

**UNITED STATES VOLLEYBALL ASSOCIATION  
dba USA VOLLEYBALL**

**Financial Statements  
& Supplemental Schedules**

**For the Year Ended December 31, 2010**

## TABLE OF CONTENTS

Independent Auditors' Report . . . . .	1
Statement of Financial Position . . . . .	3
Statement of Activities and Changes in Net Assets . . . . .	4
Statement of Cash Flows . . . . .	5
Notes to Financial Statements . . . . .	6
Schedule of Program Services . . . . .	16
Schedule of Supporting Services . . . . .	17

INDEPENDENT AUDITORS' REPORT

Board of Directors  
United States Volleyball Association  
Colorado Springs, Colorado

We have audited the accompanying statement of financial position of United States Volleyball Association, dba USA Volleyball (a nonprofit organization) as of December 31, 2010, and the related statements of activities and changes in net assets and cash flows for the year then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audit. The prior-year summarized comparative information has been derived from the Association's December 31, 2009 financial statements and, in our report dated April 9, 2010, we expressed an unqualified opinion on those financial statements.

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 includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our 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, 2010, and the changes in its net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Our audit was conducted for the purpose of forming an opinion on the basic financial statements taken as a whole. The supplemental schedules of program services and supporting services for the year ended December 31, 2010 are presented for purposes of additional analysis and are not a required part of the basic 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 basic 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 basic financial statements taken as a whole.

*Waugh & Goodwin, LLP*

April 2, 2011

UNITED STATES VOLLEYBALL ASSOCIATION  
dba USA VOLLEYBALL  
Statement of Financial Position  
December 31, 2010  
(With Comparative Amounts for 2009)

	<u>2010</u>	<u>2009</u>
<u>ASSETS</u>		
CURRENT ASSETS:		
Cash and cash equivalents	\$ 2,188,663	\$ 839,505
Accounts receivable, net	901,646	555,541
Short-term investments (Note B)	258,380	261,137
Inventory	113,107	129,993
Prepaid expenses	536,232	376,291
Total current assets	3,998,028	2,162,467
LONG-TERM INVESTMENTS (Note B)	650	650
EQUIPMENT, at cost:		
Office furniture	64,621	64,621
Office equipment	384,842	339,816
Program equipment	1,104,923	957,311
Less accumulated depreciation	(1,080,231)	(840,714)
Equipment - net	474,155	521,034
TOTAL ASSETS	\$ 4,472,833	\$ 2,684,151
<u>LIABILITIES AND NET ASSETS</u>		
CURRENT LIABILITIES:		
Accounts payable	\$ 386,662	\$ 399,476
Accrued liabilities	782,553	688,457
Deferred revenue (Note C)	1,932,195	706,441
Total current liabilities	3,101,410	1,794,374
NET ASSETS:		
Unrestricted	1,319,989	839,125
Unrestricted - board designated (Note D)	2,984	2,978
Temporarily restricted (Note E)	48,450	47,674
Total net assets	1,371,423	889,777
TOTAL LIABILITIES AND NET ASSETS	\$ 4,472,833	\$ 2,684,151

See Notes to Financial Statements

UNITED STATES VOLLEYBALL ASSOCIATION  
 dba USA VOLLEYBALL  
 Statement of Activities and Changes in Net Assets  
 For the Year Ended December 31, 2010  
 (With Comparative Totals for 2009)

	Unrestricted	Temporarily Restricted	2010 Totals	2009 Totals
<b>SUPPORT AND REVENUE:</b>				
National programs	\$ 7,576,692	\$	\$ 7,576,692	\$ 6,305,468
Membership services	3,125,883		3,125,883	3,096,065
Sponsorship and marketing	2,109,266		2,109,266	1,660,363
USOC grants (Note G)	973,390		973,390	887,692
Product and ball sales less direct costs of \$67,294 and \$141,834	375,936		375,936	311,858
International programs	323,286		323,286	323,261
Other programs	290,627		290,627	260,081
USAVF grants (Note G)	157,864		157,864	109,892
USPC grants (Note G)	140,000		140,000	149,004
Contributions	89,034	800	89,834	65,316
Investment income (Note F)	4,339	100	4,439	15,097
Satisfied program restrictions	124	(124)		
Total support and revenue	15,166,441	776	15,167,217	13,184,097
<b>EXPENSES:</b>				
Program services:				
National teams	4,478,846		4,478,846	3,030,107
National events	3,278,106		3,278,106	3,265,575
Membership services	1,682,494		1,682,494	1,553,824
High performance programs	1,662,094		1,662,094	1,430,997
National service programs	844,206		844,206	879,923
International programs	601,903		601,903	915,889
Disabled programs	304,775		304,775	213,535
Total program services	12,852,424		12,852,424	11,289,850
Supporting services:				
National headquarters	1,354,642		1,354,642	1,273,880
Sponsorship, marketing and public relations	235,416		235,416	190,311
Fundraising	155,488		155,488	76,892
Board of Directors	87,601		87,601	98,138
Total supporting services	1,833,147		1,833,147	1,639,221
Total expenses	14,685,571		14,685,571	12,929,071
CHANGE IN NET ASSETS	480,870	776	481,646	255,026
NET ASSETS, beginning of year	842,103	47,674	889,777	636,783
TRANSFER TO USA VOLLEYBALL FOUNDATION (Note G)				(2,032)
NET ASSETS, end of year	<u>\$ 1,322,973</u>	<u>\$ 48,450</u>	<u>\$ 1,371,423</u>	<u>\$ 889,777</u>

