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Intro

Each month we are more impressed with the progress of our industry. New gyms are being opened frequently, showing a growing interest in our sport and our business.

As the industry continues to grow, we are ever aware of the risks associated with opening and operating a climbing facility. Keep in mind that there are resources at your disposal!

We encourage you to take advantage of our standards, publications, Summit, and discounts to help mitigate common operational and business formation risks. Our goal is to see the industry thrive and to provide you with the necessary resources to help make it happen!

Sincerely,

Bill Zimmermann, CEO
Climbing Wall Association

Common Practices: Bouldering Management

The most common causes for indoor bouldering accidents reported to the CWA are incorrect (or lack of) spotting, improper equipment use, and poor falling technique. While signage, orientation, and correct equipment usage are widely used, incidents may still occur. Has your gym implemented a different practice with success? Let us know! We will publish the best answers in next month's newsletter.

[Weigh in on your bouldering safety measures >](#)

Member Spotlight: High Point Climbing

Competitive tri-athletes John Wiygul and John O'Brien are bringing climbing to an urban setting in Tennessee. When they aren't working on their 22,000 square foot facility, they are active members of the Rock/Creek Outfitters racing team. We recently caught up with John Wiygul to discuss exterior climbing walls, new gym challenges, and the merits of gym ownership in the southeast.

[Read the article>](#)

Summit Session Preview

How to Give Back and Stay in the Black

Presenters: Joe and Lara Grosjean, CityRock

As a commercial gym, we struggled with donation/discount request and how to support worthwhile organizations without being overwhelmed. We wanted to help organizations get new people into climbing but had limited resources to allocate. You should leave this session with specific ways to be more integrated with your local business and non-profit communities.

Financing your Project

Presenters: Cort Gariepy (Rockwerx) and Hilary Harris (Evolution Rock + Fitness)

Obtaining financing these days is not what it used to be. Banks have money to loan, but are far more conservative than they once were. Banks are looking for experience, solid business plans and financial personal guarantees. Selling your vision to the right team of private equity investors, developers and banks is fraught with challenges. This session will cover the highlights of what you need to do to secure financing for a gym in a post recession environment.

What's Hot: Recent Case Law

Presenter: Reb Gregg, Attorney

We will discuss new developments in the law of negligence and defenses to claims of negligence, including the duty of care owed by a gym and its staff, and the express and implied assumption of risks. New court decisions will be an important part of our discussions.

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[See more session topics](#)