

**USA VOLLEYBALL**  
**Financial Statements**  
**& Supplemental Schedules**  
**For the Year Ended December 31, 2015**

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INDEPENDENT AUDITORS' REPORT

Board of Directors  
USA Volleyball  
Colorado Springs, Colorado

We have audited the accompanying financial statements of USA Volleyball (a nonprofit organization), which comprise the statement of financial position as of December 31, 2015, and the related statements of activities and changes in net assets and of cash flows for the year then ended and the related notes to the financial statements.

**Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### **Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of USA Volleyball as of December 31, 2015, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

### **Report on Summarized Comparative Information**

We have previously audited USA Volleyball's 2014 financial statements, and we expressed an unmodified opinion on those audited financial statements in our report dated April 3, 2015. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2014, is consistent, in all material respects, with the audited financial statements from which it has been derived.

### **Other Matters**

Our audit was conducted for the purpose of forming an opinion on the financial statements as a whole. The schedules of program and supporting services are presented for purposes of additional analysis and are not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements as a whole.

*Waugh & Goodwin, LLP*

Colorado Springs, Colorado  
April 7, 2016

USA VOLLEYBALL  
Statement of Financial Position  
December 31, 2015  
(With Comparative Amounts for 2014)

	<u>2015</u>	<u>2014</u>
<u>ASSETS</u>		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 4,657,366	\$ 4,882,143
Accounts receivable, net	2,852,793	2,755,403
Due from the USAVF	24,509	113,315
Inventory	131,634	141,885
Prepaid expenses	<u>1,160,127</u>	<u>596,183</u>
Total current assets	8,826,429	8,488,929
LONG-TERM INVESTMENTS	76,441	51,441
PROPERTY AND EQUIPMENT, at cost:		
Land	471,118	471,141
Building and improvements	3,799,838	3,714,799
Office furniture	396,078	396,078
Office equipment	690,493	657,197
Program equipment	2,041,859	1,903,518
Less accumulated depreciation	<u>(3,081,687)</u>	<u>(2,629,464)</u>
Property and equipment - net	<u>4,317,699</u>	<u>4,513,269</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 13,220,569</u></b>	<b><u>\$ 13,053,639</u></b>
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES:		
Accounts payable	\$ 1,106,396	\$ 1,324,182
Accrued liabilities	516,853	492,180
Regional insurance refund	949,418	815,918
Deferred revenue	<u>5,636,150</u>	<u>5,041,225</u>
Total current liabilities	8,208,817	7,673,505
NET ASSETS:		
Unrestricted	4,987,265	5,355,647
Temporarily restricted	<u>24,487</u>	<u>24,487</u>
Total net assets	<u>5,011,752</u>	<u>5,380,134</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 13,220,569</u></b>	<b><u>\$ 13,053,639</u></b>

See Notes to Financial Statements

USA VOLLEYBALL  
Statement of Activities and Changes in Net Assets  
For the Year Ended December 31, 2015  
(With Comparative Totals for 2014)

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>2015 Totals</u>	<u>2014 Totals</u>
<b>SUPPORT AND REVENUE:</b>				
Program & event participation fees	\$ 8,630,496	\$	\$ 8,630,496	\$ 8,069,376
Membership & insurance	6,704,030		6,704,030	6,487,081
Sponsorship, rights & donations	4,090,192		4,090,192	3,175,977
Tickets, subscriptions & other sales	3,136,774		3,136,774	2,804,369
USOC grants	1,954,159		1,954,159	1,848,985
Other programs	1,793,651		1,793,651	2,197,801
Housing royalties	1,294,924		1,294,924	1,222,522
Product and ball sales				
less direct costs of				
\$95,785 and \$28,094	760,898		760,898	622,234
Host incentives	560,790		560,790	793,794
USAVF grants	360,550		360,550	368,435
Grants	134,823		134,823	30,255
Interest & dividends	13,022		13,022	9,333
Total support and revenue	<u>29,434,309</u>		<u>29,434,309</u>	<u>27,630,162</u>
<b>EXPENSES:</b>				
Program services:				
National teams	7,187,338		7,187,338	7,201,440
Domestic events	6,084,286		6,084,286	5,648,883
International events & programs	3,995,755		3,995,755	2,621,939
High performance development	3,784,820		3,784,820	3,205,895
Region services	3,681,830		3,681,830	3,520,386
Total program services	<u>24,734,029</u>		<u>24,734,029</u>	<u>22,198,543</u>
Supporting services:				
National headquarters	2,742,367		2,742,367	2,531,405
Sponsorship, marketing & public relations	1,737,590		1,737,590	2,016,092
Governance	429,655		429,655	318,771
Fundraising	159,050		159,050	332,987
Total supporting services	<u>5,068,662</u>		<u>5,068,662</u>	<u>5,199,255</u>
Total expenses	<u>29,802,691</u>		<u>29,802,691</u>	<u>27,397,798</u>
CHANGE IN NET ASSETS	(368,382)		(368,382)	232,364
NET ASSETS, beginning of year	<u>5,355,647</u>	<u>24,487</u>	<u>5,380,134</u>	<u>5,147,770</u>
NET ASSETS, end of year	<u>\$ 4,987,265</u>	<u>\$ 24,487</u>	<u>\$ 5,011,752</u>	<u>\$ 5,380,134</u>

