

Climbing Wall Association, Inc.

FINANCIAL STATEMENTS

As of December 31, 2008

Prepared by: MacRae Accounting, P.C.

MacRae Accounting, P.C.
Catherine MacRae, CPA
Post Office Box 4323
Boulder, Colorado 80306
tel: 303-440-5365 fax: 303-774-0832

To The Board of Directors of Climbing Wall Association, Inc.:

We have compiled the accompanying statement of financial position of Climbing Wall Association, Inc. as of December 31, 2008, and the related statement of activities, and the statement of cash flows for the twelve months then ended, in accordance with Statements on Standards for Accounting and Review Services issued by the American Institute of Certified Public Accountants.

A compilation is limited to presenting in the form of financial statements information that is the representation of management (owners). We have not audited or reviewed the accompanying financial statements and, accordingly, do not express an opinion or any other form of assurance on them. We are not independent with respect to Climbing Wall Association, Inc.

MacRae Accounting, P.C.
Boulder, Colorado
August 4, 2009

Climbing Wall Association, Inc.
Statement of Financial Position
December 31, 2008

	<u>Dec 31, 08</u>
ASSETS	
Current Assets	
Checking/Savings	
Key Bank	\$ 53,393
Total Checking/Savings	<u>53,393</u>
Accounts Receivable	
Accounts Receivable	7,076
Total Accounts Receivable	<u>7,076</u>
Total Current Assets	60,469
Fixed Assets	
Furniture, Fixtures, Equipment	7,516
Accumulated Depreciation	(7,037)
Total Fixed Assets	<u>479</u>
Other Assets	
Intangible	
Software	1,275
Accumulated Amortization	(1,275)
Total Intangible	<u>0</u>
Security Deposit - Office	600
Total Other Assets	<u>600</u>
TOTAL ASSETS	<u><u>\$ 61,548</u></u>

Climbing Wall Association, Inc.
Statement of Financial Position
December 31, 2008

	<u>Dec 31, 08</u>
LIABILITIES & EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Sales Tax Payable	\$ 24
Officer Commissions Accrued	956
Officer PTO Accrued	3,943
Payroll Liabilities	
Fed W/H, FICA, Med	3,058
FUTA	128
State W/H	532
SUTA	41
Total Payroll Liabilities	<u>3,759</u>
Total Other Current Liabilities	<u>8,681</u>
Total Current Liabilities	8,681
Long Term Liabilities	
Note Payable - Stratus Ins Svcs	17,100
Total Long Term Liabilities	<u>17,100</u>
Total Liabilities	\$ 25,781
NET ASSETS	
Unrestricted (Operating)	\$ 34,688
Net Investment in Furniture, Equipment, and Intangible Assets	1,079
Total Equity	<u>35,767</u>
TOTAL LIABILITIES & EQUITY	<u>\$ 61,548</u>

Climbing Wall Association, Inc.
Statement of Activities
For the Year Ended December 31, 2008

	<u>Jan - Dec 08</u>
Unrestricted Revenue	
Event Income	
Conferences Income	\$ 75,141
Event Refund	(5,069)
Total Event Income	<u>70,072</u>
Membership Accounts	
Membership Dues	108,980
Uncollectible Member Accounts	(12,400)
Total Membership Accounts	<u>96,580</u>
Publications Income	
Publications Sales	3,859
Shipping	1,057
Total Publications Income	<u>4,916</u>
Total Unrestricted Revenue	<u>171,568</u>
Expense	
Advertising & Marketing	663
Amortization	804
Bank & Merchant Fees	3,297
Computer & Software Exp	77
Depreciation	
Regular	295
Section 179	4,419
Dues, Fees, & Subscriptions	1,647
Equipment Rental and Maintenance	628
Event Operations	
Board Meetings	1,793
Conferences	16,767
Pre-conference Vendors	10,379
Health Insurance - Officer	2,958
Legal Fees	275
Meals & Entertainment	609
Office Expense	235
Other Miscellaneous Expenses	17
Outside Services	4,659
Payroll Expenses	
Employee Wages	10,774
Employee Benefits	1,044

