



2016-2017 ANNUAL REPORT

09/01/16-08/31/17



**2017 WORLD
CHAMPIONS**

**2017 WORLD
MEDALISTS**

USA Wrestling capped an incredible 2016-17 season with historic performances at the Cadet, Junior, U23, and Senior World Championships. Team USA captured an all-time record THIRTY TWO medals at these events, including fourteen individual World Champions. Women's Freestyle finished 2nd in the team race at the Senior World Championships, with Junior Men's Freestyle and Senior Men's Freestyle both claiming the #1 spot.

We're excited to share our year in review with you, and here's to another record breaking year on the horizon. U-S-A!!!

ORGANIZATION MILESTONES



MESSAGES FROM OUR PRESIDENT AND EXECUTIVE DIRECTOR



The continued efforts to achieve gender equity within the sport of wrestling is a top priority of not just USA Wrestling, but of all wrestling organizations that understand the impact this will have on the stability of our sport at the high school,

collegiate, and international levels. I'm happy to report that on August 1, USA Wrestling led a coalition of five leading organizations to submit an Emerging Sports Status proposal to the NCAA Committee on Women's Athletics, the first step in the process to seek official Emerging Sports status for women's wrestling with the NCAA. Achieving this status will be a watershed moment for our sport.

I won my first Olympic Gold Medal in Los Angeles in 1984, and earlier this year we learned the Olympic Games will be returning to Los Angeles for the 2028 Olympic Games. The challenges of the previous quad united the wrestling world in ways we never thought possible, and the next decade could be the most important 10 year window in the history of our sport. It's our mission to be leaders within the entire sports industry as to how we protect our members, provide opportunities for growth and development, and promote our sport.

I'd like to thank the USA Wrestling staff and all of our volunteers for their selflessness and tireless efforts in contributing to an amazing year. Their work creates and maintains the infrastructure for a successful future.

A handwritten signature in black ink that reads "Bruce Baumgartner".

Bruce Baumgartner
President

From a competitive standpoint, 2016-17 was arguably the greatest year in the history of our organization, as our teams picked up an all-time record 32 medals at the Cadet, Junior, U23, and Senior World Championships. I couldn't be prouder of the efforts our athletes, coaches, and support staff have made to prepare our teams for success now and in the future. In addition to our internal resources, the rise of the Regional Training Centers on dozens of college campuses around the country has made a tremendously positive impact for wrestling programs at these host institutions as well as increasing the



talent level and readiness of our athletes to compete internationally.

Off the mat, we entered into several historic agreements that will push our sport forward in the digital world and in the consumer marketplace. Long term rights

deals with both FloWrestling and TrackWrestling have secured USA Wrestling's position as one of the leaders in the Olympic Movement in digital coverage around our events and content around our sport. We also announced Athlete Performance Solutions and Nike Wrestling as the new merchandise and apparel sponsor for USA Wrestling. Connecting our organization with one of the most powerful brands in the world allows us to push our athletes and our brand deeper into the mainstream and raise the relevancy of our sport.

The momentum of the last year gives us a tremendous opportunity for another record setting year in 2018. I look forward to working with you all to make that happen.

A handwritten signature in black ink that reads "Rich Bender".

Rich Bender
Executive Director

USA WRESTLING'S MISSION, VISION & VALUES

USA Wrestling is the National Governing Body for the Sport of Wrestling in the United States and, as such, is its representative to the United States Olympic Committee. Simply, USA Wrestling is the central organization that coordinates amateur wrestling programs in the nation and works to create interest and participation in these programs.

USA Wrestling has more than 230,000 members. These members include athletes of all ages, coaches, officials, parents and fans striving together to strengthen the sport. Each year, USA Wrestling charts over 4,300 wrestling clubs and sanctions over 2,000 local, state, regional and national competitions.

MISSION

USA Wrestling, guided by the Olympic Spirit, provides quality opportunities for its members to achieve their full human and athletic potential.

VISION

USA Wrestling will strive to be the world's best sports organization.

VALUES

Responsibility: Fulfilling all functions, tasks, duties and assignments with trust and credibility on behalf of USA Wrestling by honoring promises and pledges.

Integrity: Being true to self and the mission of USA Wrestling, while discerning right from wrong and acting on it.

Dedication: Dedication to carrying out the mission and goals of USA Wrestling with the highest degree of sacrifice and discipline.

Honesty: Being truthful and upright with people and issues in furthering the mission of USA Wrestling.

Accountability: Providing answers and reasons to others for actions and behaviors intended to support the mission of USA Wrestling.

Respect: Recognizing the absolute dignity in every human being, with a sense of compassion, caring and concern for the well-being of other people.

