



2016 NATIONAL SINGLES CHAMPIONS



Mark Shepherd
Scratch Division



Phillip Daniel
"A" Division



Bryan Shaner
"B" Division

**ANNUAL
REPORT
2016**

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A YEAR IN REVIEW

Dear Friends and Fellow Members,

Our year began with the renewal of all National sponsorships for the upcoming year. Our sponsors will be addressed later but it certainly placed the right tone on what was expected to be a great year for the AWBA. Sponsors are a vital part of the AWBA and our future development, Our financial partners not only bring funding but also a vast amount of experience that helps the AWBA build our brand in the bowling world as well as within the disabled community.

As in the past our tournament schedule began in Florida and continues to be an event that is well run and serves many in the State of Florida. Efforts are needed to increase the participation at this event. In addition to Florida, the AWBA supported tournaments in Virginia, Colorado, and Nevada. Our National Championships were held in Ft. Worth, Texas and proved to be a success in all areas. We will be returning to Ft. Worth for the next 2 years providing a stable and central location for our members. The continuity of same location is being tested by the AWBA to see if fund raising for a 3-year period is better or worse by remaining in one location. Our tournament season concluded once again with Las Vegas Invitational and was well attended with several new AWBA members joining in the tournament activities.

The Board of Directors put in place a number in incentives to attract new members to our organization. We will continue to bring new members to the organization through various programs. We along with the USBC, the governing body of bowling, are in the process of forming the IWTPBF (International Wheelchair Ten Pin Bowling Federation) which will be completed in 2017. The IWTPBF will provide the vehicle to promote the sport of wheelchair bowling around the world. It will also assist in bring wheelchair bowling to the Pan Am games as well as putting in motion the steps needed to place the sport in the Paralympic Games. To aid in the cause, the AWBA put in place our first National Ranking system ranking all bowlers that participate in tournaments during the year. While the system is not fool proof, it is certainly a start in the development process of ranking our members divisionally.

The board will continue to review and improve our tournament formats. We strive to make all events fair for all that attend. We put in place a grant for all new tournaments approved by the board to assist in the financial support of the event. The board has much to do yet continues to work and we continue to listen to the members in an attempt to grow and improve the AWBA. That focus will not change as the AWBA is a member driven organization.

Mission

“To provide a competitive, accessible environment for those with disabilities that are confined to a wheelchair while bowling. To mirror the thoughts and beliefs of those that founded the AWBA in 1962 as well as the current Board of Directors that govern the organization. Its intent will also be to attract those individuals that wish to become part of an organization that provides professional leadership, a competitive adventure in bowling, futuristic thinking, and camaraderie amongst its members and their families that will enhance their lives”.

Programs



NEW MEMBERSHIP INCENTIVE

The Board of Directors instituted a membership program focused on bringing new members to its roles. New annual members joining the AWBA now receive an AWBA polo shirt, bowling towel and the new AWBA logo patch. For new life members in addition to the above receive a new Storm bowling ball. As a result of this new incentive, the AWBA experienced a 24% increase in its bowling membership. An additional goal of the AWBA was realized when a number of these new members traveled to AWBA tournaments around the country. The 2016 National Championships had 8 new members attend which represented a new high in recent years for new members attending this prestigious event. This increase was generated by existing AWBA members forming new wheelchair leagues, clinics held around the country promoting wheelchair bowling, and working with one of our National Sponsors, Paralyzed Veterans of America, in partnering with local PVA chapters to host wheelchair tournaments around the country.





THE AWBA RAISES ITS VISIBILITY

In the process of building the AWBA’s brand, we began in 2016 attending Ability Expo’s around the country. This put us in touch with those with various disabilities as well as vendors that focused their companies’ efforts on improving the lives of those with a disability. It also placed the AWBA’s name in front of those individuals and companies continuing our effort to further develop the brand itself. The benefits of attending such Ability expos has already proven to be beneficial to both the AWBA and the new members that have joined as a direct result of our outreach. We will continue reaching out in many areas such as bowling centers, rehabilitation facilities, as well as businesses dealing in suppling various appliance related to the disabled community in an attempt to let both the able-bodied world along with those with disabilities that life goes on and we are here to assist in helping those individuals achieve their goals and ambitions in their life.

PROGRAMS IMPACT

At this point, it may be too early to truly judge the impact of both programs. There is no question that the Membership incentive program has brought forth many new Life Members as well as Annual members. The true results will be measured over time however, the initial response has been positive with limited investment monetarily. However, it has resulted in a 24% increase in bowling membership. The test now is to have these new members begin to attend various events around the country which will show a true dedication to the AWBA and the sport of wheelchair bowling. As for the expo’s we have attended, it is a true investment in the future of the AWBA and the branding process. It provides a setting to promote the organization at a very reasonable cost.



HOW THE AWBA HAS IMPACTED OTHERS

CURTIS WOLFF



Before my injury, I was a very accomplished bowler and my girlfriend and I really loved to travel. However, after my injury, traveling or even bowling as a quadriplegic seemed a daunting task. I was fortunate as my best friend knew bowling was my passion. He encouraged me to at least try bowling again. He even paid for my IKAN bowling ramp.