See Notes to Financial Statements

UNITED STATES VOLLEYBALL ASSOCIATION  
dba USA VOLLEYBALL  
Statement of Cash Flows  
For the Year Ended December 31, 2010  
(With Comparative Amounts for 2009)

	<u>2010</u>	<u>2009</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 481,646	\$ 255,026
Adjustments to reconcile change in net assets to net cash provided (used) by operating activities:		
Depreciation	239,777	252,789
Changes in assets and liabilities:		
Increase in accounts receivable	(346,105)	(263,340)
Increase in prepaid expenses and deposits	(159,941)	57,158
Decrease in inventory	16,886	(5,253)
Decrease in accounts payable	(12,814)	(436,980)
Increase in accrued liabilities	94,096	173,354
Decrease in deferred compensation		(28,140)
Increase in deferred revenue	<u>1,225,754</u>	<u>(236,898)</u>
Total adjustments	<u>1,057,653</u>	<u>(487,310)</u>
Net cash provided (used) by operating activities	1,539,299	(232,284)
CASH FLOWS FROM INVESTING ACTIVITIES:		
Acquisition of property and equipment	(192,898)	(195,982)
Net change in short-term investments	2,757	(5,861)
Proceeds from sale of long-term investments		2,015
Transfer to USA Volleyball Foundation		<u>(2,032)</u>
Net cash used by investing activities	<u>(190,141)</u>	<u>(201,860)</u>
NET INCREASE (DECREASE) IN CASH	1,349,158	(434,144)
CASH AND CASH EQUIVALENTS, beginning of year	<u>839,505</u>	<u>1,273,649</u>
CASH AND CASH EQUIVALENTS, end of year	<u>\$ 2,188,663</u>	<u>\$ 839,505</u>

See Notes to Financial Statements

UNITED STATES VOLLEYBALL ASSOCIATION  
dba USA VOLLEYBALL

Notes to Financial Statements

For the Year Ended December 31, 2010

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The United States Volleyball Association, dba USA Volleyball (the Association), 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 Association are to foster and conduct area, regional, state and national amateur instructional and competitive volleyball and beach volleyball programs and to represent the volleyball and beach volleyball interests of the nation to the United States Olympic Committee (USOC) and to the Federation Internationale de Volleyball (FIVB).

The Association is the National Governing Body of the sport of volleyball. The Association recognizes and sets general policy for Regional Volleyball Associations (RVA's). These RVA's 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 Association's management.

Income Taxes

No provision for income taxes has been made in the accompanying financial statements because the Association is exempt from federal income taxes under Section 501(c)(3) of the Internal Revenue Code of 1986.

## Notes to Financial Statements

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

The Financial Accounting Standards Board (FASB) issued FASB ASC 740, "Income Taxes", which clarifies the accounting and recognition for income tax positions taken or expected to be taken in the Association's income tax returns.

The Association's income tax filings are subject to audit by various taxing authorities. The Association's open audit periods are 2007 - 2010. The Association believes that its operations have been conducted in accordance with its tax-exempt status.

#### Cash and Cash Equivalents

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

#### Supplemental Cash Flow Information

During the years ended December 31, 2010 and 2009, no interest or income taxes were paid either year.

#### 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 \$10,000 and \$60,026 is recorded at December 31, 2010 and 2009, respectively.

#### Inventory

Inventory is stated at the lower of cost or market. Cost is determined by the first-in, first-out method.

#### 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 Association. 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 of three to five years. Depreciation expense was \$239,777 and \$252,789 for the years ended December 31, 2010 and 2009, 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 net assets released from restrictions.

