Ski & Snowboard encompasses a wide variety of sport programs designed to develop athletes to participate at the highest levels of international competition and represent the United States. In order to develop and achieve athletic success, U.S. Ski & Snowboard provides a development pipeline, criteria and a support system for athletes, coaches and officials, including supporting medical staff.

After more than a century of athletic development, U.S. Ski & Snowboard has expanded the scope of its commitment to the national team athletes. We are pursuing growth through a long-term strategic plan that values the achievements of the individual athlete and the team as the defining measurement of success for the organization. To attain our ambitious goal of being Best in the World across all skiing and snowboarding disciplines, we are striving to provide our athletes with the mental, physical and financial tools they need to achieve competitive success.
All donations made to the U.S. Ski & Snowboard Foundation provide direct support for our national team athletes, including funding their pre-season training camps, competition fees, travel expenses, and sports medicine needs. In fact, **83% of U.S. Ski & Snowboard’s annual budget funds athletic programs.** Specifically, athletic program funding supports:

*Elite Teams* — Elite coaching, training, sports medicine and nutritional needs, and high performance equipment at the Center of Excellence

*Domestic Programs* — Pre-season and on-snow training camps in the United States, Europe and the southern hemisphere, training and hill space costs, competition fees, travel expenses, and technicians to travel with the teams

*Events* — The cost of hosting major events such as the World Championships, Grand Prix tour, Women’s Alpine World Cup (Killington), and the Men’s Alpine World Cup (Beaver Creek)

While grit, discipline, determination, and talent sustain our athletes mentally, we rely on the generosity of the American people to support them financially. Unlike their international competitors, **U.S. athletes do not receive any government funding.** They rely solely on donations from individuals, foundations, and corporate sponsors to travel and compete at the highest levels of sport around the world. As a donor to U.S. Ski & Snowboard, you have the pride and satisfaction of knowing that you are directly contributing to their success.

Thank you for being a part of the team behind the Team! We hope you enjoy this review of our accomplishments in 2019.
ANNUAL GIVING
Gold Pass Program

The Gold Pass program is U.S. Ski & Snowboard’s oldest and most successful annual fundraising program, providing more than $4.1 million in annual funding for our athletes – or 23.8% of the Foundation’s fundraising goal. Launched in 1973, the Gold Pass program has grown significantly over the decades thanks to the generosity, participation and support of our donors and the National Ski Areas Association (NSAA) member ski areas.

The Gold Pass is the ultimate ski pass that grants access to over 250 of the country’s greatest resorts. This unique, fully transferable pass provides the freedom to ski and ride the best terrain while providing a sustainable source of funding for our athletes on the national teams. With only 450 Gold Passes available each season, we are grateful to our dedicated group of supporters of this exclusive program.

U.S. Ski & Snowboard is proud to announce that we completely sold out of Gold Passes for the 2019-2020 season!

With the help and generosity of donors like you, we provided more funding for the Team than ever before.

✓ Every additional dollar raised means more athletes have less out-of-pocket costs
✓ More funding allows the athletes to focus on their training and competitions
✓ You are making a big impact on the lives of 175 of the best athletes in the world

“The greatest impact of donors, for me – a D team athlete – is reduced costs of training camps and trips. It enables me to have high-quality training with other athletes at a lower cost to me. When an athlete gets a call to race at a World Cup, it can be expensive. Lower costs at training camps through the spring and summer enable us to focus funds on higher level racing opportunities.

Donor funding is important because sport development requires it. Every dollar donated is greatly appreciated. The impact of donations is felt across almost every level and I know I would not be where I am without this aid.”

~ Noel Keefe,
Davis U.S. Cross Country Ski Team
The Champions Club program is U.S. Ski & Snowboard’s premier hospitality program, and a highly successful annual fundraising initiative, providing $900K in annual funding for our athletes - or 5.2% of the Foundation’s fundraising goal. Launched in 2002, the Champions Club program has created a legacy of outstanding, behind-the-scenes participation in sports events that bring the world together. Since its inception, the program has raised millions of dollars in direct support for our athletes training, competition, travel, and sports medicine needs.