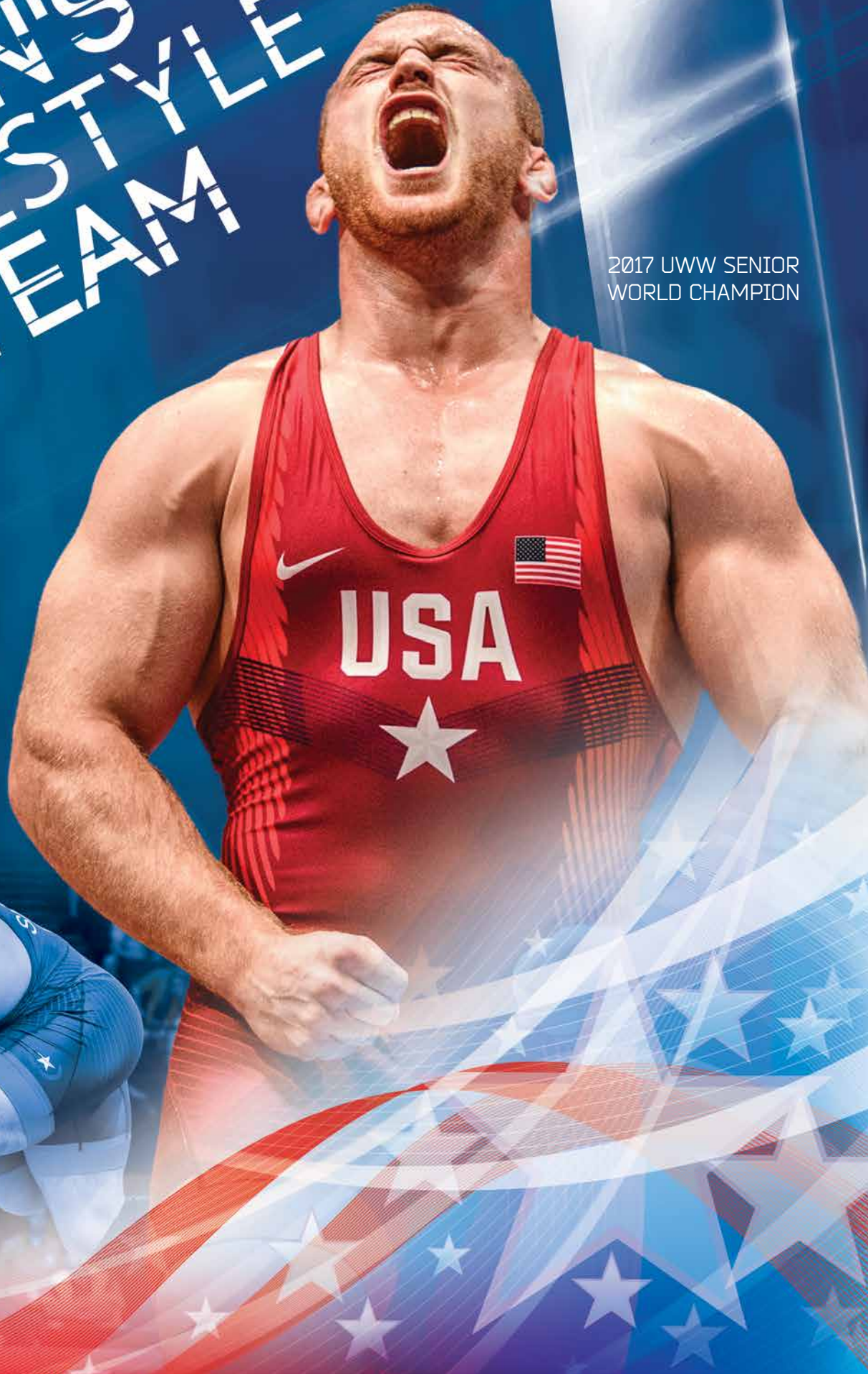


JORDAN BURROUGHS
2017 UWW SENIOR
WORLD CHAMPION

U.S. MEN'S FREESTYLE TEAM

KYLE
SNYDER

2017 UWW SENIOR
WORLD CHAMPION





2016-17 U.S. MEN'S FREESTYLE KEY POINTS

SENIOR

The 2017 Senior Men's Freestyle World Team claimed their first World Team Title since 1995 and third ever. Team USA edged out Team Russia in the final match of the entire competition, winning 54-53 in total team points, with two golds, two silvers and two bronzes.

JUNIOR

The 2017 Junior Men's Freestyle World Team captured the Junior World Team Title for the first time since 1984. This win includes three individual Junior World Champions, and seven medalists, beating Russia by one point.

CADET

The Cadet Men's Freestyle World Team finished the 2017 World Championships in Athens, Greece with four gold medals and two bronze, for a second place finish overall. Kurt McHenry (46 kg/101 lbs) repeated as a World Champion.

SENIOR MEN'S FREESTYLE TEAM

Thomas Gilman (57 kg), Logan Stieber (61 kg), Zain Retherford (65 kg), James Green (70 kg), Jordan Burroughs (74 kg), J'den Cox (86 kg), Kyle Snyder (97 kg), Nick Gwiazdowski (125 kg)

JUNIOR MEN'S FREESTYLE TEAM

Malik Heinselman (50 kg), Daton Fix (55 kg), Mitchell McKee (60 kg), Ryan Deakin (66 kg), Mark Hall (74 kg), Zahid Valencia (84 kg), Kollin Moore (96 kg), Gable Steveson (120 kg)

CADET MEN'S FREESTYLE TEAM

Cole Skinner (42 kg), Kurt McHenry (46 kg), Julian Tagg (50 kg), Robert Howard (54 kg), Jordan Decatur (58 kg), Jacori Teemer (63 kg), Will Lewan (69 kg), Aaron Brooks (76 kg), Gavin Hoffman (85 kg), Daniel Kerkvliet (100 kg)

2017 WORLD CHAMPIONSHIP MEDALS

SENIOR MEN'S FREESTYLE

Thomas Gilman – SILVER
 James Green – SILVER
 Jordan Burroughs – GOLD
 J'den Cox – BRONZE
 Kyle Snyder – GOLD
 Nick Gwiazdowski – BRONZE

U23 WORLD MEDALISTS

Joey McKenna – BRONZE
 Richie Lewis – GOLD
 Ty Walz – BRONZE

JUNIOR MEN'S FREESTYLE

Daton Fix – GOLD
 Mitchell McKee – SILVER
 Ryan Deakin – SILVER
 Mark Hall – GOLD
 Zahid Valencia – SILVER
 Kollin Moore – BRONZE
 Gable Steveson – GOLD

CADET MEN'S FREESTYLE

Kurt McHenry – GOLD
 Jacori Teemer – BRONZE
 Will Lewan – GOLD
 Aaron Brooks – GOLD
 Gavin Hoffman – BRONZE
 Daniel Kerkvliet – GOLD



6 SENIOR 2017 WORLD MEDALS
 (2 Gold, 2 Silver, 2 Bronze)

3 U23 2017 WORLD MEDALS
 (1 Gold, 2 Bronze)

7 JUNIOR 2017 WORLD MEDALS
 (3 Gold, 3 Silver, 1 Bronze)

6 CADET 2017 WORLD MEDALS
 (4 Gold, 2 Bronze)

U.S. WOMEN'S TRIKESTYLE TEAM

HELEN
MAROULIS

2017 UWW SENIOR
WORLD CHAMPION





2016-17 U.S. WOMEN'S FREESTYLE KEY POINTS

SENIOR

The Senior Women's Freestyle World Team placed second in the team title race with a total score of 38 points, winning the tiebreaker with Belarus. The U.S. won three World medals, including one gold, one silver, and one bronze.

JUNIOR

The Junior Women's Freestyle World Team member Maya Nelson (63 kg/139 lbs) defeated Yuliana Yaneva of Bulgaria for gold. Nelson is the first Junior women's World champion for the United States since 2010. Team USA placed fifth.

CADET

The Cadet Women's Freestyle World Team produced two silver medals with a fifth-place finish at the 2017 World Championships. Alara Boyd (65 kg/143 lbs) and Emily Shilson (43 kg/95 lbs) earned World medals after reaching the finals.

