

**USA SHOOTING, INC.  
USA SHOOTING TEAM FOUNDATION  
Consolidated Financial Statements and  
Supplemental Schedules  
For the Year Ended December 31, 2013**

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INDEPENDENT AUDITORS' REPORT

Board of Directors  
USA Shooting, Inc.  
USA Shooting Team Foundation  
Colorado Springs, Colorado

We have audited the accompanying consolidated financial statements of USA Shooting, Inc. and USA Shooting Team Foundation which comprise the consolidated statement of financial position as of December 31, 2013, and the related consolidated statements of activities and changes in net assets and cash flows for the year then ended, and the related notes to the consolidated 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 consolidated 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 consolidated financial statements referred to above present fairly, in all material respects, the financial position of USA Shooting, Inc. and USA Shooting Team Foundation as of December 31, 2013, and the changes in their 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 the USA Shooting, Inc. and USA Shooting Team Foundation's consolidated 2012 financial statements, and our report dated February 22, 2013, expressed an unmodified opinion on those audited financial statements. In our opinion, the summarized comparative information presented herein as of and for the year ended December 31, 2012, is consistent, in all material respects, with the audited financial statements from which it has been derived.

### **Other Matter**

Our audit was conducted for the purpose of forming an opinion on the consolidated financial statements as a whole. The consolidated schedules of program and supporting service expenses are presented for purposes of additional analysis and are not a required part of the consolidated 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 consolidated financial statements and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the consolidated 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 consolidated financial statements as a whole.

*Waugh & Goodwin, LLP*  
Colorado Springs, Colorado  
March 1, 2014

USA SHOOTING, INC.  
USA SHOOTING TEAM FOUNDATION  
Consolidated Statement of Financial Position  
December 31, 2013  
(With Comparative Amounts for 2012)

	<u>ASSETS</u>	
	<u>2013</u>	<u>2012</u>
<b>CURRENT ASSETS:</b>		
Cash and cash equivalents	\$ 3,282,956	\$ 3,702,830
Short-term investments	918,121	680,233
Accounts receivable	34,425	15,090
Due from the USOC	4,650	3,747
Prepaid expenses	565,032	441,762
Inventory	<u>157,837</u>	<u>155,162</u>
Total current assets	4,963,021	4,998,824
<b>PROPERTY AND EQUIPMENT:</b>		
Equipment	719,437	310,694
Outdoor range	1,201,407	1,188,099
Less accumulated depreciation	<u>(1,285,814)</u>	<u>(1,191,052)</u>
Property and equipment - net	<u>635,030</u>	<u>307,741</u>
<b>TOTAL ASSETS</b>	<b><u>\$ 5,598,051</u></b>	<b><u>\$ 5,306,565</u></b>

LIABILITIES AND NET ASSETS

<b>CURRENT LIABILITIES:</b>		
Accounts payable	\$ 140,987	\$ 170,990
Accrued liabilities	75,549	73,025
Due to the USOC	25,703	53,539
Deferred revenue	<u>130,572</u>	<u>184,292</u>
Total current liabilities	372,811	481,846
<b>NET ASSETS:</b>		
Unrestricted	4,008,873	4,030,854
Unrestricted - Board designated		45,936
Temporarily restricted	1,144,030	675,592
Permanently restricted	<u>72,337</u>	<u>72,337</u>
Total net assets	<u>5,225,240</u>	<u>4,824,719</u>
<b>TOTAL LIABILITIES AND NET ASSETS</b>	<b><u>\$ 5,598,051</u></b>	<b><u>\$ 5,306,565</u></b>

See Notes to Consolidated Financial Statements

USA SHOOTING, INC.  
USA SHOOTING TEAM FOUNDATION  
Consolidated Statement of Activities and Changes in Net Assets  
For the Year Ended December 31, 2013  
(With Comparative Totals for 2012)

	Unrestricted	Temporarily Restricted	Permanently Restricted	2013 Totals	2012 Totals
REVENUE:					
Contributions:					
Direct marketing	\$ 1,472,161	\$	\$	\$ 1,472,161	\$ 1,524,658
Other	103,359	405,000		508,359	264,150
Foundation	79,208	101,935		181,143	213,735
USOC grants	1,317,310			1,317,310	1,496,677
Sponsorship & royalties	790,834			790,834	1,054,508
World Cup	404,892			404,892	268,004
Competition fees	387,904			387,904	336,538
Membership dues	154,766			154,766	146,412
Investment income	1,610	98,847		100,457	60,239
Coach/official training	43,074			43,074	9,303
Miscellaneous	28,662			28,662	6,601
Shotgun ammunition sales net of costs of \$81,755 and \$94,699	15,874			15,874	(4,258)
Merchandise sales, net of costs of \$109,514 and \$79,102	17,693			17,693	34,933
Range fees	15,132			15,132	4,835
Mailing list sales	10,341			10,341	9,571
Advertising	1,270			1,270	(20)
USOC content licensing agreement					75,000
Satisfied program restrictions	137,344	(137,344)			
Total revenue	4,981,434	468,438		5,449,872	5,500,886