The Champions Club program offers guests once-in-a-lifetime World Championship & Olympic Winter Games experiences. Our guests are treated to all-inclusive, VIP experiences that include fine dining, luxury accommodations, meet-and-greets with the athletes, and fun, unique cultural activities. We wish to thank all our Champions Club members, past and present, for their support.

Previous Experiences
✓ 2002 Salt Lake City - Olympics
✓ 2003 St. Moritz - World Championships
✓ 2006 Turin - Olympics
✓ 2010 Vancouver - Olympics
✓ 2014 Sochi - Olympics
✓ 2017 St. Moritz - World Championships
✓ 2018 PyeongChang - Olympics
✓ 2019 Åre - World Championships

Upcoming Experiences
✓ 2021 Cortina d’Ampezzo - World Championships
✓ 2022 Beijing - Olympics

“I have had some ups and downs in my career. I rose to the top quite quickly but then had some dark years. Then climbed back to the top. And, to get back to the top, it required a lot of private funding along with U.S. Ski & Snowboard Team support. And when I made it back on the podium I thought of the donors. If it wasn’t for them, I wouldn’t have gotten back to that point and beyond. I am forever grateful! Those connections I have made over the years are meaningful to me beyond sport.”

~ Steven Nyman,
Land Rover U.S. Alpine Ski Team
ANNUAL GIVING
Champions Club

Snowmobiling

Dining with athletes

Breathtaking views

2019 World Championships
Åre, Sweden

Driving on a frozen lake

Group skiing

Dog sledding
ANNUAL GIVING
Ambassador Program

The Ambassador program is U.S. Ski & Snowboard’s engagement program for passionate supporters interested in a deeper level of involvement with the organization. In 2019, the Ambassador program provided **$490K in funding for our athletes** – or **2.8% of the Foundation’s fundraising goal** – and is projected to grow in the coming years as we welcome new members.

Ambassadors enjoy greater access to our athletes and our leaders through private events and invitations, and organizational meetings. Ambassadors are invited to attend our Partner Summit each summer in Park City and aspects of our winter Board of Trustees meeting in Vail for an insider look at how our organization is run, its key partners and leaders, and the national team athletes who inspire us all. The Ambassador program is an area for key growth within the U.S. Ski & Snowboard Foundation and we are poised to welcome many new members in the coming years. We wish to thank our current and former Ambassador program members for their commitment to the Team and for making this program a success!

Ambassador Program Members

<table>
<thead>
<tr>
<th>Alex &amp; Alan Airth</th>
<th>Alexa &amp; Fernando Maddock</th>
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<td>Joe &amp; Abigail Baratta</td>
<td>James Maher</td>
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<td>Ray Bingham</td>
<td>Skip McKee</td>
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<td>Mark Brownlie</td>
<td>Peter Millett, M.D.</td>
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<td>Kevin &amp; Gayla Compton</td>
<td>Jarl Mohn</td>
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<td>JoAnne Doll</td>
<td>Corinne Nevinny</td>
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<td>Laura Gaylord</td>
<td>Kelly Pawlak</td>
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<td>James &amp; Marritje Greene</td>
<td>Keith Pennell</td>
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<td>Andreas &amp; Diane Halvorsen</td>
<td>Dave &amp; Jen Porter</td>
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<tr>
<td>Danny James</td>
<td>Monica &amp; Daniel Porter</td>
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<td>Mike Krupka</td>
<td>Tony Pritzker</td>
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<tr>
<td>Anne Kubik</td>
<td>Robert Rahal</td>
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<tr>
<td>Joe Landy</td>
<td>Dan &amp; Melissa Richards</td>
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<td>Helene &amp; Chuck Loyd</td>
<td>Buddy Wilton</td>
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“U.S. Ski & Snowboard Team donors are the heartbeat of the Team. I say that because the Team would not be able to function or thrive without them. Donations to the team are so crucial because they allow U.S. athletes to have a fighting chance competing against the rest of the world. Because of the donors and their generous financial support, athletes not only have a fighting chance, we are able to continue the U.S. team legacy of dominating international competition.”