See Notes to Financial Statements

USA VOLLEYBALL  
Statement of Cash Flows  
For the Year Ended December 31, 2015  
(With Comparative Totals for 2014)

	<u>2015</u>	<u>2014</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ (368,382)	\$ 232,364
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	452,223	472,947
(Increase) decrease in assets:		
Accounts receivable, net	(97,390)	481,289
Due from USAVF	88,806	209,088
Prepaid expenses	(563,944)	(43,145)
Inventory	10,251	(19,022)
Increase (decrease) in liabilities:		
Accounts payable	(217,786)	288,561
Accrued liabilities	24,673	7,258
Regional insurance refund	133,500	258,670
Deferred revenue	<u>594,925</u>	<u>322,079</u>
Total adjustments	<u>425,258</u>	<u>1,977,725</u>
Net cash provided by operating activities	56,876	2,210,089
CASH FLOWS FROM INVESTING ACTIVITIES:		
Increase in long-term investments	(25,000)	(50,791)
Acquisition of property and equipment	<u>(256,653)</u>	<u>(257,186)</u>
Net cash used by investing activities	<u>(281,653)</u>	<u>(307,977)</u>
NET INCREASE (DECREASE) IN CASH	(224,777)	1,902,112
CASH AND CASH EQUIVALENTS, beginning of year	<u>4,882,143</u>	<u>2,980,031</u>
CASH AND CASH EQUIVALENTS, end of year	<u>\$ 4,657,366</u>	<u>\$ 4,882,143</u>

See Notes to Financial Statements

USA VOLLEYBALL  
Notes to Financial Statements  
For the Year Ended December 31, 2015

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

USA Volleyball (the Corporation), is a nonprofit corporation organized in 1928 and originally incorporated in the State of California in 1970, and re-incorporated in the State of Colorado in 2010. Effective December 31, 2010, the two corporations merged and the Colorado Corporation became the surviving entity. The principal purposes of the Corporation are to foster and conduct area, regional, state and national amateur instructional beach volleyball, indoor volleyball and sitting volleyball programs and to represent the beach volleyball, indoor volleyball and sitting volleyball interests of the nation to the United States Olympic Committee (USOC), to the Federation Internationale de Volleyball (FIVB) and to the World ParaVolley.

The Corporation is the National Governing Body of the sports of beach volleyball, indoor volleyball and sitting volleyball. The Corporation recognizes and sets general policy for Regional Volleyball Associations (RVAs). These RVAs are separate legal entities whose operations are controlled by their own elected boards.

Use of Estimates

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and reported amounts of revenues and expenses during the reporting period. Accordingly, actual results could differ from those estimates.

Functional Allocation of Expenses

Certain costs and expenses are allocated among the various programs and supporting service expenses based on internal records and estimates made by the Corporation's management.

Income Taxes

The Corporation qualifies as a tax-exempt organization under Section 501(c)(3) of the Internal Revenue Code and, accordingly, is not subject to federal income tax. Accordingly, no income tax provision has been recorded.



## Notes to Financial Statements

### A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

#### Income Taxes - continued

The Corporation's form 990, Return of Organization Exempt from Income Tax, is subject to examination by various taxing authorities, generally for three years after the date filed. Management of the Corporation believes that it does not have any uncertain tax positions that are material to the financial statements.

#### Cash and Cash Equivalents

Cash and cash equivalents consist of cash in the Corporation's checking, savings and petty cash accounts. The Corporation maintains its cash and cash equivalents primarily at one commercial bank. In the event of a bank failure, the Corporation might only be able to recover the amounts insured.

#### Supplemental Cash Flow Information

During the years ended December 31, 2015 and 2014, the Corporation paid no interest or income taxes.

