

WE

2012 ANNUAL REPORT

transforming lives | conserving wild places

ARE (THE)

MOUNTAINEERS

IT'S IN OUR DNA

We love the outdoors
We are driven to explore
We seek challenge
We never stop learning
We connect with nature
We have heart

We are a community built around a shared passion for the outdoors. For over 100 years individuals have come to The Mountaineers to learn how to be competent in the outdoors. Each finds people who share goals, passions and dreams. Each becomes part of a community.

And the community is better for it, because facing challenges teaches us about ourselves, makes us better people and drives us to make the world a better place.

We transform lives
We care for wild places
We give back
It's in our DNA

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FROM THE EXECUTIVE DIRECTOR MARTINIQUE GRIGG

What strikes me most in reviewing our achievements from the past year is passion. We are Mountaineers. We are passion-driven.

Passion for the outdoors inspires our volunteers to share their knowledge and expertise with members – young and old. Passion for achievement energizes our members to persevere through challenging conditions to reach outdoor goals. Passion for the mission motivates our board, leadership and staff to create partnerships and expand programs that advance The Mountaineers efforts to connect people to the outdoors and to steward public lands. It's a shared passion for the outdoors that connects us to each other and to the natural world.

In 2010, The Mountaineers committed to investing resources to develop programs that built on our core strengths of outdoor education, conservation and volunteerism. Generous support from members and donors and our rigorous commitment to fiscal responsibility have enabled The Mountaineers to make significant advances toward our strategic goals.

We set the bar high in 2012 and exceed expectations at year-end with an 80 percent growth in youth programs, 5,000 volunteer hours of on-the-ground public lands stewardship, and an expanded community of 1,000 volunteer leaders delivering 3,200 courses and activities. We also saw significant growth in contributions from individual donors and foundations as well as prominence in the outdoor community due to the success of our programs. The results have been nothing short of exceptional.

All of this set the stage for a strategic planning process which began in 2011 and resulted in Vision 2017, a five-year plan that was adopted by the board of directors in 2012, and one that set ambitious goals for our future.

The last couple of years have shown remarkable growth in programs targeted at getting young people outside and providing stewardship for our public lands. Through partnerships with youth-serving agencies, generous funding from individual donors and foundations, and the continued dedication of our volunteers, we will continue to focus on the future.

This report highlights The Mountaineers notable achievements in 2012. We hope you take pride in our successes as they would not have been possible without your generous support.

Thank you for your membership in The Mountaineers.

Martinique Grigg





BREAK- ING BARR- IERS



In his book *Everest: The West Ridge*, Tom Hornbein tells a story about a few of his teammates testing their climbing skills while bouldering at 16,000 feet.

Hornbein says, "Each rock puzzle was a test, though not in a mountaineering sense. The measure was more of the man than of his climbing ability. Though the performance of others might provide some yardstick, each man faced a solitary challenge. Whether you succeeded or failed on any given pitch, the revelation was in how you faced the challenge."

Outdoor experiences can be transformative - inspiring personal growth and a connection to the natural world. Through outdoor experiences, The Mountaineers provides its members the chance to face a challenge, develop a passion and learn skills that not only enable success in the mountains but also success in life.

Through our youth programs we're providing the opportunity for a new generation and a new demographic. And we're doing it uniquely, based on a foundation built more than 100 years ago.

INSPIRING THE NEXT GENERATION TO LOVE THE OUTDOORS

Connecting young people with the outdoors is critical not only to their health, but also to the health of our natural landscapes. Youth need the benefit of a healthy, active outdoor lifestyle and our landscapes need the protection of individuals with a strong connection to the outdoors. 90% of outdoor participants were introduced to the outdoors between the ages of 5 and 18.

Private support enabled us to expand the depth and breadth of youth programs in 2012. Mountain Workshops –outdoor experiences delivered by our volunteers in partnership with youth-serving agencies–have outpaced our own expectations and continue to grow. Thanks to generous donor support we dedicated a part-time staff member to Mountain Workshops to grow the program, accept additional requests for partnerships, and recruit volunteers. It resulted in more meaningful outdoor experiences for underserved youth.

Generous contributions also enabled us to offer MAP scholarships to agencies, schools and families to help defray Mountain Workshops fees and transportation costs.