- Mick Dierdorff,
  2x World Championship Gold medalist,
  U.S. Snowboardcross Team
ANNUAL GIVING
Inner Circle

The Inner Circle program is U.S. Ski & Snowboard’s annual trustee giving program. Our Board of Trustees members are the backbone of the organization and their Inner Circle commitments provide vital operating support for the Team. Inner Circle gifts provide approximately $1.5M in funding for our athletes - or more than 8.7% of the Foundation’s fundraising goal. Our trustees devote significant time and energy to supporting our athletes financially, athletically and professionally, and U.S. Ski & Snowboard could not operate without them. We are deeply grateful to this extraordinary and committed group, and proud to call them our supporters and friends.

Board of Trustees: Inner Circle Members

Liz Arky
Karen Arnold
Kevin Arquit
Louis Bacon
James Benedict
Bill Bindley, II
Greg Boester
Erik Borgen
Jeff Boyd
Michael Brooks
John Bucksbaum
Samuel Byrne
Andrew Cader
Patricia Campbell
Michael Corbat
J. Taylor Crandall
John Cumming
Peter Curran
Andrew Davis
Mark Dowley
Grady Durham
Spencer F. Eccles
David Fitzgerald
Harry Frampton
Kenneth Graham
Alan “Rusty” Gregory
Phill Gross
Fred Harman
Brad Harrington
Robert F. Hatcher
Martha Head
David Henle
Jeanne Jackson
Ali Jennison
Sydney Johnson
Mike Kaplan
Tom Karam
Kirk Kellogg
Jay Kemmerer
Ron Kruszewski
Philippe Laffont
Liz Larned
Brian Leach
Karim Leschly
Doug Mackenzie
Walter McCormick
P. Andrews McLane
Kipp Nelson
Dan Och
Dexter Paine
Andrew Paul
Marc Philippon
Chuck Pieper
Stephanie Pieper
Gary Pinkus
Paul Raether
Steven Read
Eric Resnick
Bob Reynolds
James Riepe
Duke Rohlen
Armins Rusis
Alice Ruth
Steve Shafran
Julie Silcock
Alison Spitzer
Steve Strandberg
Lee Styslinger
Dune Thorne
John Townsend
Bob Trudeau
Rich Tutino
John Underwood
Charlie Vieth
Randi Viola
Dani Virtue
Thom Weisel

“Fundraising is very important for helping me progress and succeed as a snowboarder. Without donations, I would miss out on the support for traveling, coaching, rehabbing, and training. All those things are essential for me to keep developing my snowboarding and succeeding in major events.”

- Maddie Mastro, Olympian, U.S. Snowboard Team
PRINCIPAL GIVING
Philanthropic Investment

The Principal Giving program is a relatively new Foundation program that focuses on raising transformational gifts. Philanthropic investment in U.S. Ski & Snowboard and its athletes through multi-year commitments enables us to provide sustainable, guaranteed funding for the athletes. This is a donor-focused program that seeks to align the donor’s passion and interests with the greatest needs that U.S. Ski & Snowboard has identified. Principal gifts cannot be reduced or reallocated, even in the event of a budget shortfall, making them a significant resource to increase sustainable growth.

Current principal giving priorities:

- Alpine Pipeline Development
- Athlete Travel Gap
- Coaches’ Education
- Marolt Athlete Endowment
- Sport-specific support

Since its inception in the fall of 2017, the Principal Giving program has secured nearly $6M in pledges and is forecasted to contribute $2.3M to the Foundation - more than 13% of goal - in 2019-2020.

