

USJA General Meeting
December 6, 2008
La Verne, CA

President's Report

USJA and USJF continue to cooperate on grass roots efforts,

- Judo Forum camp in 2008, co-sponsored by USJA, USJF and CJI
- Reciprocal coach certification
- USJA/ USJF Senior Nationals as a combined event set record pre-registration
- Regional coordinators have greatly expanded the number of USJA activities nationwide
- to volunteer contact Joan Love judolady210@aol.com Ethics Actions New ethics committee has been appointed with Michael Goldsmith, chair Ethics review committee appointed to review two ethics case, Hon. Walter Dean, chair Vote to suspend Fletcher Thornton indefinitely

Electronic media initiative continues to expand.

- Growing Judo magazine published monthly
- USJA forum on Judo Forum, part of judoinfo site
- USJA Facebook & USJA MySpace established by Ronda Rousey
- www.usja-development.com/resources/ site for handbooks, syllabi, video clips
- USJA Headlines maintained by George Weers
- American Judo published quarterly
- President's blog drannmaria.blogspot.com
- USJA WEBSITE - THANK YOU JOHN MOE !

<http://www.usja-judo.org/>

Year highlights

Great American Workout : Rhode Island, over 150 in attendance, 25 coaches certified
National Coaches Clinic, Claremont - 31 in attendance, 18 coaches certified from
Alabama, Alaska, Colorado, Texas, Nevada, San Diego, Sacramento and Los Angeles.
Mississippi State Games - Athlete clinic with Tony Comfort and tournament, judo is back
in the state games thanks to the efforts of USJA member Keith Worshaim

Coaching program

Clinics have been held in Los Angeles (twice), San Diego, California's high sierras,
Louisiana (twice), Rhode Island, Connecticut, New Hampshire, Virginia, New York,
Missouri, Arkansas and Michigan. Clinics are already planned for next year in San
Diego, Los Angeles, New York, Massachusetts, Rhode Island, Connecticut, Georgia,
northern California and Texas.



USJA COO REPORT 12/6/08

2008 Update

- **Active Annual Members to date: 6,690**
- **Active Life Members to date: 1,256**
- **Total Active Members to date: 7,946**
- **Current Bank Balance: \$6,200.00**
- **Sanctioned Events to date: 125***

* (Down from 141)