YOUTH PROGRAMS:

- 80% growth in one year
- 2,340 outdoor experiences
- 6 weeks of summer day camp
- 2,600 volunteer hours
- 28 agency partnerships



Mountain Workshops
ages 6 - 16

Summer Day Camp
ages 6 - 12

Explorers
ages 10 - 13

Teen Venturing
ages 14 - 20



CAR- ING FOR WILD PLACES



Conservation is an important part of The Mountaineers history

The Mountaineers reputation as a conservation organization has been built on a 100-year history of establishing national and state parks and designated wilderness areas. As outdoor recreationists, Mountaineers today continue to build on this tradition by taking responsibility for protecting these places we love to recreate.

The Mountaineers uniquely balances access and conservation and has the opportunity to create conservationists by providing powerful outdoor experiences that enable people to gain a special connection to the place and the desire to protect it. Our courses foster stewardship and Leave No Trace ethics, practices that are rarely promoted in commercial courses or when people pick up a guidebook and go out on their own.

The Mountaineers environmental priorities:

- Environmental literacy
- Wilderness protection
- Low-impact recreation
- Accountable land management

STEWARDSHIP | EDUCATION | ADVOCACY

The Mountaineers conservation efforts focus on a suite of programs that translate our priorities into action with our membership and the broader outdoor community through our stewardship, education and advocacy initiatives.

Stewardship: giving back to the backcountry

- **50 volunteers dedicated over 355 hours** of labor during the first season of the Alpine Lakes Weed Watchers Program which trained and deployed volunteers to **survey 140 miles of backcountry trails** for invasive species in the Alpine Lakes Wilderness.
- **275 members volunteered 3,500 hours** at local trail work parties and for maintenance projects to the historic Pilchuck, Three Fingers, and Heybrook fire lookouts on the Mt. Baker-Snoqualmie National Forest.
- **Over 130 volunteers provided nearly 600 hours** to steward rock and alpine climbing destinations.
- **460 students volunteered on public lands** during one of a dozen Mountaineers courses with stewardship requirements, contributing over 3,600 hours of volunteer labor on state and federal lands in Washington State.

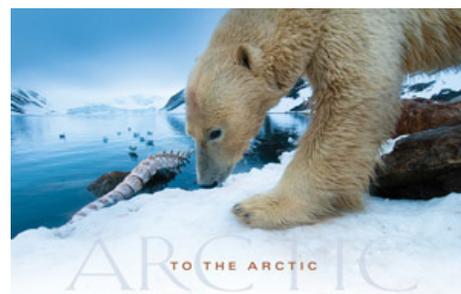
RECREATION IS THE PATHWAY TO CONSERVATION

Education: environmental literacy and outdoor ethics

- Our award-winning publications reach **millions of readers world-wide** with titles in print and digital formats and over 50,000 people through exhibits and presentations.
- *To The Arctic*, a companion book to the To The Arctic Imax movie won national acclaim with the 2012 Independent publisher award's **Book Most Likely to Save The Planet** and the 2012 Nautilus book award for photography.
- *On Arctic Ground* was distributed to members of Senate and the House of Representatives in October and **influenced the Secretary of the Interior's announcement and BLM's decision to avoid development** within many of the special areas identified in the conservation strategy for the National Petroleum Reserve.
- We connect Washington's recreating public to issues that matter through conservation content in *Mountaineer* magazine and *Currents* e-newsletter **sent to over 13,000 subscribers which represents a 155% increase** since its launch in 2010.
- We provided **nationally-recognized Leave No Trace Trainer Courses** for 30 outdoor leaders, guides and educators in the last year. We also conduct **the only teen trainer course in the country.**

Advocacy: creating a culture of outdoor citizenship

- As members of the Wild Olympics Campaign and supporters of the Alpine Lakes Additions bill, we are working to **support legislative efforts to establish 148,000 new acres of wilderness and designate 504 miles of Wild and Scenic Rivers.**
- Joining forces with a coalition of conservation and recreation allies, we rallied to **support the repair of the Suiattle River Road and the Index-Galena Roads**, both key access routes to backcountry and wilderness destinations.
- The Mountaineers is actively **participating in several public lands planning efforts**, including the Carbon River Corridor, the Okanogan-Wenatchee National Forest Plan Revision, the Department of Natural Resources' Snoqualmie Corridor Plan, and improving a National Recreation Area proposal for the Teanaway and Manastash regions.



TRANS- FORM- ING LIVES



VOLUNTEER-LED PASSION-DRIVEN

We all need people to help us find the way. Members come in search of mentors in the outdoors. They find much more. They encounter people from all walks of life with something powerful to pass on - a desire to share a passion for an activity and a love of the outdoors.

The spirit of volunteerism is a hallmark of The Mountaineers. Our tradition of volunteerism got its start in 1913. In fact, much of our success over the years can be attributed to volunteer involvement arising from the pioneer ethic of working together.