After a lot of practice, I again felt competitive and with a new found drive to improve, I decided to search the internet. That's when I found the American Wheelchair Bowling Association (AWBA). I discovered they had USBC sanctioned bowling tournaments in cities across the United States as well as a National Tournament. I now had a reason to travel and my passion to bowl increased knowing that there were others competing in wheelchairs.

My first tournament was in Las Vegas in December of 2015. The event was outstanding from the opening introduction ceremony, to special events like the up/down tournament, to the discovery of new friends. Some of these acquaintances lived in Colorado but turned out to be neighbors living only a few blocks away.

Traveling is no longer a fear as I now plan and look forward to every event. I continue to meet and develop new friendships. I have even joined a competitive evening Men's league as events like the Up/down tournaments have giving me the confidence to bowl with many able body bowlers at the same time. Most importantly is realizing how is much my life and confidence has improved since I seized the opportunity to join and participate in the AWBA.

(Mr. Wolff is the first AWBA member to join using the USBC approved IKAN devise which attaches to the front of his power chair)



KENNEY MUMFORD



The AWBA has been very beneficial with helping new bowlers learn how to bowl, have fun and build a camaraderie of friends that allows us to be competitive at the same time. I, Kenneth Mumford, have learned so much and grown so much from the veteran bowlers at the tournaments that I have participated in. I'm sure I can speak for all of the other new bowlers when I say that it has been one of the best experiences when it comes to participating in wheelchair sports. Thank you to the rest of the AWBA family for all that you do.

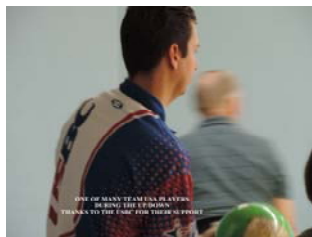
AWBA and Social Media

The AWBA website continues to grow and develop attracting 1000's of hits monthly. It has allowed our members to do many things which was not possible in prior years. We continue to see most our members enter tournaments around the country electronically as well as giving them the ability to pay via credit card should they chose to do so. Our website allows the AWBA to link with our National sponsors allowing our members to seek out products they are in search of from our sponsor. Considering the increase in membership, the acquisition cost of new members coupled with delivering information about the AWBA to the general public is quite low. In addition to the website, we are very visible on Facebook, Twitter, and the AWBA Storm Facebook page. Social media continues to be our prime source of getting the word out and we will continue to build through social media our branding of the AWBA itself. It continues to be the most economical vehicle available to promote the AWBA at present time.



GROWING THROUGH PARTNERSHIPS

The AWBA continued to further its reach working with a number of individuals and groups to promote our sport and the organization. Working with local PVA chapters around the country develop new members for a given chapters and promote bowling tournaments. We also worked with the PWBA to assist our members in their bowling skills while at the same time introducing the general public to professional women bowlers. Our partnerships continue to grow and flourish and will in the long run be beneficial to the AWBA as well as our partners.





Executive Leadership

The Executive committee is made up of the officers of the AWBA along with one elected individual who is elected by the Board of Directors. The Executive committee is charged with running the day to day operations of the AWBA while the board gives the committee direction in which to act on major decisions made on behalf of the membership.



Wayne Webber
Board Chair



Eddy Hutchens
Vice Chair



Mark Shepherd
Treasurer



Gary Ryan
Secretary



Kenneth Hill
Member At Large



AWBA Finance

The AWBA is a non-profit, IRS designated 501C3 organization. In 2016, the organizational finances were informally audited by Jason F. Clausen, PC. Mr. Clausen is a certified CPA specializing in non-profit accounting and auditing procedures.

The organization commits 100% of every dollar raised toward the program services for our membership. We do not employ any part-time or full-time staff. Our volunteer Board of Directors and Executive Committee all serve the organization and its members without fee. By Bylaw, the Secretary and Treasurer, are authorized a stipend for their services. Neither take a stipend.

The AWBA's revenue is generated from our sponsors, external donors and modest dues our members pay annually to the organization. In addition, the AWBA receives sanction fees for every AWBA sponsored tournament we provide rules, banners, and tournament guidance for.

Our net assets were \$123,188.00 at the end of 2016. Our net revenue for the FY was \$38,267.00. Our expenses for FY 2016 were \$36,826.00. In 2016, after all expenses we showed a modest growth of \$1,441.00 in real dollars, or a gain of 1% year to year.