2017 WORLD CHAMPIONSHIP MEDALS

SENIOR WOMEN'S FREESTYLE

Becka Leathers – BRONZE

Helen Maroulis – GOLD

Alli Ragan – SILVER

JUNIOR WOMEN'S FREESTYLE

Maya Nelson – GOLD

CADET WOMEN'S FREESTYLE

Emily Shilson – SILVER

Alara Boyd – SILVER

SENIOR WOMEN'S FREESTYLE TEAM

Victoria Anthony (48 kg), Haley Augello (53 kg), Becka Leathers (55 kg), Helen Maroulis (58 kg), Alli Ragan (60 kg), Mallory Velte (63 kg), Tamyra Mensah-Stock (69 kg), Victoria Francis (75 kg)

JUNIOR WOMEN'S FREESTYLE TEAM

Asia Ray (44 kg), Mckayla Campbell (48 kg), Cameron Guerin (51 kg), Ronna Heaton (55 kg), Gracie Figueroa (59 kg), Maya Nelson (63 kg), Alexandria Glaude (67 kg), Rachel Watters (72 kg)

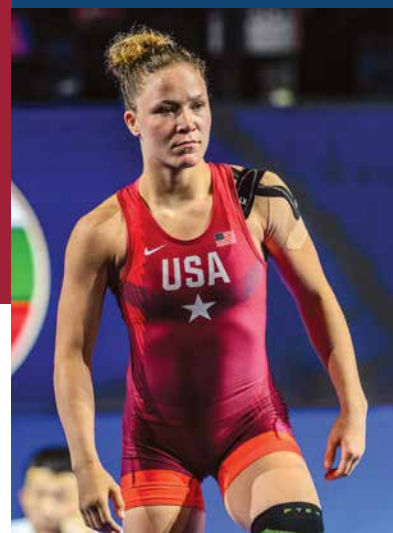
CADET WOMEN'S FREESTYLE TEAM

Caitlyn Walker (40 kg), Emily Shilson (43 kg), Olivia Shore (46 kg), Vayle Baker (49 kg), Alisha Howk (52 kg), Gracie Figueroa (56 kg), Alexandria Liles (60 kg), Alara Boyd (65 kg), Kelani Corbett (70 kg)

3 SENIOR 2017 WORLD MEDALS
(1 Gold, 1 Silver, 1 Bronze)

1 JUNIOR 2017 WORLD MEDAL
(1 Gold)

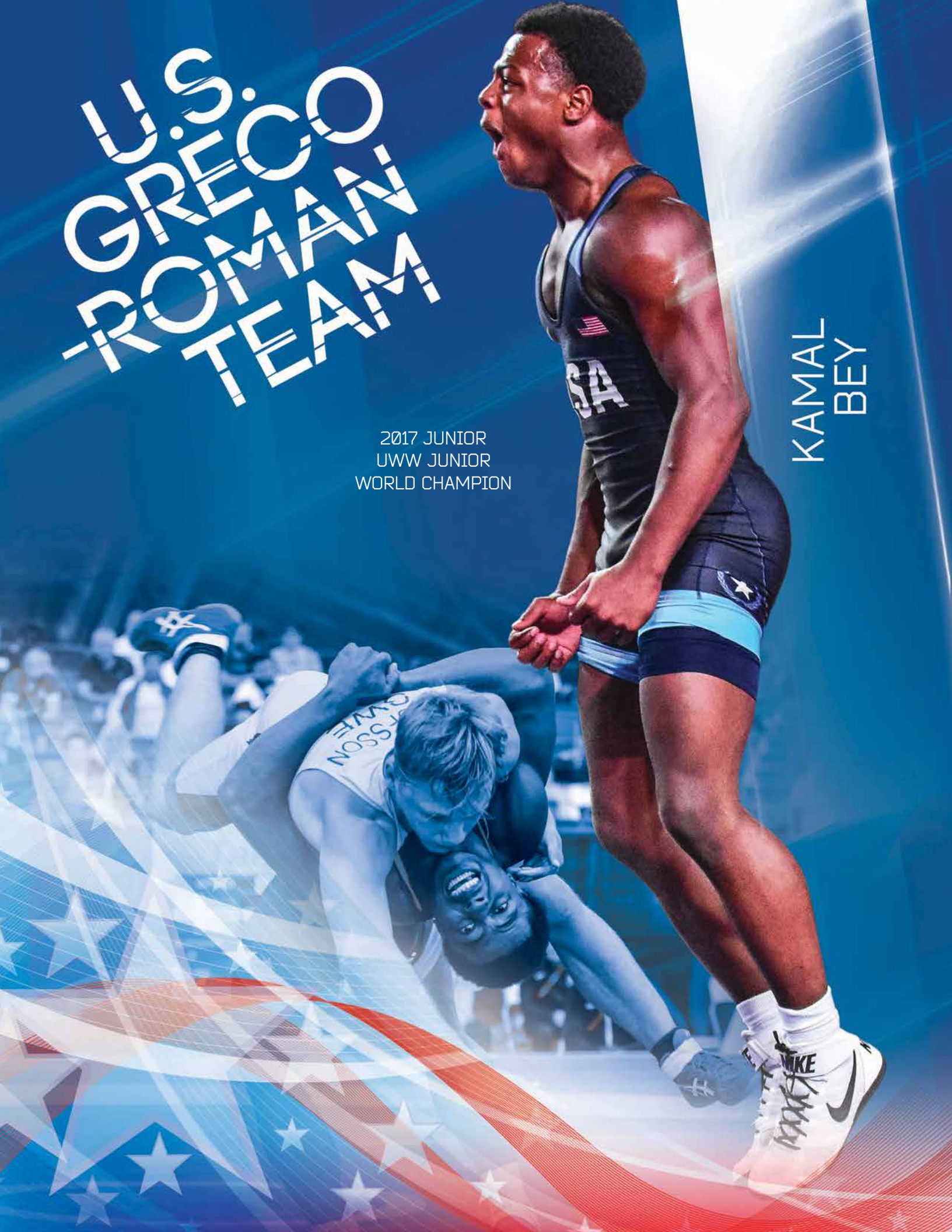
2 CADET 2017 WORLD MEDALS
(2 Silver)



U.S. GRECO ROMAN TEAM

2017 JUNIOR
UWW JUNIOR
WORLD CHAMPION

KAMAL
BEY





2016-17 U.S. GRECO-ROMAN KEY POINTS

SENIOR

The Senior Greco-Roman Team earned no medals in 2017. The top placement was heavyweight Robby Smith's 10th place, as the U.S. won five overall matches.

JUNIOR

Kamal Bey (74 kg/163 lbs) defeated 2016 Cadet World Champion Akzhol Makhmudov of Kyrgyzstan for the 74 kg/163 lbs World title. Bey's win gave Team USA their first Greco-Roman Junior World Champion since 1999. Cevion Severado (50 kg/110 lbs) won a silver and Team USA placed fourth.

CADET

Cohlton Schultz became the first U.S. Cadet Greco-Roman champion in 20 years with a 2017 World title at 100 kg/220 lbs. He won the first U.S. Greco Cadet World medal since 2013 when Cade Olivas and Jon Jay Chavez earned bronze.