#### Prior-Year Comparisons

The financial statements include certain prior-year summarized comparative information in total but not by net asset or functional expense 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 Association's financial statements for the year ended December 31, 2009 from which the summarized information was derived.

Certain reclassifications have been made to the prior year amounts in order to conform to the current year financial statement format.

Notes to Financial Statements

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES - Continued

Date of Management's Review

In preparing the financial statements, the Association has evaluated events and transactions for potential recognition or disclosure through April 2, 2011, the date the financial statements were available to be issued.

B. FAIR VALUE MEASUREMENTS

The Association 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 Association 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.

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, 2010 and 2009:

Assets at Fair Value as of December 31, 2010

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Certificates of deposit	\$ 258,380	\$	\$	\$ 258,380
USAVP stock			650	650
	<u>\$ 258,380</u>	<u>\$</u>	<u>\$ 650</u>	<u>\$ 259,030</u>

Notes to Financial Statements

B. FAIR VALUE MEASUREMENTS - Continued

Assets at Fair Value as of December 31, 2009

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Certificates of deposit	\$ 258,380	\$	\$	\$ 258,380
Mutual fund	2,757			2,757
USAVP stock			650	650
	<u>\$ 261,137</u>	<u>\$</u>	<u>\$ 650</u>	<u>\$ 261,787</u>

USAVP Stock, a Level 3 input, had no activity during the years ended December 31, 2010 and 2009.

C. DEFERRED REVENUE

Deferred revenue includes payments under corporate sponsor agreements, with terms in excess of one year, whereby revenue is recognized when earned based on the term of each agreement. Registration fees and other fees from RVA's received in advance of the January through August playing season are also deferred and recognized in the playing season to which they relate.

At December 31, 2010 and 2009, deferred revenue consists of the following:

	<u>2010</u>	<u>2009</u>
Region registrations	\$ 1,559,940	\$ 667,046
USOC performance partnership agreement	95,000	
Event registration fees	82,775	800
Sponsorship	63,595	
HP coaches clinic	46,515	
Official education fees	32,468	7,655
Tryout registrations	21,975	800
HP development	18,837	1,725
Official renewal fees	9,890	28,415
Host fees CAP	1,200	
	<u>\$ 1,932,195</u>	<u>\$ 706,441</u>

D. BOARD DESIGNATED NET ASSETS

At December 31, 2010 and 2009, Board designated net assets consist of the following:

	<u>2010</u>	<u>2009</u>
Officials programs	<u>\$ 2,984</u>	<u>\$ 2,978</u>

## Notes to Financial Statements

### E. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at December 31, 2010 and 2009 consist of the following:

	<u>2010</u>	<u>2009</u>
Women's sitting team	\$ 25,098	\$ 25,169
Men's sitting team	23,234	22,387
Men's standing team	<u>118</u>	<u>118</u>
	<u>\$ 48,450</u>	<u>\$ 47,674</u>

Net assets are released from donor restrictions by incurring expenses that satisfy the restricted purpose. During the year ended December 31, 2010, \$124 was released from restrictions under the above programs.

### F. INVESTMENT INCOME

Investment income consists of the following components for the years ended December 31, 2010 and 2009:

	<u>2010</u>	<u>2009</u>
Interest and dividends	<u>\$ 4,439</u>	<u>\$ 15,097</u>

### G. RELATED PARTIES

During the years ended December 31, 2010 and 2009, the United States Olympic Committee (USOC) provided grants to the Association under the following project categories:

	<u>2010</u>	<u>2009</u>
NGB funding	\$ 950,800	\$ 866,492
Other grants	12,080	11,200
International relations	<u>10,510</u>	<u>10,000</u>
	<u>\$ 973,390</u>	<u>\$ 887,692</u>

Notes to Financial Statements

G. RELATED PARTIES - Continued

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

	<u>2010</u>	<u>2009</u>
Indoor	\$ 350,000	\$ 350,000
Beach	<u>200,000</u>	<u>132,000</u>
	<u>\$ 550,000</u>	<u>\$ 482,000</u>

In addition to the amounts above, the USOC provided additional funding in the form of value in kind in the amount of \$131,651 and \$66,924 for the years ended December 31, 2010 and 2009, respectively, which is included with sponsorship and marketing in the statement of activities and changes in net assets.

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

During the years ended December 31, 2010 and 2009, the Association also received grants from the U.S. Paralympics (USPC) through the USOC in the amount of \$140,000 and \$149,004, respectively, to support disabled programs. In addition to these grants, USPC provided direct athlete funding in the amount of \$48,000 for both years ended December 31, 2010 and 2009, respectively.