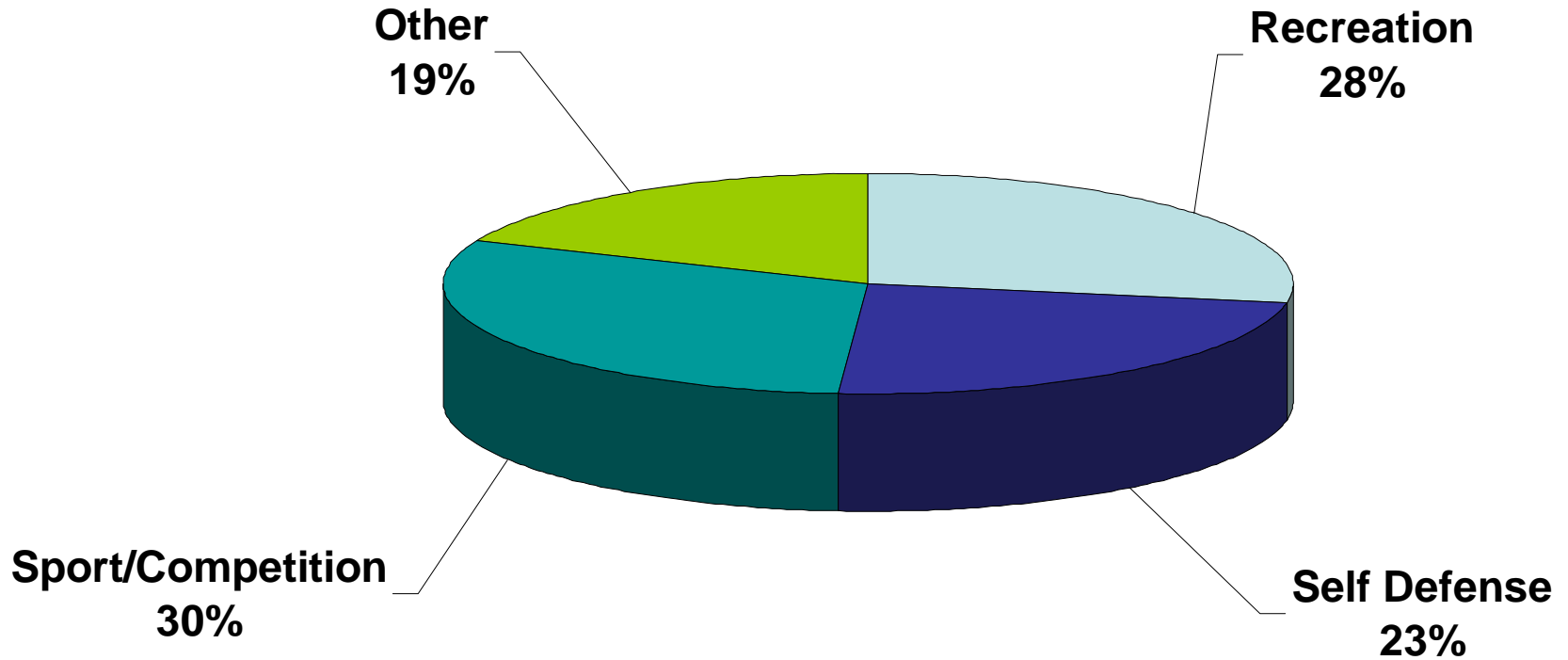
Top 20 Clubs

Club Name	Coach Name	State	Total	Rank
Goltz Judo Club	Gary Goltz	CA	190	1
Carolinas American Judo Assoc	Patrick Szejter	NC	189	2
Tomodachi Judo Club	Michael Szejter	FL	146	3
School of Hard Knocks Judo Club	Andrew Connelly	TX	102	4
AMERIKAN JUDO	Mark Hunter	OH	97	5
Southside Dojo LTD	Robert Treat	MI	91	6
Wall to Wall Martial Arts	James Wall	LA	74	7
Samurai Judo Association	Ronald Allan Charles	SC	69	8
Ohio Judan Judo Club	Gary Monto	OH	64	9
Marion Pal Club Judo	Bruce Bender	IN	60	10
Texoma Judo/Jujitsu Academy	Roy Hash	TX	60	11
Derry Judo Club	Roger Lenfest	NH	59	12
Budokan Judo Club	Marshall Coffman	MD	59	13
VA Commonwealth Univ. Judo Club	Allan Mills	VA	58	14
Vineland Judo Club	Raimundo Marquez	NJ	57	15
Sarasota Judo Institute	Chris Rasmussen	FL	57	16
Empire Academy	Christopher Herzog	NY	51	17
San Machi Budo Kai	Robert Anton	MA	50	18
Santa Rosa Junior College	Destinee Tartuffe	CA	48	19
Acadian Judo	Jeffrey Miller	LA	47	20