#### Accounts Receivable

Accounts receivable are stated at the amount management expects to collect from balances outstanding at year-end. An allowance for doubtful accounts in the amount of \$190,358 and \$39,118 is recorded at December 31, 2015 and 2014, respectively.

#### Inventory

Inventory is stated at the lower of cost or market. Cost is determined by the first-in, first-out method. The inventory consists of promotional and educational items for give-a-ways and e-commerce.

#### Prepaid Expenses and Deferred Charges

Event expenses paid for in a fiscal year prior to the occurrence of a scheduled event are deferred and recognized as expenses in the fiscal year in which such events occur.

Notes to Financial Statements

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Property and Equipment

Property and equipment consist of assets used in the operations of the Corporation. The Corporation capitalizes items that have a useful life greater than one year and exceed \$5,000 in cost. They are recorded at cost or, if donated, at the estimated fair market value at the date of donation.

Depreciation is recorded using the straight-line method over an estimated life as follows:

	<u>Years</u>
Equipment	3-10
Furniture	5-10
Building improvements	10
Building	30

Depreciation expense was \$452,223 and \$472,947 for the years ended December 31, 2015 and 2014, respectively.

Compensated Absences

The Corporation has accrued amounts for accumulated compensated absences of employees. At December 31, 2015 and 2014, the balances of this accrual were \$253,788 and \$197,560, respectively.

In-kind Revenue

Sponsorship income in the form of in-kind goods such as clothing and volleyballs are reported as revenue and expense in the fiscal year they are received.

Contributions

Gifts of cash and other assets are reported as restricted support if they are received with donor stipulations that limit the use of donated assets. When a restriction expires, that is, when a stipulated time restriction ends or a purpose restriction is accomplished, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as satisfied program restrictions.

## Notes to Financial Statements

### A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

#### Prior-Year Comparisons

The financial statements include certain prior-year summarized comparative information in total but not by net asset class. Such information does not include sufficient detail to constitute a presentation in conformity with accounting principles generally accepted in the United States of America. Accordingly, such information should be read in conjunction with the Corporation's financial statements for the year ended December 31, 2014, from which the summarized information was derived. Certain reclassifications may have been made to the prior-year amounts in order to conform to the current year financial statement format.

#### Date of Management's Review

In preparing the financial statements, the Corporation has evaluated events and transactions for potential recognition or disclosure through April 7, 2016, the date the financial statements were available to be issued.

### B. FAIR VALUE MEASUREMENTS

The Corporation applies Generally Accepted Accounting Principles (GAAP) for fair value measurements of financial assets that are recognized or disclosed at fair value in the financial statements on a recurring basis. GAAP establishes a fair value hierarchy that prioritizes the inputs to valuation techniques used to measure fair value. The hierarchy gives the highest priority to unadjusted quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and the lowest priority to measurements involving significant unobservable inputs (Level 3 measurements). The three levels of fair value hierarchy are as follows:

- Level 1 inputs are quoted prices (unadjusted) in active markets for identical assets or liabilities that the Corporation has the ability to access at the measurement date.
- Level 2 inputs are inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3 inputs are unobservable inputs for the asset or liability.

Notes to Financial Statements

B. FAIR VALUE MEASUREMENTS - Continued

The level in the fair value hierarchy within which a fair measurement in its entirety falls is based on the lowest level input that is significant to the fair value measurement in its entirety.

The following tables present assets that are measured at fair value on a recurring basis at December 31, 2015 and 2014:

Assets at Fair Value as of December 31, 2015

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Mutual funds	\$ 75,791	\$	\$	\$ 75,791
USAVP stock			650	650
Total	<u>\$ 75,791</u>	<u>\$</u>	<u>\$ 650</u>	<u>\$ 76,441</u>

Assets at Fair Value as of December 31, 2014

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Mutual funds	\$ 50,791	\$	\$	\$ 50,791
USAVP stock			650	650
Total	<u>\$ 50,791</u>	<u>\$</u>	<u>\$ 650</u>	<u>\$ 51,441</u>

USAVP Stock, a Level 3 input, had no activity during the years ended December 31, 2015 and 2014.

C. DEFERRED REVENUE

Deferred revenue includes registration fees, deferred awards, and other fees from RVAs received in advance of the year in which they should be recognized.