Climbing Wall Association, Inc.
Statement of Activities
For the Year Ended December 31, 2008

	<u>Jan - Dec 08</u>
Officers Salary	56,483
Payroll Taxes	5,522
Payroll Processing	320
Postage and Delivery	2,812
Printing and Reproduction	1,764
Professional Development	
Staff	65
Professional Services fees	2,978
Rent	3,750
Supplies and Materials	2,556
Telecommunications	
Hosting	219
Internet	742
Telephone	1,802
Travel	
Transportation	1,721
Lodging	277
Food	284
	<u> </u>
Total Expense	\$ 142,636
	<u> </u>
Increase (Decrease) in Unrestricted Net Assets	\$ 28,932
	<u> </u>
Increase (Decrease) in Net Assets	28,932
Net Assets at Beginning of Year	6,835
Net Assets at End of Year	<u><u>\$ 35,767</u></u>

Climbing Wall Association, Inc.
Statement of Cash Flows
January through December 2008

	<u>Jan - Dec 08</u>
OPERATING ACTIVITIES	
Change in Net Assets	\$ 28,932
Adjustments to reconcile Change in Net Assets to net cash provided by operations:	
Accounts Receivable	(721)
Accounts payable	(79)
Sales Tax Payable	21
Officer Commissions Accrued	956
Officer PTO Accrued	1,044
Payroll Liabilities:Fed W/H, FICA, Med	1,641
Payroll Liabilities:FUTA	72
Payroll Liabilities:State W/H	65
Payroll Liabilities:SUTA	41
Net cash provided by Operating Activities	<u>31,971</u>
INVESTING ACTIVITIES	
Furniture, Fixtures, Equipment	(4,419)
Accumulated Depreciation	4,714
Intangible:Other Intangible Assets	157
Intangible:Software	140
Intangible:Accumulated Amortization	(212)
Security Deposit - Office	(600)
Net cash provided by Investing Activities	<u>(220)</u>
Net cash increase for period	31,751
Cash at beginning of period	<u>21,642</u>
Cash at end of period	<u><u>\$ 53,393</u></u>

Climbing Wall Association, Inc.
Journal
 January through December 2008

Type	Date	Num	Name	Memo	Account	Debit	Credit
General Journal	3/31/2008	3.1	Zimmermann, William J Zimmermann, William J	Adj to actual balance 1st Q 08: 135.5 hrsx\$21.63. Adj to actual balance 1st Q 08: 135.5 hrsx\$21.63.	Officer PTO Accru... Employee Benefits		32.45
						32.45	32.45
General Journal	6/30/2008	6.1	Zimmermann, William J Zimmermann, William J	Adj to actual balance 2nd Q 08: 161 hrs x \$24.04. Adj to actual balance 2nd Q 08: 161 hrs x \$24.04.	Officer PTO Accru... Employee Benefits		939.32
						939.32	939.32
General Journal	6/30/2008	6.2		Reclass membership refunds. Reclass membership refunds.	Membership Dues Event Refund		350.00
						350.00	350.00
General Journal	9/30/2008	9.1	Zimmermann, William J Zimmermann, William J	Adj to actual balance 3rd Q 08: 151.25 hrs x \$24.04. Adj to actual balance 3rd Q 08: 151.25 hrs x \$24.04.	Officer PTO Accru... Employee Benefits		234.14
						234.14	234.14
General Journal	12/31/2008	12.1	Colorado Department of R... Colorado Department of R...	Sales Tax Adjustment Sales Tax Adjustment	Sales Tax Payable Other Miscellaneo...		16.87
						16.87	16.87
General Journal	12/31/2008	12.2	Zimmermann, William J Zimmermann, William J Zimmermann, William J Zimmermann, William J	Commissions due for 4th Q. Commissions due for 4th Q. PR taxes accrued on commissions due for 4th Q. PR taxes accrued on commissions due for 4th Q.	Officer Commissio... Officers Salary Payroll Taxes Fed W/H, FICA, M...		955.82
						1,035.00 79.18	158.36
						1,114.18	1,114.18
General Journal	12/31/2008	12.3	Zimmermann, William J Zimmermann, William J	Adj to actual balance 4th Q 08: 164 hrs x \$24.04. Adj to actual balance 4th Q 08: 164 hrs x \$24.04.	Officer PTO Accru... Employee Benefits		306.51
						306.51	306.51
General Journal	12/31/2008	12.4		Rcrd asset dispositions. Retire: QuickBooks Premier 2005 Retire: MS Office 3/4/05 Expired: HP 3Yr ADPS SVC Laptop -- Service Agreem...	Accumulated Amo... Software Software Other Intangible A...		1,015.97
							430.76 428.14 157.07
						1,015.97	1,015.97
General Journal	12/31/2008	12.5		Rcrd CY amort & deprec. Rcrd CY amort & deprec. Rcrd CY amort & deprec. Rcrd CY amort & deprec. Rcrd CY amort & deprec.	Amortization Accumulated Amo... Regular Section 179 Accumulated Depr...		803.80
							803.80
						295.25 4,419.02	4,714.27
						5,518.07	5,518.07
TOTAL						9,527.51	9,527.51