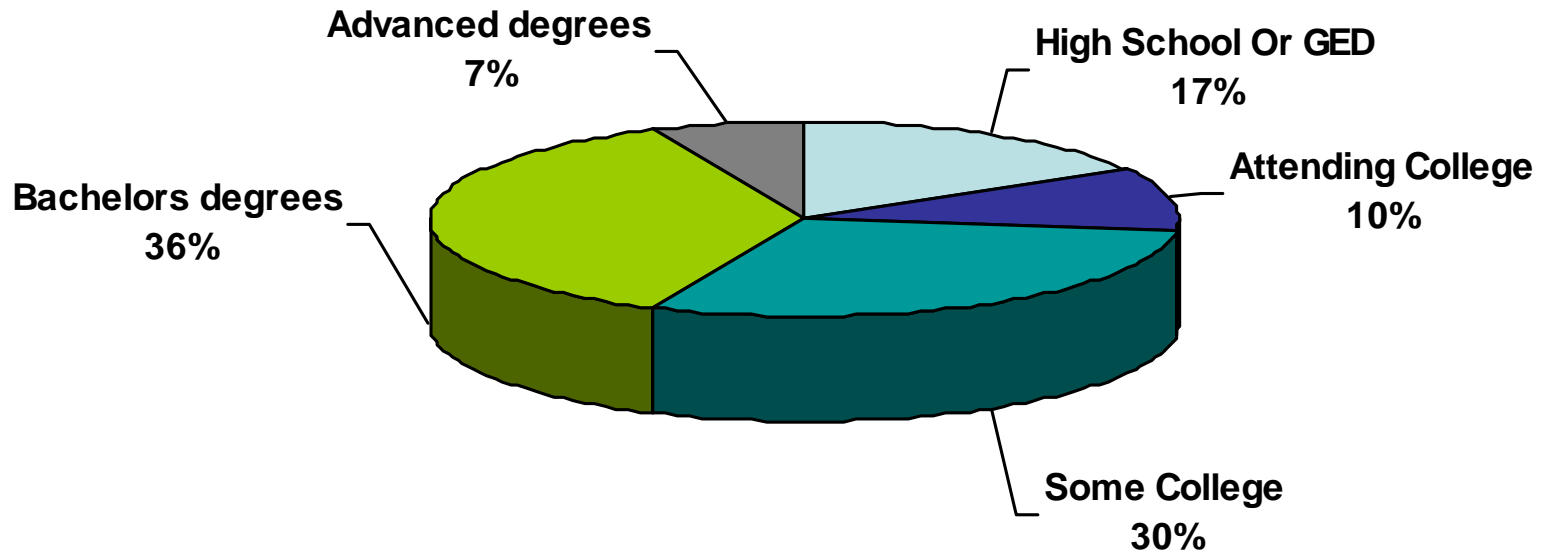


948 Chartered Clubs (61 started this year!)

Why did you choose Judo?



Education Level of Judo Participants



United States Judo Association, Inc.
 Balance Sheet
 October 31, 2008

Assets

Current Assets	
Checking - US Bank	\$ 13,508.32
USJA Bldg. Proceeds Reserve	4,831.34
USJA Endowment Fund	30,543.28
USJA Grass Roots Dev. Fund	(4,093.50)
USJA Symposium Reserve	2,078.66
Employee Advance	2,529.50
Inventory	<u>6,500.00</u>
Total Current Assets	\$ 55,897.60
Fixed Assets	
Equipment - Office	3,726.18
Equipment - Computer	22,198.57
Accumulated Depreciation	<u>(11,219.00)</u>
Total Fixed Assets	<u>14,705.75</u>
Total Assets	\$ <u>70,603.35</u>

United States Judo Association, Inc.
Balance Sheet
October 31, 2008

Liabilities and Equity

Current Liabilities

Payroll Tax Liability	\$	515.83
Pension Plan Payable		<u>1,370.00</u>
Total Current Liabilities	\$	<u>1,885.83</u>

Long Term Liabilities

Equity

Beginning Net Assets		52,147.00
Current Income (Loss)		<u>16,570.52</u>
Total Equity		<u>68,717.52</u>
Total Liabilities & Equity	\$	<u>70,603.35</u>

United States Judo Association, Inc.
Income Statement - Combined
For the Period Ended October 31, 2008

	1 Month Ended	10 Months Ended
	Oct. 31, 2008	Oct. 31, 2008
Revenue		
Belts	\$ 47.00	\$ 781.25
Books	485.95	2,248.90
Tech. Official Cert.	0.00	215.00
Clothing	15.00	643.48
Donations	361.00	1,565.00
Donations - Endowment Fund	50.00	345.00
Donations - Grass Roots Dev	110.00	12,789.25
Interest Income	0.03	67.40
Judo Coach / Kata Cert.	145.00	3,515.00
Judo Pins / Banners	5.00	506.00
Judo Promotions	6,349.00	59,714.00
Judo Rank Exam. Cert.	50.00	900.00
Judo Referee Cert.	30.00	385.00
Judogis	2,707.75	5,312.75
Jujitsu Manuals	107.85	1,294.25
Koka Kids Magazine	0.00	840.00
Life Membership - Sustaining	2,955.00	53,962.92
Life Membership	400.00	7,525.00
Martial Arts Services	400.00	4,114.00
Melaleuca	4.85	53.59
Membership	26,327.75	229,208.17
M/ship Card/Cert Replacement	25.00	385.00
Other Income	0.00	5,092.00
Patches	100.00	997.00
Rank Materials	452.10	8,527.35
Sanctions	340.00	2,680.00
Shipping / Handling	381.66	4,650.44
Stickers/Decals/Cert.	0.00	121.60
USJA Jr. Nationals	0.00	1,000.00
Bank of America M/C Comm	0.00	272.65
Videos	0.00	415.00
Total Revenue	41,879.94	411,210.75