EXPENSES:

Program services:				
Elite athlete programs	2,801,629		2,801,629	2,561,751
Competitions	358,864		358,864	323,990
Shooter development	162,429		162,429	172,210
Membership	141,388		141,388	160,352
International relations	<u>14,648</u>		<u>14,648</u>	<u>11,938</u>
Total program services	3,478,958		3,478,958	3,230,241
Supporting services:				
Direct marketing	827,980		827,980	834,879
Fundraising	461,117		461,117	463,383
General & administrative	<u>281,296</u>		<u>281,296</u>	<u>285,004</u>
Total supporting services	<u>1,570,393</u>		<u>1,570,393</u>	<u>1,583,266</u>
Total expenses	<u>5,049,351</u>		<u>5,049,351</u>	<u>4,813,507</u>
CHANGE IN NET ASSETS	(67,917)	468,438	400,521	687,379
NET ASSETS, beginning of year	<u>4,076,790</u>	<u>675,592</u>	<u>72,337</u>	<u>4,824,719</u>
NET ASSETS, end of year	<u>\$ 4,008,873</u>	<u>\$ 1,144,030</u>	<u>\$ 72,337</u>	<u>\$ 5,225,240</u>

See Notes to Consolidated Financial Statements

USA SHOOTING, INC.  
USA SHOOTING TEAM FOUNDATION  
Consolidated Statement of Cash Flows  
For the Year Ended December 31, 2013  
(With Comparative Amounts for 2012)

	<u>2013</u>	<u>2012</u>
CASH FLOWS FROM OPERATING ACTIVITIES:		
Change in net assets	\$ 400,521	\$ 687,379
Adjustments to reconcile change in net assets to net cash provided by operating activities:		
Depreciation	94,762	88,420
Unrealized gains on investments	(54,204)	(45,368)
Decrease (increase) in assets:		
Accounts receivable	(19,335)	62,430
Due from the USOC	(903)	105,599
Inventory	(2,675)	(46,014)
Prepaid expenses	(123,270)	(18,799)
Increase (decrease) in liabilities:		
Accounts payable	(30,003)	(28,886)
Accrued liabilities	2,524	8,287
Due to the USOC	(27,836)	17,448
Deferred revenue	<u>(53,720)</u>	<u>25,174</u>
Total adjustments	<u>(214,660)</u>	<u>168,291</u>
Net cash provided by operating activities	185,861	855,670
CASH FLOWS FROM INVESTING ACTIVITIES:		
Short-term investments, net	(183,684)	(14,362)
Acquisition of property & equipment	<u>(422,051)</u>	<u>(38,936)</u>
Net cash used by investing activities	<u>(605,735)</u>	<u>(53,298)</u>
NET INCREASE (DECREASE) IN CASH	(419,874)	802,372
CASH AND CASH EQUIVALENTS, beginning of year	<u>3,702,830</u>	<u>2,900,458</u>
CASH AND CASH EQUIVALENTS, end of year	<u>\$ 3,282,956</u>	<u>\$ 3,702,830</u>

See Notes to Consolidated Financial Statements



USA SHOOTING, INC.  
USA SHOOTING TEAM FOUNDATION  
Notes to Consolidated Financial Statements  
For the Year Ending December 31, 2013

A. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

Basis of Presentation

The financial statements of USA Shooting, Inc. (the Corporation) are being presented on a consolidated basis with the USA Shooting Team Foundation in order to conform to the requirements of Financial Accounting Standards Board ASC 958. This standard requires consolidation when one nonprofit has a financial interest and controls the appointment of a majority of the Board of Directors of another nonprofit entity. All significant inter-company accounts and transactions have been eliminated in the accompanying consolidated financial statements.

Organization

USA Shooting, Inc. was incorporated on March 18, 1994, as a Colorado nonprofit corporation. The purpose of the Corporation is to advance amateur competition both nationally and internationally in the sport of shooting.