“I can not say how much we athletes truly appreciate the support we receive from the Foundation. I have met many of our trustees and donors over the past several years and aside from being incredibly interesting people, our donors are among the most passionate and supportive winter sports enthusiasts on the planet. The powerful vibe and competitive spirit that exudes from our Foundation is not only a driving force for us to all emulate but is what inspires our body of athletes to be the best they can be. So thank you not only for your financial support but also for providing the ongoing mentorship for us, showing what we can do in life if we set our minds to it; put our heads down and do the work; but also the constant reminder you give us that if we love what we do, we will never work a day in our lives.”

- Mikaela Shiffrin,
  2x Olympic Gold medalist,
  Land Rover U.S. Alpine Ski Team

2019 Killington World Cup

Foundation Goal
$17.2M

Principal Giving
$2.3M
The Alpine Pipeline Development program is an effort to deepen the pool of elite young skiing talent across the country by adopting a development-level approach to cultivating elite athletes. Beginning in the spring of 2016, U.S. Ski & Snowboard undertook a comprehensive, in-depth analysis to better understand and learn both from its own alpine development system and those of other major nations in the sport. The study, known as Project 26, and the practical application of its findings represent an evolution in how U.S. Ski & Snowboard, along with our regional and club network, approaches national team selection and development programming in the future with an eye on results at the 2022 and 2026 Olympic Winter Games, and beyond.

Thanks to the vision and generosity of trustees Steven M. Read and Robert F. Hatcher, the funding they have provided for the Alpine Pipeline Development program directly supports:

- Personnel – Men’s Coaching, Women’s Coaching, and Technicians
- Travel – A reduction in travel costs for the C and D team athletes
- Preparation Projects & Competition – Funding for pre-season and on-snow training camps and competition expenses

“Donor funding is important because our sports are not realistically financially independent. The overall cost to achieve success at the highest level far outweighs all the money you can ever earn to offset those costs. Likewise, unlike most NGBs whose programs are at least partially funded by their respective governments, the budget of U.S. Ski & Snowboard is all privatized with no government subsidy.

By donating to our team efforts, you are not only contributing to our success as athletes, but also our pursuits in chasing a greater self, in finding improvement daily, and using all these cumulative experiences to grow as people beyond our ski careers. To many skiing is a lifestyle, but to the select and privileged few of us, skiing is our lives. You help make this possible.”

“My motivation in making this [principal] gift was really to underwrite, as a lot of other competitive teams do, the well-being of our athletes. We have to deliver a community around our athletes, allowing them to specialize in their performance and giving them the peace of mind that they can perform at the highest level without fear of finances or the future.”

- Steven M. Read, Trustee, Alpine Pipeline Development Donor

“2019-2020 Land Rover U.S. Alpine Ski Team

- Ryan Cochran-Siegle, Land Rover U.S. Alpine Ski Team
The Athlete Travel Gap initiative is an effort to help cover athlete travel costs. As a non-profit organization, U.S. Ski & Snowboard is inherently restricted in the amount of resources we can provide for each athlete and each team as we strive to allocate a limited annual budget in the most effective and efficient way possible. While we have made tremendous progress in the last few years toward increasing the amount of funding available to our athletes for training, coaching, competitions and travel costs, a substantial gap remains between what we can provide and the total cost per athlete to compete at the highest levels. Nowhere is this shortfall more acutely felt than in the area of athlete travel costs and we are actively working to bridge that funding gap with multi-year philanthropic commitments.

The costs associated with athlete travel around the world are significant and the financial burden places strain on our athletes. We want to thank the following donors for their leadership and generosity in supporting this priority initiative:

- Andrew Davis
- Kenneth Graham
- William Green
- Robert F. Hatcher
- Kipp Nelson
- Andrew Paul
- Steven M. Read
- Anonymous

“The ski team and the donations received have gotten me over 50 World Cup starts, two Olympic Winter Games starts, multiple World Championship starts, multiple World Cup medals and World Championship medals, and eight years of the most amazing experiences I could ever dream of.

Is a donor’s gift important? You make my dreams come true every single time I’m in the start gate. I am just one of so many different athletes who have been able to experience these things. So thank you so much for making this possible.”