At December 31, 2015 and 2014, deferred revenue consists of the following:

	<u>2015</u>	<u>2014</u>
Region registrations	\$ 4,190,997	\$ 3,955,125
Event fees	1,070,124	693,145
Other	241,620	12,643
Host city funding	71,642	167,000
Officials renewal fees	32,400	32,100
Clinic and seminar fees	24,567	102,117
Tryout registrations	4,800	79,095
	<u>\$ 5,636,150</u>	<u>\$ 5,041,225</u>

Notes to Financial Statements

D. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at December 31, 2015 and 2014 consist of the following:

	<u>2015</u>	<u>2014</u>
Men's sitting team	\$ <u>24,487</u>	\$ <u>24,487</u>

Net assets are released from donor restrictions by incurring expenses that satisfy the restricted purpose. During the years ended December 31, 2015 and 2014, no net assets were released from restrictions.

E. RELATED PARTIES

During the years ended December 31, 2015 and 2014, the USOC provided grants to the Corporation under the following project categories:

	<u>2015</u>	<u>2014</u>
NGB funding	\$ 1,045,000	\$ 980,000
Other grants	370,859	227,985
Rights fees	300,000	300,000
Paralympic grants	230,300	229,000
International relations	8,000	12,000
Military grant	<u>                    </u>	<u>100,000</u>
	<u>\$ 1,954,159</u>	<u>\$ 1,848,985</u>

As part of the Corporation's agreement with the USOC, stipends are paid directly to athletes in the following categories:

	<u>2015</u>	<u>2014</u>
Beach	\$ 450,000	\$ 425,000
Indoor	450,000	425,000
Paralympic	<u>96,000</u>	<u>112,000</u>
	<u>\$ 996,000</u>	<u>\$ 962,000</u>

## Notes to Financial Statements

### E. RELATED PARTIES - Continued

In addition to the amounts above, the USOC provided additional funding in the form of value in kind in the amount of \$167,978 and \$152,014 for the years ended December 31, 2015 and 2014, respectively, which is included with sponsorship and marketing in the statement of activities and changes in net assets.

The Corporation is economically dependent upon grants from the USOC in order to maintain its programs at current levels.

The USA Volleyball Foundation (USAVF) was formed to operate exclusively for the benefit and support of the Corporation and the RVAs. The purpose of the USAVF is to raise funds and acquire assets that will enable the Corporation to encourage, improve and promote amateur volleyball in the United States. The Corporation does not control the USAVF and therefore does not prepare consolidated financial statements.

During the years ended December 31, 2015 and 2014, the USAVF provided grants to the Corporation totaling \$360,550 and \$368,435, respectively. At December 31, 2015 and 2014, the USAVF owed the Corporation \$24,509 and \$113,315, respectively.

### F. RETIREMENT PLAN

The Corporation has a 403(b) retirement plan available to all eligible personnel. The plan enables employees to make contributions on either a tax deferred salary reduction basis or an after tax basis if the Roth provision is elected, of a percentage of their compensation. The Corporation matches contributions up to 8% of base compensation for employees who have made a voluntary contribution and have completed ninety days of employment. Employee contributions are immediately vested. Employer contributions are fully vested on the first day of the month following completion of two years of employment. Employer contributions under this plan were \$299,698 and \$277,948 for the years ended December 31, 2015 and 2014, respectively.

## Notes to Financial Statements

### G. COMMITMENTS AND CONTINGENCIES

The Corporation has entered into annual agreements with its players that call for monthly stipends to the players in exchange for their participation on the Corporation's volleyball teams. These monthly stipends conform to USOC guidelines and policies. In addition to support payments paid to athletes directly by the USOC as discussed in Note E, for the years ended December 31, 2015 and 2014, the monthly stipends paid by the Corporation amounted to \$543,844 and \$465,448, respectively.

The Corporation also provides athlete transition funding for vested athletes who separate from the national teams. Athletes become vested after four years of eligible participation. The Corporation has accrued \$410,700 and \$427,500 at December 31, 2015 and 2014, respectively, to pay these obligations. The Corporation incurred \$63,200 and \$100,000 of athlete transition funding expense for the years ended December 31, 2015 and 2014, respectively.

Effective January 1, 2013, the Corporation entered into a four-year employment agreement with its Chief Executive Officer. Under the terms of this agreement, if the employee is terminated without cause, the Corporation will continue to pay the employee his base salary for eighteen months or the remaining term of the agreement, whichever occurs first.

### H. LEASES

The Corporation leases office space in Torrance, California, under an operating lease that started on November 1, 2013, and continues through February 28, 2021. In July, 2015, the lease was amended to include additional space. Under the amended terms, this lease requires monthly payments of \$9,766 through October, 2016, and increases each year in November according to the amended lease payment schedule.