2008

Open to Public Inspection

Form **990-EZ**

Short Form Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code
(except black lung benefit trust or private foundation)

▶ Sponsoring organizations of donor advised funds and controlling organizations as defined in section 512(b)(13) must file Form 990. All other organizations with gross receipts less than \$1,000,000 and total assets less than \$2,500,000 at the end of the year may use this form.
▶ The organization may have to use a copy of this return to satisfy state reporting requirements.

Department of the Treasury
Internal Revenue Service

A For the 2008 calendar year, or tax year beginning , 2008, and ending , 20

B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Termination <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	Please use IRS label or print or type. See Specific Instructions.	C Name of organization CLIMBING WALL ASSOCIATION INC	D Employer identification number 86 1063819
		Number and street (or P.O. box, if mail is not delivered to street address) Room/suite 1460 LEE HILL RD 2	E Telephone number (720) 838-8284
		City or town, state or country, and ZIP + 4 BOULDER CO 80304-0870	F Group Exemption Number . . . ▶

• Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

G Accounting method: Cash Accrual
Other (specify) ▶

I Website: ▶ www.climbingwallindustry.org

H Check if the organization is not required to attach Schedule B (Form 990, 990-EZ, or 990-PF).

J Organization type (check only one) -- 501(c) (6) ◀ (insert no.) 4947(a)(1) or 527

K Check if the organization is not a section 509(a)(3) supporting organization and its gross receipts are normally not more than \$25,000. A return is not required, but if the organization chooses to file a return, be sure to file a complete return.

L Add lines 5b, 6b, and 7b, to line 9 to determine gross receipts; if \$1,000,000 or more, file Form 990 instead of Form 990-EZ ▶ \$ 171,568

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See the instructions for Part I.)