2017 WORLD CHAMPIONSHIP MEDALS

JUNIOR GRECO-ROMAN

Cevion Severado – SILVER

Kamal Bey – GOLD

CADET GRECO-ROMAN

Cohlton Schultz – GOLD

SENIOR GRECO-ROMAN TEAM

Ildar Hafizov (59 kg), Ellis Coleman (66 kg), Pat Smith (71 kg), Mason Manville (75 kg), Cheney Haight (80 kg), Ben Provisor (85 kg), G'Angelo Hancock (98 kg), Robby Smith (130 kg)

JUNIOR GRECO-ROMAN TEAM

Cevion Severado (50 kg), Randon Miranda (55 kg), Taylor LaMont (60 kg), Dominick Demas (66 kg), Kamal Bey (74 kg), Wyatt Koelling (84 kg), G'Angelo Hancock (96 kg), Cohlton Schultz (120 kg)

CADET GRECO-ROMAN TEAM

Kase Mauger (42 kg), Dylan Ragusin (46 kg), Lucas Byrd (50 kg), Ridge Lovett (54 kg), Malik Johnson (58 kg), Mason Phillips (63 kg), Mason Reiniche (69 kg), Jake Hendricks (76 kg), Ashton Sharp (85 kg), Cohlton Schultz (100 kg)



2 JUNIOR 2017 WORLD MEDALS

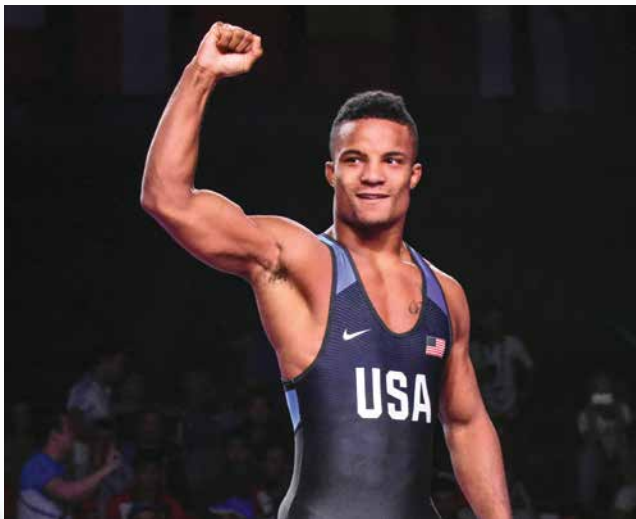
(1 Gold, 1 Silver)

1 CADET 2017 WORLD MEDAL

(1 Gold)

TEAM USA AWARDS

At the annual Team USA Awards, held in Los Angeles in November, World Champion Kyle Snyder was named the 2017 Male Olympic Athlete of the Year. Snyder is the 4th wrestler to win this prestigious award, joining John Smith (1990), Rulon Gardner (2000), and Jordan Burroughs (2015). In addition to Kyle's award, USA Wrestling's Men's Freestyle Head Coach Bill Zadick was recognized as the 2017 National Olympic Coach of the Year. Coach Zadick is the first coach in USA Wrestling history to receive this award. 2017 World champion Helen Maroulis was a finalist for the Female Olympic Athlete of the Year, an award which was won by swimming star Katie Ledecky.



REGIONAL TRAINING CENTERS

Regional Training Centers (RTCs) have experienced tremendous growth within the last few years, and are becoming the breeding ground for our World and Olympic teams. There is no doubt that this growth coupled with our recent success at all of the world championships illustrates the power this system has for impacting results at all age levels. RTCs are investing new dollars into the international styles each year which only strengthens the ties between USA Wrestling and high level RTCs. Not only is the investment good for wrestling, it is also helping advance these young athletes at a considerable rate. Young athletes are able to develop skills quickly by having the opportunity to train alongside senior level athletes and learn from the greatest minds in wrestling. It's no secret that most of the high level coaches in this country are tied into college campuses. Providing athletes the opportunity to have access to great facilities, high level coaching, and quality training partners is a win for everyone in our sport. We are seeing the formation of a younger generation of athletes that aspire to hold the standard that is being set by the likes of Kyle Snyder, Jordan Burroughs and Helen Maroulis. Iron sharpens iron and the bar is being raised every year. It takes people involved at all levels to help keep the U.S. team on top. RTCs are an extension of the National Coaching staff, so the rise in RTCs over the last few years has made world class coaching and training more accessible for a much larger number of athletes to chase their dreams of World and Olympic gold.

Not only does USA Wrestling see the benefit of this model, but college campuses across the country benefit greatly as well. For example, it is great exposure for a university when Olympic & World Champions like Snyder, Burroughs and Maroulis are walking around and training on their college campuses. This helps provide stability in Olympic sports as college administrators love the exposure this brings to their campuses and athletic departments.



NATIONAL COACHES EDUCATION PROGRAM



USA Wrestling Assistant National Women's Coach Emma Randall becomes the first female coach to earn Gold certification.

NCEP GOES VIRTUAL

March of 2015 was the first launch of the USA Wrestling Online Coaching Campus with the Bronze Level Coaches Certification Course. This course met the USOC's Complies with National Standards (CNS) requirements and has been a strong tool to help share updated information with coaches.

NEW COPPER COURSE

In November of 2017, we launched our first new Copper Level Coaches Certification Course in nearly 15 years. This course is also hosted by our online partner, ePath Learning. The new course shares information with parents and coaches. Learning is geared toward age appropriate training of kids age 12 and under.

Bringing the course to our online campus allows us to reduce the cost to our members by nearly 15% to just \$50. We hope this helps encourage more coaches to take the course, finding resources for improving recruitment and retention of our greatest resource, our kids.

ATHLETE DEVELOPMENT

Our new Athlete Development Model (ADM) provides all members with key information on what skills to train and when it is age appropriate to implement those skills.

With over 70% of kids quitting competitive sports by age 13,* we want to focus on improving coaching at the youth levels to expand recruitment and retention. If coaches can make the process of learning wrestling fun, we can grow our sport.

"In recent years we've received tremendous feedback from coaches that have invested in our coaching curriculum. It's opened their minds to new ways to approach the sport of wrestling and allowed coaches to integrate new coaching techniques the day after taking the course."