The Corporation leases warehouse space in Colorado Springs under an operating lease commencing October 1, 2013 and continuing through September 30, 2023. This lease requires monthly payments of \$5,250 and increases each year according to the lease payment schedule. During 2015, the Corporation leased additional warehouse space commencing July 1, 2015, and continuing through September 30, 2023. This lease requires monthly payments of \$2,290 and increases each year according to the lease payment schedule.

Notes to Financial Statements

H. LEASES - Continued

The Corporation also sub-leases office space in Anaheim, California, under an operating lease through December 31, 2016. Initial base rent under this agreement was \$11,617 per month with annual increases of 4%. \$7,250 per month is reimbursed by the City of Anaheim.

The Corporation leases residential space for members of the national teams under a rental agreement commencing June 1, 2009 and continuing for a period of seven years, expiring December 31, 2016. The agreement requires monthly payments of \$11,642 through December 2016. This lease is fully reimbursed by the City of Anaheim.

Also, the Corporation has seven vehicle leases which are fully reimbursed by the City of Anaheim.

Future minimum payments under all of the above operating leases are as follows:

2016	\$	546,487
2017		223,794
2018		225,764
2019		232,536
2020		239,514
Future years		333,286

The Corporation leases a portion of its national headquarters to other national governing bodies for office space. The Corporation charges these entities rent equal to their pro-rata share of the building operating expenses.

I. AFFILIATES

The Corporation has trade receivables of \$12,458 and \$12,170 due from affiliates and RVA's at December 31, 2015 and 2014, respectively. The Corporation has trade accounts payable of \$4,470 and \$1,079 and Regional Insurance Fund payable of \$949,418 and \$815,918 due to affiliates and RVA's as of December 31, 2015 and 2014, respectively.



## Notes to Financial Statements

### J. LINE OF CREDIT

During the year ended December 31, 2011, the Corporation entered into an agreement to obtain a line of credit. The credit available to the Corporation is \$2,880,000. There was no outstanding balance at December 31, 2015 and 2014. The line of credit carries an interest rate of 4.75% and has a maturity date of December 1, 2016. The maximum principal available on this line of credit is reduced by \$169,412 each year beginning on December 9, 2013. The line of credit stipulates that the Corporation must occupy at least 51% of the new office property and maintain a minimum tangible net worth of \$800,000.

The Corporation's building is subject to a deed of trust dated December 9, 2011. The Corporation's business assets are components of the Corporation's borrowing base calculation, which governs the availability of future advances on the line of credit.

The Corporation's business assets are subject to a UCC filing lien related to this line of credit as prescribed by the commercial security agreement dated December 9, 2011.

### K. DEFERRED COMPENSATION

The Corporation has a deferred compensation plan under section 457 of the Internal Revenue Service code covering its Chief Executive Officer. The assets of the plan are held in a custodial account for the benefit of the participant and rights in the assets are conditioned upon the future performance of substantial services by the participant. All amounts of compensation, rights, and income attributable to such amounts remain solely the property and right of the Corporation subject only to the claims of the Corporation's general creditors.

USA VOLLEYBALL  
Schedule of Program Services  
For the Year Ended December 31, 2015