		1	2	3	4	5a	5b	5c	6a	6b	6c	7a	7b	7c	8	9		
Revenue	1	Contributions, gifts, grants, and similar amounts received						0									0	
	2	Program service revenue including government fees and contracts						74,988										
	3	Membership dues and assessments						96,580										
	4	Investment income						0										
	5a	Gross amount from sale of assets other than inventory					0											
	b	Less: cost or other basis and sales expenses					0											
	c	Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a) (attach schedule)							0									
	6	Special events and activities (complete applicable parts of Schedule G). If any amount is from gaming, check here <input type="checkbox"/>																
	a	Gross revenue (not including \$ 0 of contributions reported on line 1)					0											
	b	Less: direct expenses other than fundraising expenses					0											
c	Net income or (loss) from special events and activities (Subtract line 6b from line 6a)							0										
7a	Gross sales of inventory, less returns and allowances					0												
b	Less: cost of goods sold					0												
c	Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)							0										
8	Other revenue (describe ▶)							0										
9	Total revenue. Add lines 1, 2, 3, 4, 5c, 6c, 7c, and 8.							171,568										
Expenses	10	Grants and similar amounts paid (attach schedule)						0										
	11	Benefits paid to or for members						0										
	12	Salaries, other compensation, and employee benefits						71,258										
	13	Professional fees and other payments to independent contractors						8,232										
	14	Occupancy, rent, utilities, and maintenance						6,513										
	15	Printing, publications, postage, and shipping						5,867										
	16	Other expenses (describe ▶ See Statement 1)						50,766										
17	Total expenses. Add lines 10 through 16							142,636										
Net Assets	18	Excess or (deficit) for the year (Subtract line 17 from line 9)						28,932										
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)						6,835										
	20	Other changes in net assets or fund balances (attach explanation)																
	21	Net assets or fund balances at end of year. Combine lines 18 through 20							35,767									

Part II Balance Sheets. If Total assets on line 25, column (B) are \$2,500,000 or more, file Form 990 instead of Form 990-EZ.

(See the instructions for Part II.)

		(A) Beginning of year	(B) End of year
22	Cash, savings, and investments	21,641	53,393
23	Land and buildings		
24	Other assets (describe ▶ Accounts Receivable, FF&E, Software, Rent Deposit)	7,214	8,155
25	Total assets	28,855	61,548
26	Total liabilities (describe ▶ See Statement 2)	22,020	25,781
27	Net assets or fund balances (line 27 of column (B) must agree with line 21)	6,835	35,767

Part V Other Information (Note the statement requirements in the instructions for Part VI.)

		Yes	No
33	Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a detailed description of each activity		✓
34	Were any changes made to the organizing or governing documents but not reported to the IRS? If "Yes," attach a conformed copy of the changes		✓
35	If the organization had income from business activities, such as those reported on lines 2, 6a, and 7a (among others), but not reported on Form 990-T, attach a statement explaining your reason for not reporting the income on Form 990-T.		
35a	a Did the organization have unrelated business gross income of \$1,000 or more or section 6033(e) notice, reporting, and proxy tax requirements?		✓
35b	b If "Yes," has it filed a tax return on Form 990-T for this year?		✓
36	Was there a liquidation, dissolution, termination, or substantial contraction during the year? If "Yes," complete applicable parts of Schedule N		✓
37a	Enter amount of political expenditures, direct or indirect, as described in the instructions. ▶ 37a		
37b	b Did the organization file Form 1120-POL for this year?		✓
38a	38a Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee or were any such loans made in a prior year and still unpaid at the start of the period covered by this return?		✓
38b	b If "Yes," complete Schedule L, Part II and enter the total amount involved ▶ 38b		
39	39 Section 501(c)(7) organizations. Enter:		
39a	a Initiation fees and capital contributions included on line 9	N/A	
39b	b Gross receipts, included on line 9, for public use of club facilities	N/A	
40a	40a Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 ▶ <u>N/A</u> ; section 4912 ▶ <u>N/A</u> ; section 4955 ▶ <u>N/A</u>		
40b	b Section 501(c)(3) and (4) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If "Yes," complete Schedule L, Part I		N/A
40c	c Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ▶ <u>N/A</u>		
40d	d Enter amount of tax on line 40c reimbursed by the organization ▶ <u>N/A</u>		
40e	e All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T.		✓
41	41 List the states with which a copy of this return is filed. ▶ <u>N/A</u>		
42a	42a The books are in care of ▶ <u>WILLIAM ZIMMERMANN</u> Telephone no. ▶ <u>(720) 838-8284</u> Located at ▶ <u>1460 LEE HILL RD UNIT 2, BOULDER CO</u> ZIP + 4 ▶ <u>80304-0870</u>		
42b	b At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country: ▶ _____ See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		✓
42c	c At any time during the calendar year, did the organization maintain an office outside of the U.S.? If "Yes," enter the name of the foreign country: ▶ _____		✓
43	43 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041 —Check here and enter the amount of tax-exempt interest received or accrued during the tax year ▶ <u>43</u> <input checked="" type="checkbox"/>		
44	44 Did the organization maintain any donor advised funds? If "Yes," Form 990 must be completed instead of Form 990-EZ		✓
45	45 Is any related organization a controlled entity of the organization within the meaning of section 512(b)(13)? If "Yes," Form 990 must be completed instead of Form 990-EZ		✓