- Mike Clayton, USA Wrestling Manager of National Coaches Education

Athlete Development Model (ADM)

Athlete Training Standards from USA Wrestling's National Coaches Education Program				
Age 5-8	Age 9-12	Age 13-17	Age 18-22	Age 22+
<p>Early Years</p> <ul style="list-style-type: none"> Focus is on FUN, games and activities Daily agility, balance and coordination drills 5-12 hours/wk physical activity (excluding wrestling) No weight loss other than for health Focus on long-term learning over winning Learn wrestling rules and basic techniques Learn respect for opponents, coaches & officials 	<p>Late Childhood to Young Adult</p> <ul style="list-style-type: none"> Introduce wrestling specific strategies Learn to focus through a full practice Increase levels of competition 		<p>World-Class</p> <ul style="list-style-type: none"> Speed, strength, endurance, power, and flexibility Well defined competition style Competitive weight management 	
<p>For Parents</p> <p>At this age, it is essential that your child learns basic Fundamental Movement Skills (FMS).</p> <p>Early success is not a good indicator of future success in wrestling. Provide a fun and positive environment so your child can enjoy wrestling well into the next age groups.</p> <p>It's ok to ask your child about practice and events but respect their privacy if they choose not to talk about them. Focus on positives, not negatives.</p> <p>Children don't fully understand competition, they just want to make their parents happy. Mistakes at this age are ok and they will learn from them.</p>	<p>For Parents</p> <p>Ensure goal setting skills are introduced</p> <p>Promote confidence and self-discipline</p> <p>Emphasize rest and recovery periods after training & competition</p> <p>Multi-sport approach</p> <p>Athletes should be eating and hydrated daily w/ balanced diets</p>	<p>For Parents</p> <p>Trust your coaches, enjoy the sport and support your athlete</p> <p>Athletes will typically specialize in one sport</p> <p>Athletes learn to take criticism as feedback and they understand winning and losing</p> <p>Healthy diets with well structured gradual weight descent plans</p>	<p>For Parents</p> <p>Your athlete should be self-reliant and independent</p> <p>Excellent attention control and positive self-talk</p> <p>Mastery of technique with advanced concepts</p> <p>Elite national & international competitions</p>	
<p>For Coaches</p> <p>2-3 practices/wk of 45-60 minutes</p> <p>Tumbling and FUN</p> <p>Free Play > Technique</p>	<p>For Coaches</p> <p>4-6 practices/wk of 60-90 minutes</p> <p>Routine and repetitions</p> <p>Group and Individual</p>	<p>For Coaches</p> <p>5-10 practices/wk of 90-120 minutes with rest between sessions</p> <p>Focus on routines, core strength and flexibility</p> <p>Recommend 30-60 min rest/night</p>	<p>For Coaches</p> <p>10-15 practices/wk of varying intensity</p> <p>Periodization planning should be utilized year round</p>	<p>For Coaches</p> <p>1.5-2.5 hour practices + key recovery plans</p> <p>Sport science specialists essential</p> <p>Test and track all training program results</p>

10 Factors for Athlete Development: Physical literacy, Specialization, Age, Trainability, Intellectual/Emotional/Moral Development, Excellence Takes Time, Periodization, Competition, System Alignment, Continuous Improvement

Kamil Bay
GR Jr. World Champ, 2017
Head Coach, Matt Lindland

2017 World Champions
Men's Freestyle, Head Coach, Bill Zadick

Helet Maroulis
USA's First Women's Freestyle
Olympic Gold Medalist
Head Coach, Terry Steiner

* Why 70 Percent of Kids Quit Sports by Age 13, By Julianna W. Miner June 1, 2016, The Washington Post

COMMUNICATIONS

USA WRESTLING AND WIN PARTNER ON OFFICIAL MAGAZINE

This was the first year of a new partnership between USA Wrestling and WIN Magazine to produce an improved *USA Wrestler*, the official magazine of USA Wrestling. Starting with the October 2016 edition, with coverage of the 2016 Rio Olympics, the magazine was the product of a combined effort. WIN Magazine contributed new articles and columns. WIN also designed a new look for the publication and greatly expanded advertising support. USA Wrestling members were offered a discounted six-issue subscription of WIN Magazine, with more than 2,000 taking advantage of the special offer.

BONUS POINTS

The USA Wrestling Bonus Points podcast, moderated by Richard Immel, continues to shine in its second full year of production. The podcast tells the stories of USA Wrestling, showcasing medal winners plus highlighting future stars. The podcast sits at 193,071 total downloads through 101 episodes with an average download of 1,912 per episode, an increase from 1,846 last year. Two of this year's episodes surpassed the 5,000-download mark, with Ep. 56 featuring Jordan Burroughs totaling 5,803 downloads, the most downloaded episode in the podcast's history. Bonus Points has been downloaded in over 140 countries worldwide. The top five countries in terms of downloads are the United States, France, Canada, United Kingdom and China. A new addition to the podcast, "Fargo Bonus Bytes," was added during the 2017 Cadet and Junior Nationals, featuring 11 mini-episodes to further expand coverage of the event.

COMPLETE COVERAGE FROM ALL UWW WORLD CHAMPIONSHIP EVENTS

USA Wrestling's Communications staff provided the most extensive coverage of World Championships at all age-levels this year, with extensive coverage from the 2017 Junior World Championships in August, the 2017 Senior World Championships in Paris, France in August, and the 2017 Cadet World Championships in Athens, Greece in September. USA Wrestling also covered the new U23 World Championships in Poland in November. Through a cooperative arrangement with UWW, USA Wrestling was also able to staff three Pan American events, with the Seniors in Brazil in May, the Juniors in Peru in June and the Cadets in Argentina in July.

MOST EVENTS STREAMED LIVE WITH FLOWRESTLING AND TRACKWRESTLING

USA Wrestling completed its most expansive year of live streaming broadcasts from major competitions, as part of its new contracts with partners FloWrestling and TrackWrestling. In total, there were 37 different USA Wrestling competitions produced and broadcast live. Included for the first time were USA Wrestling's Regional Championships and its Folkstyle Tour of America events. All of the major national tournaments on the age-group and Senior levels were broadcast. In addition to streaming the most events and most hours of coverage in history, USA Wrestling also received a substantial increase in rights fees for our competitions.



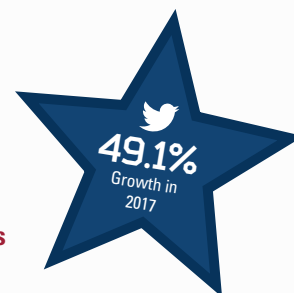
1 MILLION SOCIAL MEDIA FOLLOWERS - SEPT. 2017