- Brad Wilson
  3x World Cup winner, U.S. Moguls Team
The Coaches’ Education program is a comprehensive plan to augment our coaches’ certification curriculum and develop a technology-driven delivery mechanism that is accessible and user-friendly. U.S. Ski & Snowboard’s goal is to achieve universal coaches’ certification by 2022 with a long-term development strategy in place for club development, and regional delivery through the club system. Through adoption and implementation of this new plan, U.S. coaches in the ski and snowboard disciplines will have the opportunity to achieve a new level of comprehension and significantly broaden their knowledge base while benefitting from a collaborative, continuous learning environment.

When fully funded, the Coaches’ Education program will directly support:

- **Technology** – The complete build-out of a technology-driven delivery mechanism—a Learning Management System (LMS)—to deliver the curriculum content to coaches out in the field that is seamlessly integrated, user-friendly and easy to access.

- **Personnel** – Hiring subject matter experts for curriculum development who will find the best possible training content to adapt for our purposes and create a complete coaches’ training product line that is interactive and comprehensive.

“I’ve been asked the question, ‘Why should you donate to the U.S. Ski Team over other non-profits?’ several times. It’s challenging to compete with organizations that do huge and vital feats for humanity across the globe to help people survive and live better lives. What I think makes the U.S. Ski Team special is our organization inspires people not just to live, but to accomplish incredible feats. We show the world passion, grit, humility, excitement and sportsmanship, not just with our own countrymen but around the world.

So while we aren’t ending wars or solving world hunger, our athletes inspire our fans to be their best, push limits in whatever field they choose, and expect more out of the people around them. I believe that is a cause worth donating to.”

- Ashley Caldwell, 3x Olympian, U.S. Aerials Team
The Davis U.S. Cross Country Ski Team is the first philanthropic investment of its kind at U.S. Ski & Snowboard. The Davis Family gift to name and fund the Cross Country team through the 2022 Olympic Winter Games in Beijing is a game-changer for the team and the organization. The gift is funding planned training camps, coaching, personnel, and competition travel for the Cross Country athletes. It also eliminates the need for the athletes to do additional fundraising throughout the season, allowing them to focus solely on their training and performance.

- The Davis Family has been inspired by the Cross Country Team for several years and is excited to see what this level of funding can help them accomplish
- The Team’s grit and determination are a fantastic example of what can be achieved when we work hard and work together
- This multi-year gift guarantees Cross Country funding, regardless of budget shortfalls or cuts within U.S. Ski & Snowboard

“Thanks to our donors, we are able to put all of our energy and focus into training as hard as possible and racing as fast as we can. We train twice a day, six days a week, so being able to focus our energy on training instead of worrying about how to pay for our ski bags gives us a huge boost in training quality.”

“We are the only country that does not receive government funding, so we rely on donor funding and partnerships to compete for our country. But that makes me even more proud to race for the U.S., and to inspire and give back to the next generation, because it’s coming from passionate sports fans!”

“We are dedicating our lives to training incredibly hard every day and representing our country to the very best of our abilities. And thanks to our donors, racers will not have to decline race starts due to funding limitations. We recognize what a crucial role donations play in our ability to compete, and we are extremely grateful, and work hard every day to make our donors proud!”

- Jessie Diggins, Olympic Gold medalist, Davis U.S. Cross Country Ski Team
The Marolt Athlete Endowment (MAE) is a $50 million campaign to endow four funds to support the Athletic, Career and Education Services that U.S. Ski & Snowboard provides its athletes. This visionary goal is unprecedented in the history of NGBs and when fully funded, will provide our athletes and coaches with continuous support for travel expenses, elite coaching, tuition reimbursement, and career development skills. Thanks to the incredible generosity of our donors, in 2019-2020 we received $5.6 million in pledges for a total of $28 million in gifts and pledges since the campaign’s inception in 2017. We are 56% of the way to our goal and we could not have done it without you!

Marolt Athlete Endowment Donors


“Donations to the team allow us to fund projects or athletes that weren’t previously funded. Each donation allows us to improve our resources and takes us one step closer to teams with much bigger budgets than our own or relieves the financial burden on an athlete.