Our volunteers provide caring mentorship by helping members develop the skills they need, but also by modeling respect, responsibility, safety, and generosity. Many members in turn are motivated to give back to a community that inspires and values this level of commitment.

Volunteers serve at every level of the organization and are part of a lineage of Mountaineers who came before them. Many of whom had made significant contributions to the outdoor recreation and conservation communities. Many of whom developed standard practices of the day, wrote the book, pioneered new routes, and were the first to explore and protect wild places.

In 2012, over 1,000 volunteers led or instructed more than 3,200 courses and activities. The average volunteer spends 90 hours volunteering with The Mountaineers each year - across our entire volunteer base; this is the equivalent to just over 55 full-time employees.



CEBE WALLACE: Teaching and leading for The Mountaineers - especially in the Basic Alpine Climbing course - has been a major part of Cebe Warren's life. He joined in 1974 to take the Basic course after getting in over his head a few times on long, multi-day, off-trail solo hikes in the Olympics. He followed with the snowshoe course and leading snowshoe trips, then decided to take the Intermediate Climbing course because he wanted to lead climbs. A love for the alpine environment and instructing gets him outside, but Cebe says "for a certain subset of students, learning to climb opens a door to something that will be a major delight in their lives. Being the agent of that is about the most satisfying thing I've ever done with my life."



MIKE WARREN: A practicing real estate and business attorney by day, Mike Warren joined the Mountaineers almost 20 years ago to meet people who wanted to do outdoor activities. He graduated from the Basic Alpine Climbing course in 1996 and Intermediate Climbing a year later. In 1998, he began volunteering for a mentor group with Cebe Wallace, his neighbor on Bainbridge Island. He admits that "It was the volunteering requirement in the Intermediate course that got me started," but Mike is proud to have mentored 15 SIG or mentor groups 15 years later with Cebe Wallace whom Mike proudly refers to as "his mentor and the quintessential teacher."



DELING REN: Shortly after moving to Seattle to work for Microsoft, Deling Ren joined the Mountaineers in 2007 to take the Basic Alpine Climbing course and landed in the Warren/Wallace SIG. After graduating from "Basic" and enrolling in the Intermediate Climbing course two years later, he began his volunteer journey. Last year, Deling volunteered 140 hours by instructing and leading trips for Basic and Intermediate Climbing, and Navigation courses and for the Teen Adventure program. "I learned a ton in my first year with The Mountaineers. It took a lot of volunteer work to make that happen. I can only pay that forward."

BUILD- ING COMM- UNI- TY



Seattle Program Center

The Mountaineers Program Centers are unique facilities designed to support the instruction of hundreds of courses and activities from alpine climbing, skiing and kayaking to navigation, first aid, and photography.

In addition to serving as hubs for outdoor education and training, The Program Centers are urban gathering places for community activities like film festivals and forums.

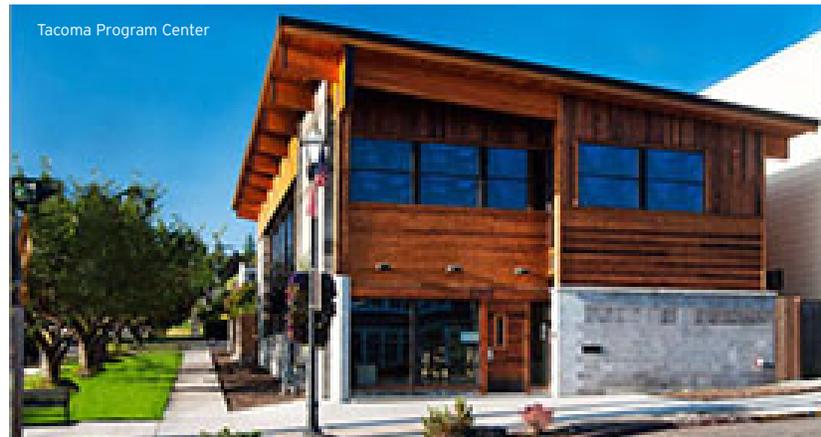


Located amid the expanse of Magnuson Park's 350 acres, The Seattle Program Center and the newly renovated Tacoma Program Center in the Old Town neighborhood of Tacoma drew almost 50,000 visitors in 2012.

The Seattle Program Center offers one of the best venues for climbing instruction in the nation and supports adult outdoor education and youth programs. Over the past two years, donor support enabled us to install basalt columns to teach advanced climbing techniques and a boulder to support beginning climbing and youth programs.