Part VI Section 501(c)(3) organizations only. All section 501(c)(3) organizations must answer questions 46-49 and complete the tables for lines 50 and 51.

- 46 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I **46**

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>
- 47 Did the organization engage in lobbying activities? If "Yes," complete Schedule C, Part II **47**

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>
- 48 Is the organization operating a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E **48**

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>
- 49a Did the organization make any transfers to an exempt non-charitable related organization? **49a**

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>
- b** If "Yes," was the related organization(s) a section 527 organization? **49b**

Yes	No
<input type="checkbox"/>	<input type="checkbox"/>
- 50 Complete this table for the five highest compensated employees (other than officers, directors, trustees and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and address of each employee paid more than \$100,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
Total number of other employees paid over \$100,000 ▶				

51 Complete this table for the five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and address of each independent contractor paid more than \$100,000	(b) Type of service	(c) Compensation
Total number of other independent contractors each receiving over \$100,000 . . . ▶		

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here

Signature of officer: _____ Date: _____

Type or print name and title: _____

Paid Preparer's Use Only	Preparer's signature <i>Catherine MacRae, CPA</i>	Date 8/4/09	Check if self-employed <input type="checkbox"/>	Preparer's Identifying Number (See instructions) 003-52-9705
	Firm's name (or yours if self-employed), address, and ZIP + 4 MACRAE ACCOUNTING PC PO BOX 4323, BOULDER CO 80306-4323	EIN 84-1612506	Phone no. (303) 440-5365	

May the IRS discuss this return with the preparer shown above? See instructions **Yes** **No**

Form **990-EZ** (2008)

Climbing Wall Association Inc**EIN 86-1063819****Form 990-EZ, Part I, Line 16, Other Expenses:**

Amortization	804
Bank & Merchant Fees	3,297
Computer & Software Expense	77
Asset Depreciation	4,714
Dues, Fees, & Subscriptions	1,648
Event Operations	28,940
Meals & Entertainment	609
Office Expense	252
Payroll Taxes	5,522
Professional Development - Staff	65
Supplies and Materials	2,556
Travel - Transportation, Food, Lodging	<u>2,282</u>
TOTAL	<u>50,766</u>

Climbing Wall Association Inc

EIN 86-1063819

Form 990-EZ, Part II, Line 26, Balance Sheet-Liabilities:

Liabilities

Current Liabilities

Sales Tax Payable	24
Officer Commissions Accrued	956
Officer PTO Accrued	3,943
Payroll Liabilities	
Fed W/H, FICA, Med	3,058
FUTA	128
State W/H	532
SUTA	<u>41</u>
Total Payroll Liabilities	<u>3,759</u>

Total Current Liabilities 8,681

Long Term Liabilities

Note Payable - Insurance Contract 17,100Total Liabilities 25,781

Climbing Wall Association Inc

EIN 86-1063819

Form 990-EZ, Part III, Line 31 –STATEMENT OF PROGRAM ACCOMPLISHMENTS, Other program services:

Publication - a risk management resource, representing the consensus practices of climbing wall operators throughout North America. The purpose of the Industry Practices is to raise awareness of standard climbing operations, practices, and techniques for those operating recreational climbing walls.

