Annual report data as of December 31, 2021.
**BOARD OF DIRECTORS**

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Ron Utterback – Retired VP, Missouri Farm Association  
Jon Ziinnel - Conservation & Youth Shooting Sports Program Manager, Federal Premium CCI, Hevi-Shot & Remington Ammunition

Dick Leeper  
President
We help communities and organizations raise funds to support their high school, college, and other youth shooting teams and activities. We also manage a variety of special purpose endowed funds for the support and advancement of youth shooting sports.

To expand, enhance, and perpetuate youth shooting sports activities to help young people improve their confidence, discipline, and leadership skills through shooting sports education.

Larry & Brenda Potterfield

The MidwayUSA Foundation was established in 2007 to provide sustainable funding to youth shooting sports teams across the nation. Shooting teams provide wonderful opportunities for students to make friends, to develop confidence, and learn discipline and leadership skills, just like other sports. However, most schools provide little or no funding for shooting teams. Founders Larry and Brenda Potterfield, owners of MidwayUSA, had the vision to offer youth interested in shooting sports the same opportunities as those in more traditional team sports.

Today, MidwayUSA Foundation uses a variety of programs to help fund youth shooting sports. The Team Endowment Program is the main focus, which supports about 2,800 participating youth shooting teams. Each shooting team has its own earmarked endowment to grow through donations and fundraisers. Every year, teams are eligible to receive 5% of their balance through a cash grant. This grant provides funds for the burdensome expenses every shooting team incurs. MidwayUSA Foundation is changing the future of youth shooting sports.

Endowment Programs

- Team
- Donor-Designated
- Agency
- Coach Training
- Foundation Forever
- Range Development
- Donor-Advised Funds
The Team Endowment Program gives a community the ability to financially support a competitive youth shooting sports team. Every high school or college team has endless opportunities to grow their endowment. MidwayUSA Foundation offers a donation match, product grants to be utilized in community fundraisers, and additional incentives that award engaged teams with additional endowment dollars. The endowment funds are also invested to provide additional growth through market performance.

### TEAM ENDOWMENT PROGRAM

The Team Endowment Program gives a community the ability to financially support a competitive youth shooting sports team. Every high school or college team has endless opportunities to grow their endowment. MidwayUSA Foundation offers a donation match, product grants to be utilized in community fundraisers, and additional incentives that award engaged teams with additional endowment dollars. The endowment funds are also invested to provide additional growth through market performance.

### Total Team Endowment Balance

$167.8 Million

### Average Team Endowment Balance

$60,459

### Top 10 Team Endowments

<table>
<thead>
<tr>
<th>Rank</th>
<th>Team Name</th>
<th>Endowment Balance</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Massachusetts Shooters Foundation Junior Programs [MA]</td>
<td>$2,001,239</td>
</tr>
<tr>
<td>2.</td>
<td>The X Count [IN]</td>
<td>$1,800,765</td>
</tr>
<tr>
<td>3.</td>
<td>Murray State University Rifle Team [KY]</td>
<td>$1,193,565</td>
</tr>
<tr>
<td>4.</td>
<td>Wyoming State 4-H Foundation [WY]</td>
<td>$1,161,968</td>
</tr>
<tr>
<td>5.</td>
<td>Burlington High School Demons [WI]</td>
<td>$1,134,869</td>
</tr>
<tr>
<td>6.</td>
<td>Rio Salado Target Terminators [AZ]</td>
<td>$931,642</td>
</tr>
<tr>
<td>7.</td>
<td>Carroll County Shooting Sports [IA]</td>
<td>$930,031</td>
</tr>
<tr>
<td>8.</td>
<td>Gaston Young Guns [NC]</td>
<td>$916,765</td>
</tr>
<tr>
<td>9.</td>
<td>Buckeye Outdoor Youth Education &amp; Shooting Center, Inc. [OH]</td>
<td>$869,847</td>
</tr>
<tr>
<td>10.</td>
<td>Lindenwood University [MO]</td>
<td>$826,322</td>
</tr>
</tbody>
</table>

Supporting high school & college teams of all shooting disciplines.
Our only advice to other shooting teams is if you haven’t started an endowment, start one. Request a fundraising product or two and hold a raffle. Hold the raffle separately or have it in conjunction with an existing fundraiser. People will be asking you to get tickets or spend additional funds for the opportunity to win one of these great products. Send the funds in and get the matching funds!

Steve Mack, Wyoming State 4-H Foundation Director

Wyoming State 4-H Foundation raised over $60,000 last year for their team endowment. How did they achieve this feat? Well, when they created their MidwayUSA Foundation Endowment, they decided to make it the focal point of their fundraising efforts. They wanted to focus on growing their account because of the matching dollars offered and because the endowment gave them a direction to invest in their future. Wyoming 4-H’s primary fundraising method they’ve used to grow their endowment is MidwayUSA Foundation’s Product Grant Program or fundraising products. They also highly recommend other shooting teams and organizations to take advantage of this program.