The Mountaineers celebrated a grand re-opening of the Tacoma Program Center after an extensive renovation in 2012 – thanks to a generous bequest from a Tacoma Mountaineers member and contributions from Mountaineers and local community members.

Additional donor support funded the construction of an indoor climbing wall that is used to teach adult alpine and rock climbing courses. The Mountaineers plans to develop partnership with youth serving organizations to expand youth programs to the South Sound region in 2013.



Tacoma Program Center

THANK YOU

PRIVATE CONTRIBUTIONS FISCAL YEAR 2012

The Mountaineers relies on private contributions to pilot new initiatives, expand innovative programs and make outdoor experiences accessible to all. This vital support fuels The Mountaineers efforts to develop outdoor education for the next generation, cultivate a tradition of volunteer-led education, and grow a community of engaged outdoor citizens. We are grateful to each of the 601 donors who provided \$445,016 in contributions and in-kind gifts between **October 1, 2011 and September 30, 2012**. Each of the individuals, corporations, foundations and organizations below contributed within fiscal year 2012.

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Tinker's Dram
Trader Joes

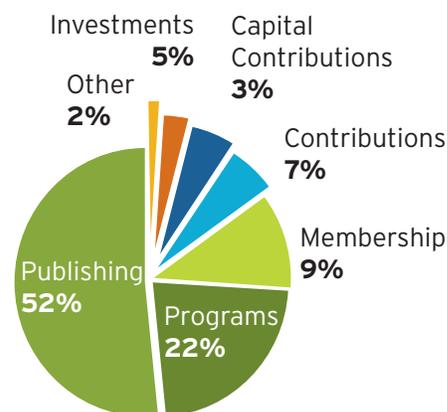
* Denotes Peak Society Charter Member

FOR YOUR SUPPORT

FINANCIAL

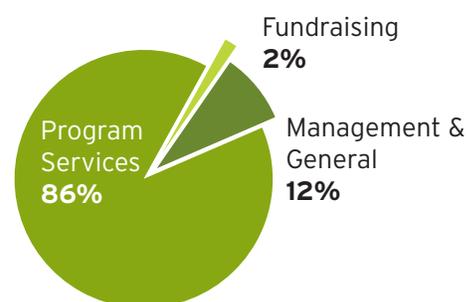
Support and Revenue

Publishing	52%	\$3,177,689
Programs	22%	\$1,331,782
Contributions	7%	\$449,006
Capital Contributions	3%	\$160,142
Membership	9%	\$566,318
Investments	5%	\$274,103
Other	2%	\$126,350
Total	100%	\$6,085,390



Expenses

Program Services	86%	\$4,904,930
Fundraising	2%	\$102,986
Management & General	12%	\$674,438
Total	100%	\$5,682,354



STATEMENT OF FINANCIAL POSITION

as of SEPTEMBER 30, 2012

ASSETS

Cash and cash equivalents	\$222,270
Investments	\$653,149
Receivables, net	\$1,106,546
Inventories	\$2,576,049
Other current assets	\$157,105
Property and equipment, net	\$7,384,793
Total Assets	\$12,099,912

LIABILITIES

Accounts payable	\$444,990
Deferred revenue	\$96,301
Accrued liabilities	\$182,359
Total Liabilities	\$723,650

NET ASSETS

Unrestricted	
Undesignated	\$3,491,099
Board designated reserves	\$2,079,545
Net assets invested	
in property and equipment	\$5,672,592
Temporarily restricted	\$133,026
Total net assets	\$11,376,262

TOTAL LIABILITIES AND NET ASSETS \$12,099,912

STATEMENT OF ACTIVITIES

as of SEPTEMBER 30, 2012

SUPPORT AND REVENUE

Book sales	\$3,177,689
Membership dues and fees	\$566,318
Course fees	\$866,800
Outdoor & program centers	\$417,215
Contributions	\$290,282
Capital contributions	\$160,142
Corporate sponsorship	\$26,800
In-kind contributions	\$41,423
Foundation grants	\$90,500
Investment Income	\$274,103
Other	\$174,118
Total support and revenues	\$6,085,390

EXPENSES

Programs	\$4,904,930
Management and general	\$674,438
Fundraising	\$102,986
Total expenses	\$5,682,354