We recognize you have a choice when it comes to donations and we are so grateful that you have chosen to believe in us. Our team is so much bigger than one person or a group of racers. Our team includes our athletes, coaches, our wax techs, our physios who volunteer their time, and our donors who make our goal of becoming the best in the world possible. So when we have an individual success, I hope you all know that you share a piece of that!”

- Sophie Caldwell, 2x Olympian, Davis U.S. Cross Country Ski Team
SPECIAL EVENTS
New York Gold Medal Gala

The New York Gold Medal Gala is U.S. Ski & Snowboard’s signature annual fundraising event in New York City. It raises more than $1.1M in funding for our athletes – or 6.5% of the Foundation’s fundraising goal. 2019 marked its 53rd year; the gala typically welcomes 500-600 guests and has become a fixture on the New York social philanthropic scene. In 2019 – we honored Lindsey Vonn – the winningest female skier of all time – as she retired from competition, and enjoyed a fantastic keynote speech from Olympic Gold medalist Kikkan Randall. We are grateful to our donors and sponsors who help make this event a big success each year.

2019 Gala Highlights

✓ Strongest live auction of all time – more than $230,000 raised!!
✓ Raised $1.2 million in athlete funding!
✓ 30 athletes attended – more than ever before!
✓ New programming with an immersive visual experience for guests
✓ Emcee Jonny Moseley, Olympic Gold medalist, did another great job hosting the evening

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“...The greatest impact donations have on the team is that it allows our focus to be directed properly toward our skiing. It allows us to push the boundaries of what is comfortable day in and day out. Everything must come together physically, mentally, and emotionally for us to have success and without financial support the required mental focus could not be achieved. You can only reach success at the highest level when there are no more doubts about yourself or your ability and only 100% commitment in its place. This only becomes possible when there is 100% support behind the athlete.”
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- Ryan Cochran-Siegle,
  Land Rover U.S. Alpine Ski Team

2019 New York Gold Medal Gala
Lindsey Vonn

Foundation Goal
$17.2M

- New York Gold Medal Gala
  $1.12M
SPECIAL EVENTS
Annual Fundraisers

U.S. Ski & Snowboard hosts several fundraising events throughout the year to raise additional funds for the Team. Together, these events provide **approximately $800K in funding for our athletes** - or more than **4.6% of the Foundation’s fundraising goal**. They also provide an opportunity for the athletes and donors to spend time together and get to know each other on a deeper level. Most of our special events are held in smaller, more intimate settings where attendees hear directly from the athletes what their triumphs and challenges have been, and the impact that donor funding has on their sports careers. A big thank you to the hosts and businesses that make these vital fundraising events possible.

2019-2020 Special Events

- Icemen Ski Weekend (February)
- Director’s Cup (March)
- Telluride Team Fundraiser – Hosted by Ali & Travis Spitzer (April)
- Park City Golf Outing – Hosted by Bob & Cori Trudeau (July)
- Park City Summer Celebration – Hosted by Mike Engel (August)
- Moguls B Team Fundraiser – Hosted by Jim & Jeffy Benedict (September)
- St. Louis Après-Ski Event – Hosted by Ron Kruszewski (September)
- Alpine Team Fundraiser – Hosted by Randy and Heather Viola, Charlie and Ariane Viola, and Yama Sushi, Vail (November)

“Donations allow us to pursue our sport at the highest level. Knowing we are competing against the best with the best is important. Knowing we have the backing allows us to focus on the task at hand and not worry about finding the funds along the way.

Donor funding is also important because we know we have a team around us. Not just our coaches, physios and technicians, but the donors are part of our team. You are the engine that keeps us running.”