The USA Shooting Team Foundation (the Foundation) was incorporated in 2009. The purpose of the Foundation is to raise funds and acquire assets that will enable USA Shooting, Inc. to encourage, improve and promote the sport of shooting in the United States.

Income Taxes

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

The Corporation's and Foundation's forms 990, Return of Organization Exempt from Income tax, for the years ending 2010 to 2013 are subject to examination by various taxing authorities, generally for three years after the date they were filed. Management of the Corporation and Foundation believes that they do not have any uncertain tax positions that are material to the financial statements.

## Notes to Consolidated Financial Statements

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

#### 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 and changes in net assets as satisfied program restrictions.

#### Membership Dues

One-year membership dues are billed on individual anniversary dates and recognized as revenue upon receipt. Dues received for five-year memberships are deferred and recognized as revenue over the corresponding period of the membership. Dues received for life memberships are deferred and recognized over a period of twenty-five years.

#### Accounts Receivable

Accounts receivable are stated at the amount the Corporation expects to collect from balances outstanding at year-end. Based on the Corporation's experience with individuals and entities having outstanding balances, it has concluded that any losses on balances outstanding at year-end will not be material. Therefore, no allowance for doubtful accounts is considered necessary.

#### Depreciation

Property and equipment are recorded at cost as of the date of acquisition or fair value as of the date of receipt in the case of gifts. Equipment is depreciated using the straight-line method over useful lives of 5 to 18 years. Depreciation expense for the years ended December 31, 2013 and 2012 amounted to \$94,762 and \$88,420, respectively.

#### Cash and Cash Equivalents

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

## Notes to Consolidated Financial Statements

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

#### Inventory

Inventory consists of merchandise, firearms, and ammunition held for sale. Donated inventory is recorded at fair market value at date of receipt. Purchased inventory is recorded at the lower of first-in first-out cost or market.

#### Donated Services

The Corporation recognizes donated services that create or enhance non-financial assets or that require specialized skills and would typically need to be purchased if not provided by donation. No donated services were recorded for 2013 or 2012.

#### Use of Estimates in Preparation of Financial Statements

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, the disclosure of contingent liabilities, and the reported amounts of revenues and expenses. Actual results could differ from those estimates.

#### 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 Corporation's financial statements for the year ended December 31, 2012, from which the summarized information was derived.

#### Date of Management's Review

In preparing the financial statements, the Corporation has evaluated events and transactions for potential recognition or disclosure through March 1, 2014, the date the financial statements were available to be issued.

## Notes to Consolidated Financial Statements

### 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.

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, 2013 and 2012:

#### Assets at Fair Value as of December 31, 2013

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Money market	\$ 168,274	\$	\$	\$ 168,274
USOE investment portfolio			749,847	749,847
	<u>\$ 168,274</u>	<u>\$</u>	<u>\$ 749,847</u>	<u>\$ 918,121</u>

#### Assets at Fair Value as of December 31, 2012

	<u>Level 1</u>	<u>Level 2</u>	<u>Level 3</u>	<u>Total</u>
Money market	\$ 168,194	\$	\$	\$ 168,194
USOE investment portfolio			512,039	512,039
	<u>\$ 168,194</u>	<u>\$</u>	<u>\$ 512,039</u>	<u>\$ 680,233</u>

Notes to Consolidated Financial Statements

B. FAIR VALUE MEASUREMENTS - Continued

The Corporation has invested in units of a pooled portfolio managed by the United States Olympic Endowment (USOE). The portfolio consists of the following types of securities at December 31, 2013:

Alternative investments	33.58%
International equities	24.47
Domestic equities	27.34
Domestic bonds	7.01
Money market funds	4.21
International bonds	2.81
Convertible securities	<u>0.58</u>
	<u>100.00%</u>

The following is a reconciliation of the beginning and ending balances of recurring fair value measurements recognized in the accompanying statement of financial position using significant unobservable (Level 3) inputs:

Balance, January 1, 2013	\$	512,039
Net additions		139,329
Total realized and unrealized gains		93,899
Interest and dividends		<u>4,580</u>
Balance, December 31, 2013	\$	<u>749,847</u>
Total income for the period included in net income attributable to the change in unrealized gains related to the assets still held at the reporting date		<u>\$ 54,204</u>

C. DEFERRED REVENUE

Deferred revenue consists of the following at December 31, 2013 and 2012:

	<u>2013</u>	<u>2012</u>
Membership dues	\$ 118,854	\$ 128,467
Other	<u>11,718</u>	<u>55,825</u>
	<u>\$ 130,572</u>	<u>\$ 184,292</u>

Notes to Consolidated Financial Statements

D. BOARD DESIGNATED NET ASSETS

At December 31, 2013 and 2012, Board designated net assets consist of the following:

	<u>2013</u>	<u>2012</u>
Goss Estate	\$ _____	\$ <u>45,936</u>

Funds received by the Corporation from the Goss Estate were used in programs designated by the Board of Directors during the year ended December 31, 2013.