In August, 2007, the Association entered into a content license agreement with the USOC. The term of this agreement is August 23, 2007 through December 31, 2012. During the years ended December 31, 2010 and 2009, the Association recognized \$75,000 each year in revenue related to the content license agreement with the USOC. In addition, the Association recognized \$150,000 each year for the years ending December 31, 2010 and 2009 for rights fees under this agreement. These amounts are included in sponsorship and marketing revenue in the statement of activities.

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

## Notes to Financial Statements

### G. RELATED PARTIES - Continued

During the years ended December 31, 2010 and 2009, the Association transferred \$0 and \$2,032, respectively, to the USAVF. During the years ended December 31, 2010 and 2009, the Foundation provided grants to the Association totaling \$157,864 and \$109,892, respectively.

### H. RETIREMENT PLAN

The Association 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 chosen, of a percentage of their compensation. The Association 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 \$190,132 and \$155,398 for the years ended December 31, 2010 and 2009, respectively.

### I. COMMITMENTS AND CONTINGENCIES

The Association has entered into annual agreements with its players that call for monthly stipends to the players in exchange for their participation on the Association's volleyball teams. These agreements also provide for athlete transition funds for indoor players. These monthly stipends conform to USOC, International Olympic Committee and the Federation Internationale de Volleyball guidelines and policies. In addition to support payments paid to athletes directly by the USOC as discussed in Note J, for the years ended December 31, 2010 and 2009, the monthly stipends paid by the Association amounted to \$651,961 and \$389,178, respectively.

### J. LEASES

The Association leases office space under an operating lease that started March 20, 2001 and continued through March 31, 2009. The Association had the option to extend this lease and the Association exercised this option, extending this lease through March 31, 2013. This lease requires base monthly payments of \$6,621 through March 2010, \$6,673 through March 2011, \$6,725 through March 2013.

Notes to Financial Statements

J. LEASES - Continued

The Association also has an operating lease for a copier through February 2011, which requires monthly payments of \$948.

The Association also leases office space under an operating lease that started in February 25, 2008 and continues through February 28, 2011. This lease requires monthly payments of \$2,147 through February 2011.

The Association leases warehouse space for storage under an operating lease commencing December 1, 2010 and continuing for a period of two years, expiring November 30, 2012. This lease requires monthly payments of \$4,000 through November 2012.

The Association also sub-leases office space under an operating lease which expires April 17, 2011. Base rent under this agreement is \$4,663 per month with annual increases of 4%. This lease is fully reimbursed by the City of Anaheim.

The Association also 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. This agreement requires monthly payments of \$7,253 through December 2012 and \$9,962 through December 2016. This lease is fully reimbursed by the City of Anaheim.

During 2008, the Association entered into four vehicle leases commencing April 25, 2008 and continuing for thirty-six months, expiring April 24, 2011. During 2009, the Association leased an additional four vehicles for 36 months, expiring April 2012. These leases require monthly payments of \$2,425. These leases are partially reimbursed by the City of Anaheim.

Future minimum payments under these operating leases are as follows:

2011	\$	259,093
2012		215,354
2013		139,714
2014		119,538
2015		119,538
Thereafter		119,538

As noted above, some of these lease payments are reimbursed by the City of Anaheim.

## Notes to Financial Statements

### K. AFFILIATES

The Association has trade receivables of \$16,328 and \$15,848 due from affiliates and RVA's at December 31, 2010 and 2009, respectively. The Association has accounts payable of \$1,232 and \$0 due to affiliates and RVA's as of December 31, 2010 and 2009, respectively.

UNITED STATES VOLLEYBALL ASSOCIATION  
dba USA VOLLEYBALL  
Schedule of Program Services  
For the Year Ended December 31, 2010