Mack continued to mention that the matching funds available to teams are a high selling point to community members interested in supporting your team. The match creates pride within donors, which makes each one of them feel that they are making a large impact on their favorite shooting team. Growing the endowment has substantially helped Wyoming 4-H by providing more opportunities to practice and compete. They have also started sending a Wyoming delegation to the National 4-H shooting sports event in all of the disciplines as a result of their annual cash grant. The overall experience at the Wyoming 4-H State Shoot has benefited too, with the organization able to keep the registration fee at an affordable price.
The MidwayUSA Foundation offers annual cash grants to participating Teams, Agencies, and Donor Designated accounts of 5% of their endowment balance to pay for operating expenses. Since the Foundation's inception, we have given $37 million in cash grants to shooting teams and organizations, with $7 million disbursed in 2021.

The MidwayUSA Foundation also offers product grants that help participating teams and agencies grow their endowments through fundraisers. Since 2012, when fundraising items were first offered, the Foundation has provided over $8.1 million worth of products for teams to use in their successful fundraising initiatives.

"Through competitive sport these students are not only able to advance their skills and compete, but they are also able to learn valuable life skills all while staying involved at the University and connecting with their peers."
- Jeremy Battes: Director, Mason Young: Shotgun Sports

"The MidwayUSA Foundation has been amazing with all the advice and product grants that we’ve been able to use to grow our endowment. I would encourage every team to watch their webinars and engage with the tools they offer."
- Marvin Allsop, Bitterroot Blasters [MT]
The Buckeye Chippewa Youth Shooting Sports Team at the Buckeye Outdoor Youth Education & Shooting Center is an excellent fundraising team. Located in Copley, Ohio about 30 minutes outside Akron this team fundraises year-round to actively grow their Team Endowment. Their largest fundraiser is an annual Dinner & Reverse Raffle held in the spring. They sell approximately 250 tickets for this event. The raffle format for this dinner uses a mainboard ticket and optional sideboard tickets. Additionally, they hold gun raffles, a 50/50 raffle, basket raffles, live auctions as well as silent auctions during this event! The Buckeye's further support their youth shooting program by operating their shooting center, Copley Trap Range, with volunteers and having a portion of profits benefit the youth program. Plus, the team has a monthly raffle at the range. It's safe to say that the Buckeye Outdoor Youth Education & Shooting Center knows how to fundraise!

About the Copley Trap Range: The range is both a youth and family-oriented range. They have 3 trap fields, PAT trap machines with Canterbury voice releases, and throw ATA legal White Flyer targets! They are members of Ohio State Trapshooting Association (OSTA), Amateur Trapshooting Association (ATA), National Shooting Sports Foundation (NSSF), and the National Rifle Association (NRA). The range is open year-round to the public and hosts many youth shooting events.
Agency Endowments are held for other public charities with a youth shooting mission that the Foundation believes are strategically important to the future of youth shooting sports.

- ACUI Clay Target Fund
- Alabama YESS
- Alaska SCTP
- American Shooting Sports Alliance
- Arkansas Game & Fish Foundation
- CA YESS
- Central Illinois Precision Shooting
- Florida YESS
- Georgia Youth Shooting Sports Foundation, Inc.
- Green Valley YSSF
- Hancock YESS
- Idaho SCTP
- Indiana Youth Shooting Sports Foundation
- Iowa SCTP
- Kansas YESS
- Michigan SCTP
- Mike Borg Legacy Endowment
- Minnesota Youth Shooting Sports Foundation
- Minnesota Youth Shotgun Association
- Mississippi YESS
- Missouri Youth Shooting Sports Alliance
- Montana SCTP
- Nebraska YSSF
- New England International Jr. Shooting Sports
- New Mexico YESS
- North Carolina YESS
- Oregon SCTP
- PA Youth Shooting Assoc., Inc.
- Palmyra Sportsmen’s Assoc., Inc.
- Scholastic Action Shooting Program
- Scholastic Clay Target Program
- Scholastic Shooting Sports Foundation
- Silver State Youth Shooting Program
- Southern Illinois Youth Sport Shooting Association
- South Carolina SCTP
- South Carolina Youth Shooting Foundation
- South Dakota YESS
- Student Air Rifle Program
- Tennessee Wildlife Resources Foundation
- Texas State Rifle Assoc. Foundation
- Texas YESS
- The Youth Target Foundation
- TRISTARR YESS
- USA YESS
- Utah YESS
- Virginia State Fund
- Virginia Youth Sports Association
- WA YESS
- Wisconsin SCTP Foundation
- Youth Shooting Sports Alliance

Donor Designated Endowments provide multi-purpose partners with long term financial support for their youth education programs and youth initiatives.

- Amateur Trapshooting Association Fund
- Arkansas State Trap Federation
- Cameron County Outdoor Youth Fund
- Cresco Wildlife Club
- DuckHorn Outdoors Adventures Fund
- Houston Safari Club Foundation
- Missouri 4-H Foundation
- Missouri State Skeet Association
- Nebraska Trapshooting Association Youth Fund
- North Dakota Shooting Sports Association
- Ohio State Trapshooting Foundation
- Outdoors Tomorrow Foundation
- PA State Shotgunning Association
- PF & QF Shooting Sports Fund
- PR&PA Youth Shooting Sports Fund
- Revere’s Riders
- USA Shooting Youth Programs
- Virginia Trapshooting Hall of Fame Youth Fund
- Wild Sheep Foundation
SPECIAL PURPOSE ENDOWMENTS

To further enhance and expand youth shooting sports activities, the MidwayUSA Foundation has created unique endowments to fill additional needs of the industry.