E. TEMPORARILY RESTRICTED NET ASSETS

Temporarily restricted net assets at December 31, 2013 and 2012 consist of assets restricted for the following programs:

	<u>2013</u>	<u>2012</u>
Athlete endowment fund	\$ 1,046,922	\$ 600,449
Shooter development	50,000	
Junior Olympic National		
Shotgun Team	29,507	25,232
Endowment fund	9,326	9,267
Shooting sports medicine		
research	5,242	5,242
Scholarship program	3,033	3,033
Paralympic programs		24,154
Picket memorial fund		<u>8,215</u>
	<u>\$ 1,144,030</u>	<u>\$ 675,592</u>

Net assets are released from donor restrictions by incurring expenses that satisfy the restricted purpose. During the years ended December 31, 2013 and 2012, restricted net assets were released from restrictions for the following programs:

	<u>2013</u>	<u>2012</u>
10M campaign	\$ 101,935	\$
Paralympic programs	27,194	
Pickett memorial fund	8,215	
Junior pistol training		
program		359
Junior Olympic		
National Shotgun Team		<u>32,618</u>
	<u>\$ 137,344</u>	<u>\$ 32,977</u>

## Notes to Consolidated Financial Statements

### F. PERMANENTLY RESTRICTED NET ASSETS

Permanently restricted net assets at December 31, 2013 and 2012 consist of assets that will be held in perpetuity with the earnings restricted to the following programs:

	<u>2013</u>	<u>2012</u>
Junior pistol training program	\$ 53,817	\$ 53,817
Shooting sports medicine research	17,520	17,520
International rifle	<u>1,000</u>	<u>1,000</u>
	<u>\$ 72,337</u>	<u>\$ 72,337</u>

Earnings on permanently restricted net assets are subject to donor restrictions that stipulate that the original principal of the gift is to be held and invested by the Corporation indefinitely and income from the fund is to be used for the programs shown above.

### G. ENDOWMENTS

As of December 31, 2013, the Corporation has two endowment funds. One endowment is permanently restricted and consists of the net assets shown in Note F. The second endowment consists of temporarily restricted net assets shown in Note E as being restricted for the athlete endowment fund. The Corporation has adopted investment and spending policies based on the Colorado Uniform Prudent Management of Institutional Funds Act (UPMIFA). As a result of the Corporation's interpretation of UPMIFA, and in accordance with donor restrictions, contributions to these funds are classified as permanently or temporarily restricted net assets.

These funds are invested primarily in the United States Olympic Endowment and money market funds, pursuant to the Corporation's spending objectives of subjecting the fund to low investment risk and providing support for the restricted programs. The Corporation normally expends the investment earnings from the permanently restricted endowment in the year it is earned. Earnings on the athlete endowment fund are being accumulated until such time as the fund reaches \$1,500,000.

## Notes to Consolidated Financial Statements

### G. ENDOWMENTS - Continued

	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
Endowment net assets, January 1, 2012	\$ 478,596	\$ 72,337	\$ 550,933
Investment income	58,233	628	58,861
Contributions	63,620		63,620
Program expenditures		(628)	(628)
Endowment net assets, December 31, 2012	600,449	72,337	672,786
Investment income	98,847	368	99,215
Contributions	347,626		347,626
Program expenditures		(368)	(368)
Endowment net assets, December 31, 2013	<u>\$ 1,046,922</u>	<u>\$ 72,337</u>	<u>\$ 1,119,259</u>

### H. RELATED PARTY TRANSACTIONS

The United States Olympic Committee (USOC) provides grants to the Corporation for sports development, international competition, and team preparation. Grants provided during the years ended December 31, 2013 and 2012 consisted of the following project categories:

	<u>2013</u>	<u>2012</u>
NGB funding	\$ 1,248,310	\$ 1,385,510
International relations grant	9,000	8,800
Value in-kind	<u>60,000</u>	<u>102,367</u>
	<u>\$ 1,317,310</u>	<u>\$ 1,496,677</u>

In 2007 the Corporation entered into a content license agreement with the USOC. The term of the agreement was July 1, 2007 through December 31, 2012. Under the terms of the content license agreement the Corporation received 75,000 during the year ended December 31, 2012.