CHANGE IN NET ASSETS \$403,036

FROM THE BOARD PRESIDENT

GAVIN WOODY

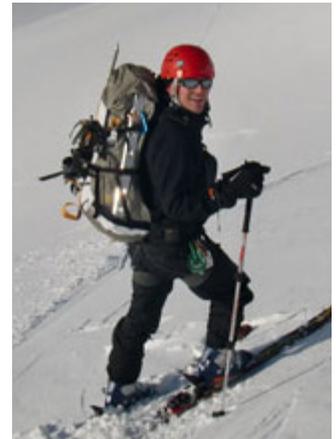
Reflecting on the history of The Mountaineers, it's interesting to note how much has remained consistent over one-hundred years. On any given weekend, members can still be found leaving the city under the guidance of volunteer leaders- fellow members- to enjoy activities on land or water. One still earns the respect of members by being a safe and competent climber, hiker or kayaker. A desire for adventure and appreciation for the natural world still brings people together as Mountaineers, just as in 1906. It's in our DNA.

Although the motivation to get outside has not changed, the needs of our member have. As people become increasingly disconnected from the natural world, symptoms of our nature deficit are easy to spot, including stress, obesity, and depression. However, it is now well-documented that time spent in nature can dramatically reduce stress and mental fatigue while boosting creativity and vitality.

It's clear that people must be engaged in outdoor activities TODAY. With a focus on youth and diversity, The Mountaineers efforts to increase accessibility to outdoor recreation for all people will ensure healthy, active communities and a future for outdoor conservation,

Private support like yours has been integral to The Mountaineers' success in getting more people outside, connecting children with the outdoors, protecting recreation access and promoting sustainable recreation practices. Our future growth and impact will be dependent on your continued support.

It's been an honor and pleasure for me to serve as board president and witness an exciting and important evolution in The Mountaineers organization. Thank you for taking the time to learn more about what The Mountaineers does to make a difference in our community. We appreciate your trust and support. You help us make a difference.

LEADERSHIP FISCAL YEAR 2011 - 2013

BOARD OF DIRECTORS

Officers:

Gavin Woody, President
 Dan Lauren, President-Elect
 John Ohlson, Secretary
 Steve McClure, Treasurer
 Lisa Berntsen, VP of Publishing
 Tab Wilkins, VP of Properties

Directors at Large:

Lorna Corrigan
 Rich Draves
 Lee Fromson
 Ed Henderson
 Mark Scheffer
 Kara Stone
 Matt Sullivan
 Tom Varga
 Gene Yore

Branch Directors:

Kirk Alm - Seattle
 Evy Dudey - Everett
 Steven Glenn - Bellingham
 Gerry Haugen - Foothills
 Jimmy James - Kitsap
 Mike Riley - Olympia
 Jim Feltus - Tacoma

ADVISORY COUNCIL

Bill Ashby	Craig McKibben
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Karen Daubert	Greg Moga
Bill Deters	Jim Nelson
Kristen Elliott	Ruth Nielsen
Andy Falendar	Dan Nordstrom
Adam Forest	Thomas O'Keefe
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Mike Gauthier	Jordan Roderick
Don Goodman	Suzanne Rowen
Eleanor Hamilton	Susan Sayers
Chloe Harford	Leah Schulz
Scott Heinz	Steve Swenson
Petra Hilleberg	Doug Walker
Chip Jenkins	Daniel Weise
Sally Jewell	Margaret Wheeler
Martha Kongsgaard	Peter Whittaker
Mark Kroese	Leif Whittaker
Charlie Lozner	LaVerne Woods
Liz Marzolf	Steve Yi
Heidi Mathisen	

THE MOUNTAINEERS LEADERSHIP

Martinique Grigg	Helen Cherullo
<i>Executive Director</i>	<i>Executive Publisher</i>

PHOTO CREDITS

Pg 2: Mike Warren
 Pg 8: Mike Warren

THE MOUNTAINEERS
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 Seattle, WA 98115
 (206) 521-6000
www.mountaineers.org



FOR THE

NEXT GENERATION



Getting people outside is fundamental to advancing the mission of The Mountaineers: *To enrich the community by helping people explore, conserve, learn about and enjoy the lands and waters of the Pacific Northwest and beyond.*

For over 100 years The Mountaineers has served as the foremost outdoor recreation organization of the Pacific Northwest, dedicated to educating and inspiring people to explore the outdoors and conserve and steward public lands and waterways. The Mountaineers offers courses and outdoor activities led by trained and experienced volunteer instructors who are dedicated to promoting safe and responsible enjoyment of the outdoors.

The Mountaineers advocates for access and protection of recreational lands and waterways and promotes minimal impact recreation practices. Mountaineers Books, the publishing arm of The Mountaineers, produces guidebooks, outdoor instructional texts, natural history guides, and environmental conservation works that further The Mountaineers' mission.