	National Teams	National Events	Membership Services	High Performance Programs	National Service Programs	International Programs	Disabled Programs	Total
Reimbursable expenses	\$ 217,825							\$ 217,825
Athlete prize money	124,640					61,725		186,365
Athlete support	651,961							651,961
Athlete transition	100,000							100,000
Awards	3,506	69,524			4,491	183		77,704
Background screening	836	88	70	820	676		202	2,692
Bank and credit card fees	2,003	11,041	46	27,373	10,417	3,907	50	54,837
Coach - consultant	36,307						200	36,507
Computer expense	19,646	30,614	90,629	6,316	1,891			149,096
Contract labor	95,725	283,122	14,500	11,538	23,776		91,000	519,661
Donations			1,000					1,000
Dues/memberships/subscriptions	320	265	70		545	2,400	1,007	4,607
Educational expense					48,063			48,063
Entry fees				4,750				4,750
Equipment	16,314	325		6,429		2,252	939	26,259
Equipment rental/maintenance	13,495	103,525			19,456	336		136,812
Equipment transportation	7,613	57,007						64,620
Event personnel and catering	72,889	274,171		4,535	18,024	17,893		387,512
Event programming							29,832	29,832
Facilities	97,250	290,954		3,287	1,800			393,291
Fee sharing					3,420			3,420
Flooring rental	5,000	14,000						19,000
Grants					32,754			32,754
Honorariums	18,395	200		191,791	42,169	1,350		253,905
Host fees	10,576	94,916		515,660	2,541			623,693
Housing	18,480	84,187		45,578				148,245
Impact fees					26,473			26,473
Insurance	27,022		761,975				333	789,330
Licenses						635		635
Medical	30,530	4,533						35,063
Merchandising		3,092		39	71	10,365		13,567
Miscellaneous expense	8,728	4,355		5,731	4,200			23,014
Officials fees	47,102	636,173		67,940		8,168		759,383
Officials newsletter					2,545			2,545
Official training					18,641			18,641
Outreach	2,113	2,500						4,613
Payroll, benefits and taxes	1,550,285	442,845	255,800	361,090	471,915	39,204	14,078	3,135,217
Photography					4,260			4,260
Postage, shipping and drayage	6,308	42,399	273,809	14,900	6,876	17,380	283	361,955
Printing and copies	8,125	57,918	277,386	575	596	9,173	111	353,884
Professional fees		60,000		2,882	16,235			79,117
Professional training and education	27,034							27,034
Promotions and gifts	4,786	1,750		1,285	848	12,617	1,428	22,714
Purchases - apparel/lettering	8,388	1,989		59,649	1,396		4,788	76,210
Rent and janitorial	115,561	37,694		1,260		510		155,025
Scholarships				4,035				4,035
Security	704	55,305						56,009
Sport science	28,516							28,516
Supplies	9,814	7,864	131	5,354	1,386	7,315	265	32,129
Telephone	14,060	31,545	1,262	1,806	2,233	2,100	2	53,008
Television fees						200,008		200,008
Tournament scheduling	5,910	19,611						25,521
Training incentives - team	201							201
Travel, food and lodging	713,684	99,841	5,816	199,441	57,689	186,864	136,607	1,399,942
VIK Sponsor	357,194	454,753		118,030	18,819	17,518	23,650	989,964
<b>Total</b>	<b>\$ 4,478,846</b>	<b>\$ 3,278,106</b>	<b>\$ 1,682,494</b>	<b>\$ 1,662,094</b>	<b>\$ 844,206</b>	<b>\$ 601,903</b>	<b>\$ 304,775</b>	<b>\$ 12,852,424</b>

UNITED STATES VOLLEYBALL ASSOCIATION  
dba USA VOLLEYBALL  
Schedule of Supporting Services  
For the Year Ended December 31, 2010

	National Headquarters	Sponsorship, Marketing and Public Relations	Fundraising	Board of Directors	Total
Archive project	\$ 5,960	\$	\$	\$	\$ 5,960
Background screening	123			298	421
Bad debts	10,132				10,132
Bank charges and interest	6,681	130			6,811
Catering			9,628		9,628
Computer expense	98,780		5,245		104,025
Depreciation expense	239,777				239,777
Dues and subscriptions	2,571	274			2,845
Equipment rental and maintenance	3,348			2,224	5,572
Grants		0			-
Insurance	49,890	370	1,166		51,426
Investment management fees	50				50
Meeting and committee expense				61,766	61,766
Miscellaneous expense		41			41
Moving and relocation expenses	567				567
Outreach	12,993				12,993
Payroll, benefits and taxes	632,082	160,998	124,916		917,996
Postage and shipping	3,412	970	160	389	4,931
Printing and copies	24,092	263		362	24,717
Professional fees	40,376	29,802	3,564		73,742
Promotion	3,771	9,045	3,103		15,919
Purchases - apparel/lettering		2,116			2,116
Rent and janitorial	142,671				142,671
Retreat/Summit		7,318			7,318
Sponsor servicing		14,289			14,289
Supplies	14,456	19	20	684	15,179
Telephone	19,416	45	70	789	20,320
Travel, food and lodging	43,494	9,736	7,616	21,089	81,935
	<u>\$ 1,354,642</u>	<u>\$ 235,416</u>	<u>\$ 155,488</u>	<u>\$ 87,601</u>	<u>\$ 1,833,147</u>