Climbing Wall Association Inc

EIN 86-1063819

Form 990-EZ, Part III, Relationship of Activities to the Accomplishment of Exempt Purposes:**CWA Strategic Plan – 2006-2011****I. Strategic Intent – Member Development**

Develop CWA membership to enable the organization to be self-sufficient. Develop a compelling set of member benefits. Broaden efforts to identify new member segments within the scope of CWA's vision and mission, and attract and recruit new members. Maintain efforts to retain existing members.

Major Member development Goals

- 1.0 Communicate with CWA members on a regular basis and inform members about new and existing CWA initiatives and projects.
- 2.0 Expand efforts to create a "CWA community" – both actual and virtual through events, meetings, educational offerings, and via cost effective technology.
- 3.0 Increase the level of constructive member participation and involvement in the CWA.
- 4.0 Expand and diversify CWA member benefits program through improved benefits for all members and targeted delivery of services designed to meet the needs of specific member segments, including new members.
- 5.0 Identify new constituencies for CWA membership and recruit those constituencies.
- 6.0 Increase CWA membership to 275 organizational members.

II. Strategic Intent – Identity/Branding

The intent is to establish the CWA as a well-known, recognized, and reputable organization in the North American climbing community and with the public. Increase recognition of the CWA, and continue to differentiate the CWA from preceding organizations. Position the CWA as the primary source of information regarding risk management, insurance, education and standards for the climbing wall industry and the public. Define, promote, and deliver functional, tangible, features and benefits to our members, and the public, that promote competence in practice, quality in products and services, and a positive image for the manufactured climbing wall industry.

Major Identity/Branding Goals

- 1.0 Communicate the new CWA brand to our members.
- 2.0 Connect the CWA with the public at large, positioning the CWA as the first stop resource on issues related to manufactured wall climbing.
- 3.0 Develop a PR campaign promoting the sport of indoor climbing.
- 4.0 Develop referral mechanisms to connect our members with the public.

III. Strategic Intent – Standards Development

The intention is for the CWA to be the leader in standards development for the manufactured climbing wall industry. The CWA will develop widely-adopted, consensus-based standards, with a high degree of cooperation with other standard setting organizations. The CWA will advocate for the adoption of sound standards and will promote the interoperability of standards by working with national and international standard setting organizations such as ANSI. The CWA will develop and implement both engineering standards for the construction of manufactured climbing structures, and practice standards for the management and operation of manufactured climbing structures.

Major Standards Development Goals

- 1.0 Publish design and engineering standards for manufactured climbing structures.

- 2.0 Revise operations standards for manufactures climbing structures periodically (Industry Practices)
- 3.0 Develop and maintain a research and development capacity for matters pertaining to standards development.
- 4.0 Develop, and publish „white papers“ or research on topics pertinent to areas of current or future standards development.

IV. Strategic Intent — Government Affairs/Public Policy

The CWA’s intention is to protect and expand the recreational use of climbing facilities in North America. The CWA will attempt to influence government actions, policy development, and legislation to achieve either neutral or positive outcomes for the industry. By marshalling the industry’s resources, involving industry members, maintaining reliable relationships, and using effective advocacy techniques; the CWA can position itself to effectively represent the manufactured climbing wall industry. CWA will employ an effective issues management process to that will focus its resources on advocacy at the state and, to certain extent, federal levels. Advocacy on the state level will attempt to achieve the best results for CWA membership.

Major Government Affairs/Public Policy Goals

- 1.0 Increase opportunities for recreational climbing and expand access to recreational climbing facilities.
- 2.0 Promote a unified position on behalf of the industry regarding public policy matters that affect the industry.
- 3.0 Improve CWA’s effectiveness in advocating for the industry and influencing policymakers to support the recreational use of climbing facilities.
- 4.0 Support sound national legislative initiatives, in keeping with CWA’s mission, that promote or expand funding for health and physical education, sports participation, and recreation.
- 5.0 Strengthen CWA’s capacity for legal challenges and litigation to achieve timely, fair, and efficient adjudications and reasonable interpretations and application of the law.
- 6.0 Enhance and broaden CWA’s capacity to form and work within coalitions that address our public policy goals.
- 7.0 Oppose state efforts to regulate recreational climbing facilities under amusement licensing statutes.
- 8.0 Promote prudent, cost-effective policies and regulations, where necessary, that support CWA standards.