	National Teams	Domestic Events	International Events & Programs	High Performance Development	Region Services	Total
Athlete prize money	\$ 274,654		\$ 13,945	\$ 40,000		\$ 328,599
Athlete support	543,844					543,844
Athlete transition	63,200					63,200
Awards		117,541	12,264	3,578		133,383
Bad debts		766		2,484	935	4,185
Bank and credit card fees	683	82,534	4,083	79,696	28,052	195,048
Building maintenance and improvements	20,825	90				20,915
Computer expense	76,474	49,763		33,412	196,610	356,259
Contract labor	347,987	594,971	138,198	677,532	167,265	1,925,953
Donations					12,101	12,101
Educational expense					25,636	25,636
Entry fees	134,311		1,000	7,380		142,691
Equipment	75,848	29,495	20,861	11,693	2,219	140,116
Equipment rental/maintenance	2,427	223,473	6,510	1,350		233,760
Equipment transportation		141,420	57,072	10,026		208,518
Event control committee			15,720			15,720
Event personnel and catering	1,895	96,089	347,371	73,603	606	519,564
Facilities	1,388	337,635	388,695	48,918	1,350	777,986
Flooring rental		58,798			14,423	73,221
Grants					104,900	104,900
Host fees	7,759	896,382	230,309	1,105,043	8,741	2,248,234
Housing	105	206,397	506,011	113,536		826,049
Insurance	53,135	7,672	2,149		1,453,622	1,516,578
Interest expense					11	11
Licensing			300,000			300,000
Marketing and advertising			21,013			21,013
Medical	64,928	255,831	11,452	1,403		333,614
Merchandising	1,594	12,549	6,821			20,964
Miscellaneous expense	30,176	7,215	81,291	9,629	33,552	161,863
Officials fees	2,701	1,086,415	47,904	100,285	28,860	1,266,165
Official training					19,124	19,124
Outreach	2,346	5,246	5,700		54,216	67,508
Passports and visas	47,012					47,012
Payroll, benefits and taxes	2,703,751	623,785	54,028	514,384	974,463	4,870,411
Photography		350	13,730	500		14,580
Postage, shipping and drayage	12,010	16,605	4,294	46,601	27,197	106,707
Printing and copies	7,105	52,552	13,132	10,332	13,198	96,319
Professional fees	269	0			113,122	113,391
Professional training and education	27,803	850			561	29,214
Promotions and gifts	30,737	14,331	271,177	17,369	151,713	485,327
Purchases - apparel/lettering	59,559	68,973	18,015	131,102	13,305	290,954
Rating team					40,677	40,677
Reimbursable expenses	315,160			60		315,220
Rent and janitorial	204,154	79,122				283,276
Security		117,252		7,765		125,017
Sport science	173,816					173,816
Supplies	46,136	21,876	13,411	16,013	1,665	99,101
Telephone	13,540	7,160	528	6,761	4,693	32,682
Television and webcasting		2,700	1,260,049			1,262,749
Tournament scheduling		40,791				40,791
Travel, food and lodging	1,387,101	50,523	125,532	303,811	115,101	1,982,068
VIK usage	452,905	777,134	3,490	410,554	73,912	1,717,995
	<u>\$ 7,187,338</u>	<u>\$ 6,084,286</u>	<u>\$ 3,995,755</u>	<u>\$ 3,784,820</u>	<u>\$ 3,681,830</u>	<u>\$ 24,734,029</u>

USA VOLLEYBALL  
Schedule of Supporting Services  
For the Year Ended December 31, 2015

	National Headquarters	Sponsorship, Marketing & Public Relations	Governance	Fundraising	Total
Archive project	\$ 3,381	\$	\$	\$	\$ 3,381
Assemblies			47,268		47,268
Audiovisual expense			18,906		18,906
Awards			5,805		5,805
Background screening	1,797		613		2,410
Bad debts		162,696	9,835		172,531
Bank charges and interest	13,034	7,021	13	120	20,188
Board of directors			27,568		27,568
Building maintenance and improvement	582				582
Catering	687		13,670	5,917	20,274
Committee/commission expense			28,469		28,469
Computer expense	258,211	2,100			260,311
Contract labor	727	39,963	2,491		43,181
Depreciation expense	452,223				452,223
Dues and subscriptions	14,173	161		210	14,544
Equipment rental and maintenance	2,422	24	2,417		4,863
Event arbitrators			68,054		68,054
Facilities	223,765				223,765
Host fees		84			84
Insurance	124,505			1,438	125,943
Investment management fees	2,396				2,396
Licensing		34,565			34,565
Marketing and advertising		6,629			6,629
Medical		80			80
Meetings			3,538		3,538
Miscellaneous expense	1,699	22,935	8,282	796	33,712
Moving and relocation expenses	2,880				2,880
Outreach	15,080				15,080
Payroll, benefits and taxes	1,361,550	548,194		70,587	1,980,331
Postage and shipping	4,511	275,182	212	717	280,622
Printing and copies	20,052	218,093	1,228	440	239,813
Professional fees	61,740	4,500	130,235	10,684	207,159
Professional training/education	23,597	4,335			27,932
Promotion	23,729	78,075	1,700	37,423	140,927
Purchases - apparel/lettering		2,284			2,284
Rent and janitorial	5,562				5,562
Sponsor servicing		107,443	1,113		108,556
Supplies	22,719	3,121	1,397	336	27,573
Telephone	13,262	3,380	1,190	480	18,312
Television and webcasting		144,624			144,624
Travel, food and lodging	88,083	72,101	55,651	29,902	245,737
	<u>\$ 2,742,367</u>	<u>\$ 1,737,590</u>	<u>\$ 429,655</u>	<u>\$ 159,050</u>	<u>\$ 5,068,662</u>