Operating Expenses		
Accounting	0.00	2,301.00
Advertising	0.00	600.00
Awards	0.00	935.56
Bank Charges	43.00	338.75
Computer Supplies / Maint.	435.44	3,525.42
Credit Card Fees	1,659.55	11,297.11
Depreciation	6.00	196.00
Dues - Class A USJI	0.00	1,500.00
Equipment - Lease	2,786.44	15,580.39
Grass Roots Dev. Expenses	1,842.00	17,537.51
Insurance - Property	0.00	1,424.00
Insurance - Health	2,099.89	20,104.93
Insurance - Members 07-08	0.00	45,249.00
Insurance Members - 08-09	7,716.00	22,267.00
Insurance - Workers Comp	0.00	700.00
Legal	0.00	1,050.00
License/Fees	0.00	670.00
Office Supplies	670.28	6,173.31
Payroll	13,131.00	149,399.44
Payroll Taxes	1,004.53	12,422.38
Penalties	0.00	1,011.05
Pension Expense	50.00	500.00
Postage	0.00	15,510.59
Postage - Special Mailings	0.00	5.32
Printing - Outsourced	245.00	11,092.50
Property Taxes	0.00	118.52
Rent - 21 N. Union Blvd	1,352.00	13,325.00
Repair/Maint. - 21 N. Union	200.00	2,700.00
Telephone/Fax/DSL	1,036.39	6,134.51
Travel - President	0.00	1,865.56
Travel - Staff	0.00	2,962.62
Utilities - 21 N. Union	133.90	553.69
Total Expenses	34,411.42	369,051.16
Net Income (Loss)	\$ <u>4,884.72</u>	\$ <u>16,570.52</u>

	1 Month Ended	4 Months Ended
	Apr. 30, 2008	Apr. 30, 2008
Revenue		
Tech. Official Cert.	\$ 0.00	\$ 135.00
Donations	47.00	150.00
Donations - Endowment Fund	25.00	285.00
Donations - Grass Roots Dev	290.00	9,200.00
Interest Income	0.07	13.28
Judo Coach / Kata Cert	110.00	1,080.00
Judo Promotions	4,556.00	24,348.50
Judo Rank Exam. Cert.	175.00	350.00
Judo Referee Cert.	0.00	115.00
Life Membership - Sustaining	6,738.00	32,622.29
Life Membership	650.00	4,225.00
Martial Arts Services	309.00	1,689.00
Melaleuca	0.00	15.39
Membership	26,925.50	102,951.80
M/Ship Card/Cert. Replacement	0.00	200.00
Other Income	0.00	5,092.00
Sanctions	235.00	1,225.00
Bank Of America M/C Comm	0.00	126.91
Total Revenue	40,060.57	183,824.17
Cost of Sales		
Beginning Inventory	0.00	0.00
Less Ending Inventory	0.00	0.00
Total Cost of Sales	0.00	0.00
Gross Profit	40,060.57	183,824.17

Operating Expenses		
Accounting	0.00	2,301.00
Advertising	0.00	600.00
Awards	0.00	935.56
Bank Charges	43.00	338.75
Computer Supplies / Maint.	435.44	3,525.42
Credit Card Fees	1,659.55	11,297.11
Depreciation	6.00	196.00
Dues - Class A USJI	0.00	1,500.00
Equipment - Lease	2,786.44	15,580.39
Grass Roots Dev. Expenses	1,842.00	17,537.51
Insurance - Property	0.00	1,424.00
Insurance - Health	2,099.89	20,104.93
Insurance Members - 07-08	0.00	45,249.00
Insurance Members 08-09	7,716.00	22,267.00
Insurance - Workers Comp	0.00	700.00
Legal	0.00	1,050.00
Licenses/Fees	0.00	670.00
Office Supplies	670.28	6,173.31
Payroll	13,131.00	149,399.44
Payroll Taxes	1,004.53	12,422.38
Penalties	0.00	1,011.05
Pension Expense	50.00	500.00
Postage	0.00	15,510.59
Postage - Special Mailings	0.00	5.32
Printing - Outsourced	245.00	11,092.50
Property taxes	0.00	118.52
Rent - 21 N. Union Blvd.	1,352.00	13,325.00
Repair/Maint. - 21 N. Union	200.00	2,700.00
Telephone/Fax/DSL	1,036.39	6,134.51
Travel - President	0.00	1,865.56
Travel - Staff	0.00	2,962.62
Utilities - 21 N. Union	133.90	553.69
Total Expenses	34,411.42	369,051.16
Net Income (Loss)	\$ 3,136.21	\$ 14,737.82