No. 06 of 49 National Governing Bodies in combined Social Media

No. 05 Facebook and YouTube followers

TOP 10 in Instagram and Twitter

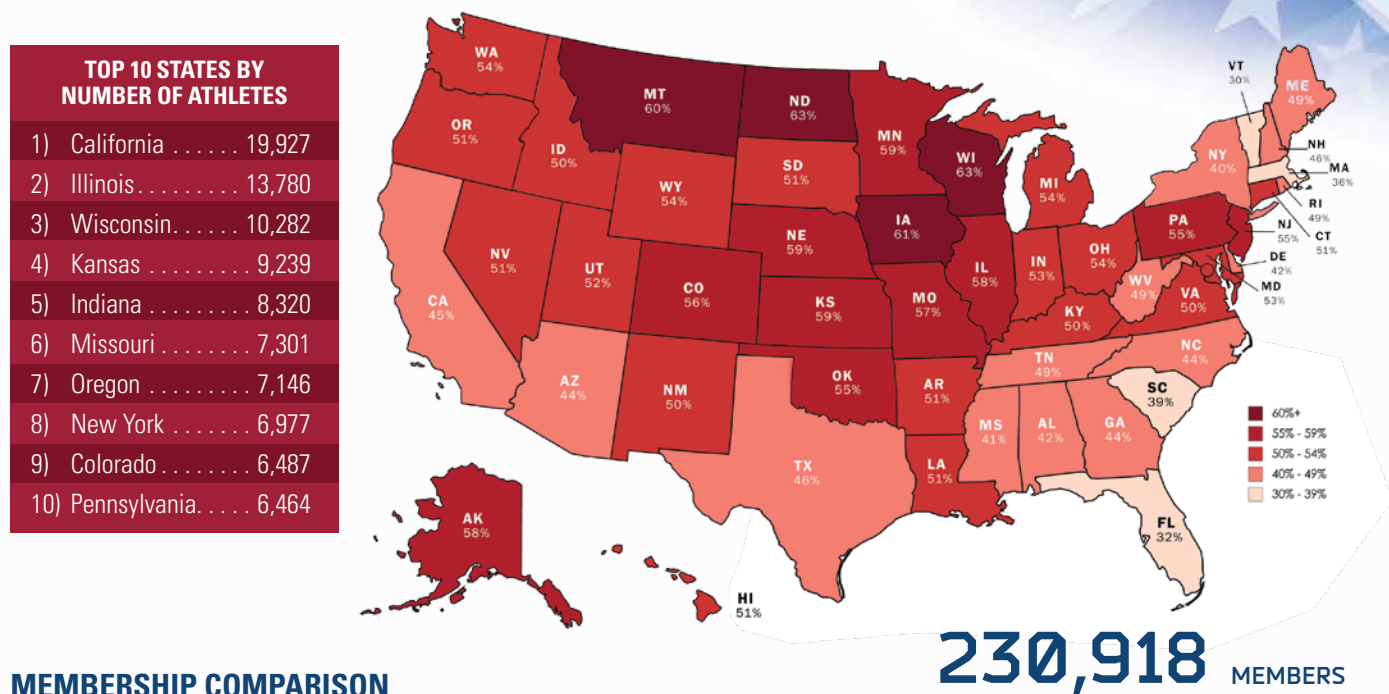


Platform	Fans 2017	Fans 2016	Growth	NGB Rank
Facebook	481,275	461,373	4.3%	5 th
Twitter	192,275	129,000	49.1%	9 th
Instagram	263,091	192,000	37.0%	7 th
YouTube	65,208	55,994	16.5%	5 th

STATE SERVICES

USA Wrestling's State Services Department wrapped up the 2016-17 membership season with another record number of coach members, along with the second highest number of athlete members ever in USA Wrestling's history. Across the three types of individual membership, USA Wrestling had the second highest number of memberships ever, trailing only the 2015-16 membership season. The department successfully launched Wrestling Week Across America, an initiative aimed at raising the relevancy of wrestling in the youth sports arena, and plan on expanding on promotional weeks in the upcoming years.

ATHLETE MEMBERSHIP RETENTION RATE BY STATE (2015-2016 TO 2016-2017)



MEMBERSHIP COMPARISON

Category	2017	2016	2015	2014	2013
Athletes	95,616	98,755	100,321	103,137	121,592
Tiered Full Members	33,993	32,977	30,944	31,389	22,901
Tiered Limited Folkstyle Members	41,809	40,449	35,829	33,153	18,708
Tiered High Performance Members	553	513	433	437	423
HS Team Members	20,435	22,633	23,468	22,989	7,726
Open License	3,715	3,680	3,534	3,364	3,540
TOTAL ATHLETES	196,121	199,007	194,529	194,469	174,890
Coaches	32,253	31,555	29,464	28,255	26,218
Officials	2,544	2,433	2,460	2,541	2,586
Clubs	4,313	4,349	4,445	4,464	4,153
Sanctions	2,056	2,032	2,147	2,143	2,103
TOTAL MEMBERSHIP	230,918	232,995	226,453	225,265	203,694

SPONSORSHIP

The Partnership Marketing Department, through collaborations with our corporate sponsors, create relevant and meaningful educational resources and commercial opportunities for our members while establishing a context for lasting relationships between our sponsors and the wrestling community.



USA WRESTLING CORPORATE PARTNERSHIPS



Athlete Performance Solutions (APS) is the global distributor for Nike in the sport of wrestling. APS is now the exclusive merchandiser and apparel sponsor for USA Wrestling. www.usawstore.com



The official skin protection sponsor for USA Wrestling. www.battle-skin.com



The official cauliflower ear treatment sponsor for USA Wrestling. www.caulicure.com

CHOBANI

The official yogurt sponsor for USA Wrestling. www.chobani.com



The official wrestling mat sponsor for USA Wrestling. www.dollamur.com



The official whistle sponsor for USA Wrestling. www.fox40world.com



The official awards supplier for USA Wrestling. www.hastyawards.com



The official kinesiology tape for USA Wrestling. www.kttape.com



The official mat tape for USA Wrestling. www.matmanwrestling.com



The official armed forces sponsor for USA Wrestling. www.marines.mil



The official mat and equipment deodorizer sponsor for USA Wrestling. www.prokureklean.com



The official jump rope sponsor for USA Wrestling. www.rxsmartgear.com



An official fitness equipment and wrestling training systems sponsor for USA Wrestling. <https://suples.com>



The official scale sponsor for USA Wrestling. <http://www.tanita.com/en/>



United is the official airline of Team USA. www.united.com



The official World Championship and Olympic hospitality supplier for USA Wrestling. <https://www.vientours.com/>

FUNDRAISING EFFORTS

In 2016-2017, the Development Department achieved another milestone by fundraising \$5M in revenue and future quadrennial pledges, including \$1.59M for the fiscal year. The department's fundraising efforts encompass **VIPs, alumni, booster donors**, and its **fan base**. We continue to impact the wrestling community through the creation of programs, a more robust event/hospitality experience for our valued supporters, and expansion of our fundraising network.



USA Wrestling for Peace (USAW4P)

USAW4P is a powerful program that aims to connect the world through wrestling and promote the values of our sport as a positive force in global communities through cultural exchanges, public relations and competition. Wrestling transcends borders, political ideologies and religious affiliations. USA Wrestling has led the charge by meeting with U.S. Congressmen, former U.S. Ambassadors, and the Sports United Division of the U.S. Department of State...all in an effort to achieve the program's mission of fostering international relations and strengthening cultural understandings through wrestling. For example, USAW4P Ambassadors Dan Russell and Christina "Kiki" Kelley have embarked on a project to revitalize the rich wrestling tradition of Algeria's Sahwari people that has been lost due to violent extremism.