- Steven Nyman,
  Land Rover U.S. Alpine Ski Team
**Financial Overview**

U.S. Ski & Snowboard Foundation

**U.S. Ski & Snowboard At-A-Glance**

**Annual Operating Revenue:** $35.7M

- Foundation: $11.6M (33%)
  - Programs include major, annual, principal, and planned giving, hospitality trips, and direct marketing
- Marketing: $8.3M (23%)
  - Marketing utilizes our domestic events as a major platform to sell corporate sponsorships
- USOPC Grant: $6.9M (19%)
  - The USOPC is our largest single partner
- Membership & Competition Fees: $5.4M (15%)
  - Includes athletic, coach, official, and volunteer participation in sports programs across the U.S.
- Endowment Grant: $1.6M (5%)
  - Covers the cost of the Center of Excellence training facility
- Other Revenue Sources: $1.9M (5%)
  - Includes NASTAR - resort participation, regionals and nationals entry fees

**Annual Operating Expense:** $35.7M

- Program Investments
  - Athletic Programs: $29.5M (83% of total)
    - Elite Teams (A-D): $16.1M
    - Events: $6.5M
    - Domestic Programs: $4.7M
    - Training Facilities & Equipment: $1.9M
    - College Grants: $265K
  - Foundation & Marketing: $3.7M (10% of total)
  - Administration & Communications: $2.5M (7% of total)

- Value-In-Kind Support: $4.1M+
  - Medical & Physiology Volunteers: $1.5M
  - Uniforms, Supplies & Equipment: $1M+
  - Training Center Partnerships: $1M
  - EAHI Medical Health Insurance: $600K
U.S. Ski & Snowboard is deeply grateful to all the supporters who help make our athletes’ dreams come true. Thank you for your passion and dedication! Below is a list of the nearly 2,600 generous donors who have committed to supporting the U.S. Ski & Snowboard Team in the 2019-2020 season (May 1, 2019 – April 30, 2020).

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2019-2020 Gratitude Report
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* Current Trustee
** Emeritus Trustee
Deceased
FOUNDERST STAFF LIST
Organization Chart & Contact Information

Trisha Worthington
Chief Development Officer

Amanda Black
Director of Development, Major Giving

Victoria Brown
Director of Development, Principal Giving

Steven Perelman
Director of Development, Major Giving, Western Region

Jacquelyn Luedtke
Director of Special Events & Hospitality

Carlos Lamadrid
Director of Development, Major Giving, New York

Meg MacClarence
Major Gift Officer, Tristate Region

Patrick Carrel
Development Assistant

Elaine Minahan
Special Events Coordinator

Hope Kim
Special Events Assistant (Part-time)

Hannah Kearney
Athlete Gift Officer

Marco Sullivan
Athlete Gift Officer

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2019-2020 Gratitude Report
U.S. Ski & Snowboard’s Center of Excellence (COE) is an historical achievement for Olympic sports in America. The COE is a national training and education center that opened in May 2009, providing world-class training facilities and serving as an educational resource for U.S. Ski & Snowboard’s athletes, coaches, officials, clubs, parents, volunteers and other stakeholders nationwide. The national center is designed to bring the sports together as a team and is an international showcase for American skiing and snowboarding. It is the most significant project for athletes in U.S. Ski & Snowboard’s more than century-old history.

The COE is a state-of-the-art facility designed to serve today’s athletes with world-class facilities and to strengthen the development of tomorrow’s Olympic skiers and snowboarders. It was designed to replicate the style and feel of a college campus, inspiring athletes to a higher level of athletic excellence. The COE was funded with private donations from U.S. Ski & Snowboard’s Legacy Campaign endowment fund started in 1999 so that no money would be diverted from athletic programs.

The 85,000-square-foot COE was built on five acres and blends the best of high-performance athletic facilities including strength-training areas, a gymnasium, skiing and snowboarding ramps, trampolines, a nutrition center and recovery/rehabilitation facilities. It also features educational areas for athletes, coaches and clubs such as a computer lab, multimedia rooms for performance analysis and equipment workshops, as well as a full sports science lab. All of these educational resources are shared with U.S. Ski & Snowboard’s 400 clubs around the country, offering aspiring young athletes the greatest opportunity ever to achieve success in the sport they love.