United States Judo Association, Inc.
Income Statement - Department 2
For the Period Ended October 31, 2008

	1 Month Ended	10 Months Ended
	Oct. 31, 2008	Oct. 31, 2008
Revenue		
Belts	\$ 47.00	\$ 781.25
Books	485.95	2,248.90
Clothing	15.00	643.48
Judo Pins / Barriers	5.00	506.00
Judogis	2,707.75	5,312.75
Jujitsu Manuals	107.85	1,294.25
Koka Kids Magazine	0.00	840.00
Patches	100.00	997.00
Portrait of Jigoro Kano	0.00	112.00
Posters	30.00	971.75
Rank Materials	452.10	8,527.35
Shipping / Handling	381.66	4,650.44
Stickers/Decals/Cert.	0.00	121.60
Videos	0.00	415.00
Total Revenue	4,332.31	27,421.77
Cost of Sales		
Beginning Inventory	0.00	0.00
Belts	63.80	271.18
Books	112.95	1,449.65
Judogis	529.12	4,107.40
Koka Kids Magazine	1,474.69	3,124.69
Melaleuca	60.83	603.57
Packing/Shipping	342.41	4,816.81
Patches	0.00	3,646.46
Rank Materials	0.00	6,502.00
Stickers/Decals/Cert.	0.00	1,067.31
Less Ending Inventory	0.00	0.00
Total Cost of Sales	2,583.80	25,589.07
Gross Profit	1,748.51	1,832.70
Operating Expenses		
Total Expenses	0.00	0.00

Funding Committee Report



GTMA Agreement, \$2,800 Income

(Average - \$26 per member / \$16 per club per purchase)



Zebra Mat Agreement, \$5,000 Donation



- **James Lally, \$20,000.00**
- **Raimundo Marquez II, \$5,500.00**
- **Robert Treat, \$1,425.00**
- **Andrew Connelly, \$1,150.00**
- **Clifford Kodama, \$1,000.00 (Medtronic)**
- **Gary Goltz, \$600.00**
- **Jerome Vessichio, \$500.00**
- **Andrew Connelly, \$500.00**
- **Raimundo Marquez III, \$500.00**

United States Judo Association, Inc. (USJA)
Individual Membership Application

Use this application to join or renew membership in the United States Judo Association