Wrestler for Life (W4L)

W4L is another program that we expect to have big impact on the wrestling community. Our hope is to reconnect former wrestlers with the sport. The United States is coming off a historic Men's Freestyle World Championship this summer, earning our first freestyle team title in 22 years. W4L aims to rally the community around a common experience, our time spent on the mat. W4L members are promised a more interactive and intimate feel than they may be accustomed to. We are incredibly excited to watch this program take off and grow as we build a stronger bond with our fan base, currently just under 400,000 members.



Platinum Hospitality Experience

Our new Platinum hospitality experience elevates the engagement for our VIPs; from premium seating, exclusive socials, and international and national event opportunities, all with a behind the scenes feel.



United States Wrestling Foundation (USWF)

Our long-standing partnership with the United States Wrestling Foundation (USWF) focuses on growing the wrestling market to specifically accelerate participation, build audience and increase relevance of wrestling.



Combined Federal Campaign (CFC)

We continue to receive charitable funding from federal and state sources such as the Combined Federal Campaign (CFC).



EVENTS



Folkstyle Tour of America	2016-17	2015-16	2014-15
Northwest Bigfoot Battle	951	903	952
King of the Mountain	1,154	1,095	895
Salt Lake Slam	848	808	745
Dominate in the Dells	1,096	1,083	1,070
Las Vegas Royal Crush	437	354	359
Southern Grind	520	N/A	N/A

FOLKSTYLE TOUR OF AMERICA

Tour of America is USA Wrestling's Youth Folkstyle series that travels across the nation with our final stop at the Folkstyle Nationals in Iowa. Last season, we returned to Georgia and hosted the Southern Grind. This upcoming season we have launched new and improved awards and have added a new event in Oklahoma.

Women's Age Group Nationals	2017	2016	2015
Girls Folkstyle Nationals	1,038	922	691
Women's Freestyle Nationals	664	540	445

WOMEN'S WRESTLING

Women's wrestling is on the rise with a 49% increase in participation over the last three years.

Age Group National Events	2017	2016	2015
Folkstyle Nationals	1,913	1,864	1,925
UWW Cadet Nationals	865	842	708
UWW Junior Nationals	704	588	508
University Nationals	975	930	916
Kids Freestyle Nationals	605	670	637
Kids Greco-Roman Nationals	558	630	601
Cadet & Junior Nationals	5,352	5,276	4,502

Freestyle & Greco Roman Regionals	2017	2016
Northeast Regional	1,627	1,634
Southeast Regional	1,527	1,408
Central Regional	973	899
Northern Plains Regional	1,619	1,566
Southern Plains Regional	1,188	1,275
Northwest Cadet & Junior Regional	807	706
West Kids & Cadet Regional	2,400	2,608
West Junior Regional	629	453
TOTAL	12,787	12,565

FREESTYLE & GRECO ROMAN REGIONALS

Freestyle and Greco-Roman Regional participation increased by 1.7% from the previous year.

MEN'S FREESTYLE WORLD TEAM TRIALS

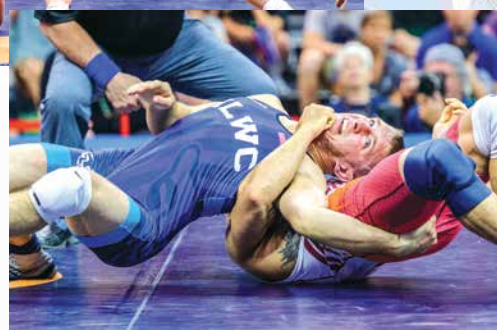
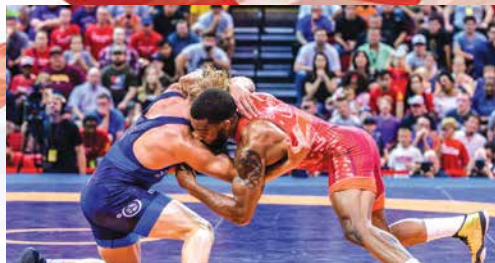
BURROUGHS ADDS TO LEGEND WITH EPIC TRILOGY WIN OVER DAKE AT WORLD TEAM TRIALS

The highly-anticipated World Team Trials championship series between American wrestling icons Jordan Burroughs and Kyle Dake delivered on a grand scale, adding another layer of heat to the already intense rivalry.

Dake was forced to run through the challenge tournament where he ousted a pair of multiple-time NCAA champions, Isaiah Martinez and Alex Dieringer, to set the rematch with Burroughs. This was the third best-of-three championship series between Burroughs and Dake with a spot on the U.S. World Team hanging in the balance.

Dake emerged victorious in round one, which marked the first time Burroughs had lost on U.S. soil during his Senior-level career and only the second time an American has defeated him in that timeframe. After falling behind 3-0 in round two, Burroughs rallied to win the match to push the series to a decisive round three. In round three Burroughs controlled the match from the opening whistle and secured his seventh straight number one spot on the world team.

In addition to Burroughs and Dake, the 4,622 fans in Lincoln witnessed several other incredible match-ups. At 65 kg, Olympian and former Penn State Nittany Lion Frank Molinaro battled current Nittany Lion and NCAA Champion Zain Retherford. Retherford dropped round one but battled back to win rounds two and three and earn a spot on Team USA. At 57 kg, Iowa Hawkeye Thomas Gilman punched his ticket to Paris by going through former Iowa Hawkeye and NCAA Champion Tony Ramos in two straight matches. And at 86 kg and one of the most intense series in recent memory J'den Cox defeated David Taylor in three rounds. After losing in round one, Cox secured the win in round two and came back from injury late in round three for an incredibly hard-earned victory.





2017 SENIOR WORLD CHAMPIONSHIPS

OLYMPIC CHAMP MAROULIS WINS SECOND WORLD GOLD WITH DOMINANCE; TEAM USA IS SECOND AMONG WOMEN AT WORLD CHAMPIONSHIPS

Olympic champion Helen Maroulis added to her legacy among the greats in American wrestling, claiming her third straight World or Olympic gold medal with a victory at 58 kg/128 lbs. at the World Championships at the AccorHotels Arena on Wednesday, August 23rd.

She dominated 2016 Olympic bronze medalist Marwa Amri of Tunisia in the finals, showing spectacular technique on the way to an 11-0 technical fall in the gold-medal finals.

Maroulis had one of the most dominant performances in American history, not allowing a single point in five matches while earning five technical falls with a combined 52-0 score.

Team USA finished tied for second in the team race with Belarus, but won the tie breaker.. This was the highest team finish for the USA since 2003.



SNYDER BEATS SADULAEV AND USA IS WORLD TEAM CHAMPIONS

The men's freestyle team race between the United States and Russia went down to the final match of the entire World Wrestling Championships at the AccorHotels Arena on Saturday night in Paris on August 26th.

