

## **USAV / IREVA MEMBER FEES INCREASE**

### 1) BACKGROUND

- a) The USAV Board of Directors has decided to increase membership fees by \$10 per person effective with the 2010/11 season.
- b) IREVA has decided to increase the basic Regional membership fee from \$45 to \$55.
- c) The Regions have had extensive discussions with USAV staff about the amount, timing and rationale for fee increases.
- d) The Regions have only two representatives on the USAV BOD.
- e) IREVA is not retaining any of the fee increase, or raising any Regional fees.
- f) IREVA does not have the financial capacity to absorb a significant portion of the fee increase on a continuing basis.
- g) \$10 per year for members should be considered in the context of the total cost of participation – practice facilities, uniforms, tournaments, travel, etc.

### 2) USAV rationale / goals / benefits

- a) The last USAV fee increase was in 2000.
- b) Inflation continues to affect USAV budget / operations [staff, expenses, IT, etc.].
- c) Insurance cost is NOT a factor, through a combination of good management, good luck and considerable effort by several Regional Commissioners' voluntary efforts.
- d) USAV has been successful in developing external resources [USOC, sponsors], but has also seen a decline in the profitability of National Championships and Qualifiers due to increasing costs.
- e) USAV has increased programming for elite indoor high performance, developmental and National teams, beach, coach development, and referees development.
- f) USAV plans additional increases in programming for elite indoor high performance, developmental and National teams, beach, coach development, and referees development.
- g) Membership growth has been excellent, but not fast enough – incremental growth results in incremental revenue enhancement, limiting opportunities for major initiatives.
- h) USAV has committed to budgeting 50% of the increase based on guidance from a committee of the Regional Commissioners, which will focus their prioritization on activities benefitting the Regions. The other 50% will most likely be devoted to USAV-driven priorities related to National teams' activities and development.

### 3) Regional goals / benefits

- a) Increases in visible USAV marketing and promotion for Regional membership growth, including availability of National team members for Regional events.
- b) Creation of marketing and promotion materials to be available for Regions' use.
- c) Increases in program support for coach and referee development.
- d) Increases in program support for coordination / collaboration of USAV and Regional initiatives, such as beach and JO High Performance.
- e) Increases in USAV staff support for Regional administration and operations, including continuing improvements in WEBPOINT and AES.
- f) Increases in USAV initiatives to collaborate with other organizations such as NCAA to promote and facilitate Regional membership growth.
- g) Increases in grant and incentive programs to support various initiatives enhancing quality and Regional membership growth – Regions, colleges, and schools.
- h) Increases in technical assistance [training materials] for use in elementary and high school programs.
- i) Enhancement of National Championships and Qualifiers.