Our investment portfolio is passively managed by Schwab Investments, Inc. Our Banking is conducted through Wells Fargo. Any inquiries regarding the AWBA finances may be submitted to the AWBA Treasurer for clarification. His contact information is located online at the AWBA website: www.AWBA.org

AMERICAN WHEELCHAIR BOWLING ASSOCIATION STATEMENT OF FINANCIAL POSITION DECEMBER 31, 2016

Assets Current assets Cash and cash equivalents	\$ 22,070
Investments	\$101,118
Total current assets	\$123,188
Total assets	\$123,188
Net assets Unrestricted net assets	\$123,188
Total net assets	\$123,188

STATEMENT OF ACTIVITIES FOR THE YEAR ENDED DECEMBER 31, 2016

Revenue and other support

Unrestricted

Dues and registrations	\$ 13,109
Sanctioning	10,890
Donations	11,900
Sponsorships	1,250
Net investment income	1,118
Total revenue and other support	<u>38,267</u>

Expense

Tournament expenses	\$ 22,040
Advertising and promotion	4,110
Website	3,600
Insurance	1,550
Printing	1,300
Office supplies	888
Bank charges	817
Dues and subscriptions	602
Travel	503
Professional fees	318
Postage	108
Other	990
Total expense	<u>36,826</u>
Change in net assets	1,441
Net assets, beginning of period	121,747
Net assets, end of period	\$ 123,188

The Future Has No Limits

Our founder, Richard Carlson, in 1962 had many limits that were placed in front of him by others as he began the process of establishing the sport of wheelchair bowling. However, with a true vision of the future and what it would bring to many, his determination and intestinal fortitude outweighed the limits placed in front of him and the AWBA became a viable force in the bowling world. This same determination and fortitude is what will be needed to take the AWBA to the next level, that being an equal position with all types of bowlers around the world as we begin our pursuit of true diversity in the sport of bowling.

We will continue to work with the USBC and World Ten Pin Association to divisionalize wheelchair bowling. We will seek to formulate strategies through the International Wheelchair Ten Pin Federation in working with other countries and their governing body for bowling to further develop the sport of wheelchair bowling. We will continue to strengthen our events by encouraging more members to attend using various types of incentives. We will continue to nurture and further develop our current National Sponsors as well as seek out additional financial support from others.

We are hopeful that our outreach programs will flourish helping others in time of need while at the same time seeking out other opportunities where we can be a positive influence on the lives of others. Seeking other methods to bring new members to the AWBA will be at the forefront of our membership objectives. Continuing a 24% growth rate is not practical however, 15% is more than achievable. Our long-range goals are still focused on the Paralympic Games as well as the Pan Am games. With the steps taken in 2016 we are certainly closer to those lofty objectives with a long road still ahead that will need to be traveled. We would like to see more involvement on behalf of our general membership. In doing so we intend to involve them in more committee work that has historically been done by the Board of Directors. The strength of our organization is truly the members and getting them involved in the process of what the AWBA is all about will serve the organization well.

Finally, we will continue to build the AWBA brand through our events around the country, more involvement in social media, and expos focused on the disabled community will be just a few of the methods that will be used in the branding process. 2017 will be an exciting time to be a part of the AWBA.

We Need Your Help

The American Wheelchair Bowling Association is a totally volunteer organization and has been since its inception in 1962. We are a 501C3 Not for Profit organization. We rely totally on the philanthropic support of our members, local sponsors, National Sponsor, and donors to promote the sport of wheelchair bowling. We believe however that giving back is very important as an organization and look for opportunities to assist to help those in need of some form of assistance. An average Regional tournament currently cost on average \$12,000 Through local sponsors and bowlers, the cost is normally covered. At the AWBA's National Championships, the average cost for is in the area of \$70,000 and all must be raised by the Board of Directors and Tournament committee in addition to local sponsor, the cost is normally covered. With the assistance of many we have been able to continue this event for 61 years. The joy of seeing individuals in wheelchairs participate in a sport they truly love is well worth the effort given. We want to extend our thanks to those that assisted in any way in 2016 to support one of our events. And we want you involved for many years. So, continue giving and helping those that commit to put on a AWBA Wheelchair bowling tournament. With 65% of our membership made up of US Veterans, we salute them and their continued involvement with the AWBA and our activities.

Every Penny Matters

Every penny truly does count and we have made it easy to help where you can. Go to www.awba.org and click on the donate button. It's that easy. We know you have many choices as to how you spend your charitable dollars and we are asking to be one of your choices. \$89 dollars of every dollar donated go to help our programs. We ask for your support in our efforts to promote and grow the sport of wheelchair bowling.

MEN AND WOMEN OF THE AWBA



Thank You to All of Our Donors

As previously stated, the support of the AWBA comes from many individuals, businesses, benefactors, and local and national sponsors around our great country. It also comes from a number of our members that believe in who we are and what we are about. We are thankful to have the National Paralyzed Veterans of America as our longest National Sponsor. They continue to provide financial resources to a number of their local chapters to assist in offsetting the cost of events. Through a joint venture between the PVA and the AWBA, veterans have the possibility of releasing their competitive spirit on the lanes. Storm Bowling continues to be a wonderful supporter and sponsor of the AWBA. Our relationship with Storm continues to grow and flourish. ABC Medical, USBC, Logo Infusion, BPAA, and Sportaid have been a blessing with not only their products for our members, but financial support as well. The AWBA is most appreciative of you and your wonderful companies and we look forward too many years ahead of building our relationship.



**Paralyzed Veterans
of America**





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