The United States and Russia were tied with 53 points. The last match was the finals at 97 kg/213 lbs., where 2016 Olympic champion and 2015 World champion Kyle Snyder and 2016 Olympic champion and two-time World champion Abdusalim Sadulaev of Russia met for the first time.

Sadulaev moved up a weight class this year to challenge Snyder. It is a matchup the wrestling world has dreamed about all year. United World Wrestling dubbed it the match of the century. In this case, it not only determined the king of the sport, but also which country would become World Team Champions.

The match met all expectations and more. After a back and forth match, Snyder scored a spin behind takedown in the last 20 seconds to win the Match of the Century 6-5, and the USA beat Russia by one team point in the standings. It was a moment to cherish for all of USA Wrestling. This was the third team title in Men's Freestyle history, and the first since 1995.

RECORD SETTING EVENT COVERAGE

NBC Sports, and Trackwrestling, a division of NBC Sports, were thrilled to partner with United World Wrestling to deliver unprecedented television and digital coverage of the 2017 World Championships. A few highlights of NBC Sports and Trackwrestling's coverage from the past year include:

- 21+ hours of television coverage of the Senior World Championships on the NBC Sports Network and the Olympic Channel: Home of Team USA
- Every match of the Senior World Championships, in all three styles, were made available live and archived on Trackwrestling.com
- Viewers streamed over 30,000 hours of live action and nearly 300,000 archived views

MARINE WEEK DETROIT

USA Wrestling, the US Wrestling Foundation, and the United States Marine Corps hosted a very special wrestling double-header in Detroit in conjunction with Marine Week.

Marine Week, hosted by the United States Marine Corps in one city per year, is a celebration of Community, Country and Corps – providing the American public the experience of directly connecting with hundreds of Marines. From Sept. 6-10, Marine Week Detroit featured hands-on static displays, live demonstrations, time-honored Marine Corps traditions, musical performances and other events to showcase the history, military capabilities and community involvement of the Corps. The United States Marine Corps is a sponsor of USA Wrestling and served as the presenting sponsor for both the clinic and the Victory Tour that evening.

The day began with a free wrestling clinic for kids in the Detroit area led by members of Team USA's 2017 World Champion Men's Freestyle Team and 2017 World Runner-up Women's Freestyle Team, including 2017 World Medalists Jordan Burroughs, J'den Cox, Alli Ragan, and Becca Leathers. Over 400 youth wrestlers participated in the clinic, which concluded with a martial arts demonstration from the United States Marine Corps and a march along the riverwalk.



In part two of the festivities in Detroit, it was a big night of celebration and friendship, as heroes from the wrestling community came out in big numbers at the U.S. Wrestling Foundation's #EveryoneWrestles Victory Tour at the Cobo Center in Detroit, Mich., Saturday night.

Included in the program was John Bardis, the Assistant Secretary Health and Human Services, who spoke about what our kids are up against in today's society. Mark Churella, a wrestling legend in Michigan, who has led the effort to revitalize wrestling in Detroit schools through Beat the Streets. Major General Paul Kennedy of the USMC, talked about the fighting spirit America needs and shared by wrestlers and Marines.

One of the highlights of the evening was the presentation of Living Dream Medal Fund checks to four medalists from the 2017 World Wrestling Championships, gold medalist Jordan Burroughs, silver medalist Alli Ragan and bronze medalists J'den Cox and Becca Leathers. Living Dream Medal Fund stewards Mike Novogratz and Dave Barry presented the checks.



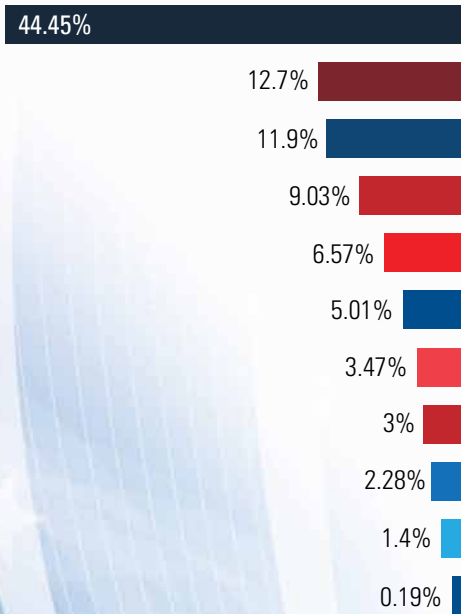
Living the Dream Medal Fund (LDMF)

The Living the Dream Medal Fund (LDMF) was created for the purpose of allowing the entire wrestling community to participate in celebrating and honoring the hard work of our world and Olympic medalists. The LDMF is funded by individual stewards, the United States Olympic Committee, USA Wrestling, and online general donations. Athletes receive bonuses for winning gold, silver, or bronze medals at the world championships and/or Olympic Games. At the 2017 World Championships in Paris, France, our athlete's earned a collective \$270,000; almost two million dollars have been distributed since the inception of the LDMF program in 2009. The Living the Dream Medal Fund stewards are: Mike Novogratz, Andy Barth, Dave Barry, Jamie Dinan, Dave Bunning, Art Martori Family, Rich Tavoso, Stan Dziedzic, Jim Bennett, Dave McCormick, Jack Moses, John Bardis, and Paul Shiverick.

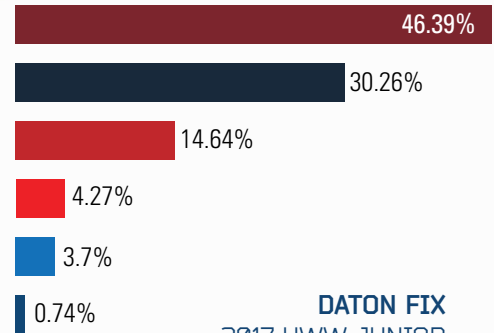


PERCENTAGES BY AREA

REVENUE



EXPENSES



DATON FIX
2017 UWW JUNIOR
WORLD CHAMPION

FINANCIAL REPORT

REVENUE

■ Membership	\$5,842,820
■ Grants & Contributions	\$1,669,264
■ Events & Educational Programs	\$1,564,517
■ USOC Grants	\$1,186,917
■ Corporate Sponsorship	\$863,565
■ Tour & Other Programs	\$658,812
■ Investments	\$456,454
■ Royalties	\$395,001
■ Digital Media (USOC)	\$300,000
■ Newspaper & Internet	\$183,504
■ Other	\$24,578
Total	\$13,145,432

EXPENSES

■ National Teams	\$5,789,424
■ Membership/State Services	\$3,777,418
■ Events & Educational Programs	\$1,827,021
■ General & Administrative	\$533,053
■ Marketing & Fundraising	\$461,536
■ Sport Development	\$92,227
Total	\$12,480,679

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TBD

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