COACH TRAINING ENDOWMENT

Qualified coaches are an integral piece to the expansion of youth shooting sports. The intent of the Coach Training Grants is to develop coaches that can assist youth shooters behind and on the firing line. Grant funds must be utilized to provide coaches with basic or advanced-level certifications. This can include skills training, shooting clinics, train-the-trainer, or other training.

RANGE DEVELOPMENT ENDOWMENT

As coaches are critical to youth shooting sports, so too is a place to shoot. The Range Development Endowment is meant to help fill that need by encouraging existing ranges to allow for more youth-oriented shooting activities through improvements or expansions.

FOUNDATION FOREVER ENDOWMENT

We are able to allot 100% of each donation to the intended endowment because we fund our operating costs separately. Donations to the Foundation Forever Endowment (FFE) go directly to funding future Foundation operating costs, from salaries to logistics. The intent of the FFE is to fund the Foundation in perpetuity, just like the team endowments.

DONOR-ADVISED FUNDS

A Donor-Advised Fund (DAF) allows a donor or organization to create their own endowment and advise the Foundation where they would like the annual cash grant to go. The flexibility of a DAF is a tremendous advantage for individuals who want to make a charitable donation(s) yet remain actively involved in the annual grant process and the resulting impact of their generosity. The DAF grant can go to one team, multiple teams, a region of teams, or a specific discipline and each year the designee(s) can be changed, if desired.
# Statement of Financial Position

**As of December 31, 2021 & 2020 (Pre-Audit)**

## Assets

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; Cash Equivalents</td>
<td>$16,921,521</td>
<td>$17,445,585</td>
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<tr>
<td>Investments</td>
<td>$236,473,586</td>
<td>$168,417,275</td>
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<tr>
<td>Accrued Interest Receivable</td>
<td>$82,689</td>
<td>$52,006</td>
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<td>Prepaid Expenses</td>
<td>$541,606</td>
<td>$179,763</td>
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<td>Fixed Assets</td>
<td>$7,857,629</td>
<td>$8,005,665</td>
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<td><strong>Total Assets</strong></td>
<td>$261,877,031</td>
<td>$194,100,293</td>
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## Liabilities & Net Assets

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<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Liabilities</td>
<td>$183,834</td>
<td>$172,610</td>
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<tr>
<td>Net Assets</td>
<td>$261,693,196</td>
<td>$193,927,683</td>
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<tr>
<td><strong>Total Liabilities &amp; Net Assets</strong></td>
<td>$261,877,031</td>
<td>$194,100,293</td>
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</tbody>
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## Statement of Activities

**For Years Ending December 31, 2021 & 2020**

## Revenues

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions &amp; Fundraising</td>
<td>$41,861,808</td>
<td>$22,367,710</td>
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<tr>
<td>Net Investment Return (loss)</td>
<td>$35,790,440</td>
<td>$12,010,333</td>
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<tr>
<td>Other</td>
<td>$609,623</td>
<td>$1,092</td>
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<tr>
<td><strong>Total Revenue</strong></td>
<td>$78,261,871</td>
<td>$34,379,135</td>
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## Expenses

<table>
<thead>
<tr>
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<th>2021</th>
<th>2020</th>
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<tbody>
<tr>
<td>Program Services</td>
<td>$9,332,680</td>
<td>$7,621,439</td>
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<tr>
<td>Fundraising</td>
<td>$528,366</td>
<td>$360,820</td>
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<tr>
<td>Management &amp; General Office</td>
<td>$635,312</td>
<td>$525,711</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td>$10,496,357</td>
<td>$8,507,970</td>
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## Increase in Net Assets

<table>
<thead>
<tr>
<th></th>
<th>2021</th>
<th>2020</th>
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</thead>
<tbody>
<tr>
<td>$67,765,514</td>
<td>$25,871,165</td>
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<tr>
<td><strong>Net Assets, Beginning of Year</strong></td>
<td>$193,927,683</td>
<td>$168,056,517</td>
</tr>
<tr>
<td>$261,693,196</td>
<td>$193,927,683</td>
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</tbody>
</table>
Most of America’s youth want to be part of a team, something bigger than themselves, but often don’t have the opportunity to be part of a more ‘traditional’ sports team. Sometimes they desire to participate in a team sport that aligns with their passion or is more challenging on a personal level. Fortunately, the myriad of youth shooting sports teams across our country allow those young people to develop a competitive skill, join a team, and compete against their peers while learning social skills, leadership, sportsmanship, and the value of winning and losing. In addition to friendships, they develop confidence, discipline, respect, and character. They create a foundation to become successful young adults and productive citizens.

By donating or becoming a sponsor of the MidwayUSA Foundation you will ensure we positively change the future of youth shooting sports, together!