1. Application Fee					
2. Last Name		3. First Name		4. Middle Initial	
5. Address					
6. City		7. State	8. Zip Code	9. Home Phone () ()	10. Work Phone () ()
11. FAX () ()		12. Mails () ()		13. Email	
14. Date of Birth		15. Age	16. Sex <input type="checkbox"/> Female <input type="checkbox"/> Male	17. Citizenship <input type="checkbox"/> U.S.A. <input type="checkbox"/> Non-U.S.A.	18. Judo Rank & Rank #
19. USJA Life #		20. USJA ID #	21. Club/Dojo		
22. Name & Address of Treasurer/Bookkeeper					
23. Individual Membership Fee <small>Choose Regular/Primary, Secondary, Sustaining Life Member or Booster Booster, Accident Medical Insurance is included with the Regular/Primary & Sustaining Life Membership • NO INSURANCE with Secondary or Booster Secondary Membership expires with USJF/USA Judo primary expiration date • Please attach copy of previous USJF/USA Judo membership card</small>					
Regular/Primary <input type="checkbox"/> \$45.00		Secondary <input type="checkbox"/> With USJF primary \$25.00 <input type="checkbox"/> With USA Judo primary \$25.00		Sustaining Life Members Booster <input type="checkbox"/> \$30.00 <input type="checkbox"/> \$15.00	
24. Family Membership Fee <input type="checkbox"/> 3-Members \$115.00 <input type="checkbox"/> 4-Members \$144.00 <input type="checkbox"/> 5-Members \$166.00 <input type="checkbox"/> 6-Members \$187.00 <input type="checkbox"/> 7-Members \$202.00					
25. Location <small>The USJA is a non-profit tax exempt charity. Depending on your tax circumstances, donations may be tax deductible. Please consult with your professional.</small>					
Development <input type="checkbox"/> \$ _____			Other <input type="checkbox"/> \$ _____		
26. Cash or Check Payment <small>Please DO NOT MAIL CASH</small>			27. Credit Card Payment <input type="checkbox"/> Visa <input type="checkbox"/> MasterCard <input type="checkbox"/> Discover		
<input type="checkbox"/> Cash _____			Name On Card _____ Issuing Bank _____		
<input type="checkbox"/> Check # _____ <small>\$\$\$ RETURNED CHECK FEE</small>			Account # _____ Exp Date _____ V-Code _____		
Amount _____			Card Billing Address _____		
Initials _____			Cardholder Signature _____		
28. I certify that the above information is true and I am eligible to be a member in accordance with the rules of the United States Judo Association, Inc. (USJA).					
<input checked="" type="checkbox"/> Signature of APPLICANT (REQUIRED FOR EVERYONE) _____ Date _____			<input checked="" type="checkbox"/> Signature of Parent/Legal Guardian (Required if Applicant under 18) _____ Date _____		

WAIVER AND RELEASE OF LIABILITY AGREEMENT - SIGNATURE(S) REQUIRED

I, the Applicant, state that I am 18 years of age or over. In consideration of being permitted to participate in any way, I acknowledge and agree to release, waive and discharge, to the greatest extent permitted by law, United States Judo Association, Inc. (USJA) from or for all claims, demands and causes of actions or any other liabilities which may arise or be caused in whole or in part by the negligence of USJA in conjunction with or arising out of membership with USJA, and the action or lack thereof of USJA and agree that I know and understand the risks involved in the sport of Judo and do hereby assume these risks and accept the responsibility for any damages or injuries by engaging in the contact sport of Judo.

APPLICANT SIGNATURE (Signature required if Applicant over 18) **PRINTED NAME** **DATE**

PARENTAL INDEMNIFICATION

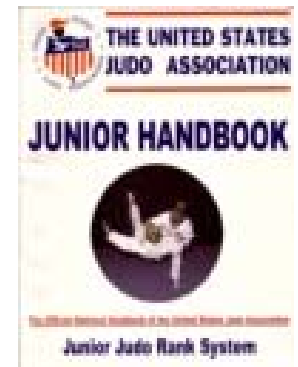
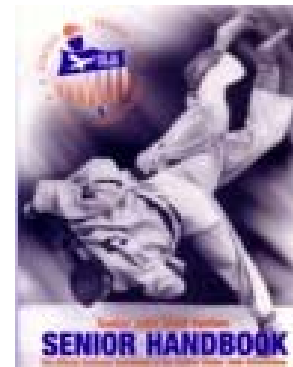
I state that I am the parent/legal guardian of _____ (the Applicant), a minor. I agree to indemnify and hold harmless the USJA for any expenses incurred, claims made, or liabilities assessed against them as a result of any injury, death, or insufficiency of legal capacity. I consent to the Applicant's becoming a member of USJA & participating in Judo practices, clinics, & events sanctioned or sponsored by USJA.

PARENT/LEGAL GUARDIAN SIGNATURE (Parent/Legal Guardian signature required if Applicant under 18) **PRINTED NAME** **DATE**

*** RELEASE MUST BE SIGNED FOR THIS APPLICATION TO BE VALID • MAKE A COPY FOR YOUR RECORDS ***
 Submit to Dojo or Mail to: USJA, 21 North Union Boulevard, Suite 200, Colorado Springs, CO 80909 • Phone: (877) 411-3409 • www.usja-judo.org

2009 Goals

- **Hold Fair & Well Run Election**
- **Finish Silk System Database project**
- **Bring Website In House (Blog idea)**
- **Complete Handbook Updates**





Building Friendships and Better People Through Judo