V. Publications/Communications/Information Systems Development

The development, organization, and distribution of information pertaining to the industry is vital to its continued growth and success. The intention is to develop CWA into the central source of information and communication regarding the manufactured climbing wall industry – to become the industry’s „information broker“. The CWA will identify information of interest to members and the public and will determine cost-effective ways to distribute this information.

Major Publications/Communications/information Systems Goals

- 1.0 Identify member expertise that addresses the interests of others in the organization, and develop member expertise to generate and distribute usable information.
- 2.0 Commission, develop, publish and/or distribute pertinent information via print publications, web sites, conferences, educational offerings, other organizations, and the media.
- 3.0 Support research efforts and activities that support the industry and CWA standards.
- 4.0 Develop networks to allow the exchange of information via communications technology.
- 5.0 Act as a referral service for qualified vendors and/or a repository of information regarding members’ activities and capabilities.

VI. Strategic Intent – Program Development

The CWA's intention is to define and develop programs of interest to our members and to the general public that promote responsible recreational use of manufactured climbing facilities. CWA programs will be focused on the professional development of members and the improvement climbing related knowledge and information.

Major Program Development Goals

- 1.0 Establish CWA as a comprehensive provider, or sponsor, of continuing professional education and training.
- 2.0 Develop and expand the ClimbSmart! Program as a national public awareness and education campaign to promote responsible, informed participation in climbing sports.
- 3.0 Develop symposia and workshops on important topics and issues important to our members.
- 4.0 Provide and/or facilitate consultation by CWA members for the membership or the public.

VII. Strategic Intent – CWA Conference and Events

The CWA's intention is to develop and promote a constructive and collegial community within the manufactured climbing wall industry. Community building can best be done face-to-face. The conference will bring together a critical mass of members to discuss industry wide concerns and initiatives, promote information sharing, and improve opportunities networking. The conference will offer an opportunity to conduct CWA business cost effectively; and will provide opportunities for member training, education, and professional development

Major CWA Conference and Events Goals

- 1.0 Sponsor and promote cost-effective regional and national membership meetings.
- 2.0 Develop a CWA Annual Conference to facilitate member growth, member involvement, ongoing professional education, and information sharing.
- 3.0 Promote the CWA Annual Conference as a nation-wide conference.
- 4.0 Convene special events to address topics deemed important to the organizations' constituencies.

Climbing Wall Association Inc

EIN 86-1063819

Form 990-EZ, Part V, Line 35 - If the organization had income from business activities, such as those reported on lines 2, 6a, and 7a (among others), but **not** reported on Form 990-T, attach a statement explaining your reason for not reporting the income on Form 990-T:

Program Service revenue reported on Part I, Line 2 does not include any Unrelated trade or business income—i.e. gross income derived from any trade or business (defined below^{***}) that is regularly carried on, and not substantially related to, the organization's exempt purpose or function (aside from the organization's need for income or funds or the use it makes of the profits).

A portion of CWA's revenue is derived from its annual convention. However an unrelated trade or business does not include a trade or business:That consists of qualified convention or trade show activities regularly conducted by a section 501(c)(3), (4), (5), or (6) organization as one of its substantial exempt purposes (see section 513(d)(3) for the meaning of qualified convention and trade show activities)...

*****Trade or business.** A trade or business is any activity carried on for the production of income from selling goods or performing services. An activity does not lose its identity as a trade or business merely because it is carried on within a larger group of similar activities that may or may not be related to the exempt purpose of the organization. If, however, an activity carried on for profit is an unrelated trade or business, no part of it can be excluded from this classification merely because it does not result in profit.