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

### I. RETIREMENT PLAN

Effective January 1, 2003, the Corporation adopted a 401(k) retirement plan, covering substantially all employees. The Corporation can make discretionary matching contributions of 2.5% to 5% of eligible employee compensation. Total pension expense for the years ended December 31, 2013 and 2012, was \$20,654 and \$18,444, respectively.



## Notes to Consolidated Financial Statements

### J. LEASES

The Corporation rents two storage units on a month-to-month basis.

Total rent expense for the years ended December 31, 2013 and 2012 was \$3,323 and \$3,186, respectively.

Effective June, 2004, the USOC assigned its rights to the Corporation in a lease of the outdoor range at Ft. Carson, Colorado. The Corporation successfully negotiated a ten-year extension of the lease through 2012. In November 2012, the lease was extended through April 30, 2017. No payments are required under the terms of the lease.

USA SHOOTING, INC.  
USA SHOOTING TEAM FOUNDATION  
Consolidated Schedule of Program Services  
For the Year Ended December 31, 2013  
(With Comparative Amounts for 2012)

	Elite Athlete Programs	Competitions	Shooter Development	Membership	International Relations	2013 Totals	2012 Totals
Airfare	\$ 602,843	\$ 11,750	\$ 13,012	\$ 49	\$ 4,373	\$ 632,027	\$ 490,738
Ammunition	247,083		5,444			252,527	149,692
Audit & legal	4,589		477			5,066	1,842
Awards & medals	3,586	9,880	925	996		15,387	21,540
Bank & data base services	670	6,421	19	4,589		11,699	19,578
Competition entry fees	88,859					88,859	56,261
Depreciation	94,762					94,762	88,420
Dues & subscriptions	3,745		250			3,995	10,460
Employee benefits	75,100	14,506	1,405	11,095		102,106	79,193
Equipment purchases	13,657		327			13,984	18,687
Equipment rental	1,406	450	115			1,971	1,051
Facility lease	2,281	1,043				3,324	6,143
Insurance & workers comp.	28,159	1,940	763	327		31,189	27,593
Lodging & meals	1,037,815	160,293	52,829	41	10,275	1,261,253	1,160,310
Other expense	11,397	198				11,595	2,695
Payroll taxes	29,044	5,868	4,372	2,900		42,184	35,667
Performance awards	500					500	231,000
Postage & shipping	5,392	2,909	734	18,895		27,930	31,848
Practice rounds	15,885	(1,938)				13,947	12,215
Printing	990	3,925	226	40,813		45,954	38,166
Professional services	9,689	14,942	5,064	15,527		45,222	62,520
Promotional items	3,663	6,055	1,844	6,154		17,716	18,145
Range operations	7,074	692				7,766	11,053
Salaries	391,224	75,692	56,358	36,863		560,137	480,510
Stipends	57,389					57,389	37,364
Supplies	24,677	11,234	3,489	3,082		42,482	45,067
Targets	19,360	32,885				52,245	45,692
Telephone	8,642	119	195	57		9,013	15,785
Travel subsidy	4,275		14,475			18,750	11,750
Uniforms	7,873		106			7,979	19,256
<b>Totals</b>	<b>\$ 2,801,629</b>	<b>\$ 358,864</b>	<b>\$ 162,429</b>	<b>\$ 141,388</b>	<b>\$ 14,648</b>	<b>\$ 3,478,958</b>	<b>\$ 3,230,241</b>

USA SHOOTING, INC.  
USA SHOOTING TEAM FOUNDATION  
Consolidated Schedule of Supporting Services  
For the Year Ended December 31, 2013  
(With Comparative Amounts for 2012)

	Direct Marketing	Fundraising	General & Administrative	2013 Totals	2012 Totals
Accounting fees	\$	\$	\$ 3,608	\$ 3,608	\$ 4,587
Advertising/promotion			311	311	1,374
Airfare		36,653	15,502	52,155	49,761
Ammunition			52	52	17,179
Audit & legal		4,562	7,125	11,687	8,292
Awards & medals			2,069	2,069	3,248
Bank fees	3,105	3,328	18,525	24,958	23,910
Bad debt expense					10,364
Copier expense		23	2,682	2,705	3,770
Cost of goods distributed		12,340		12,340	5,726
Dues & subscriptions		489	2,326	2,815	16,006
Employee benefits		23,164	18,890	42,054	39,683
Equipment maintenance					227
Equipment purchases		2,024	1,627	3,651	824
Insurance & workers comp.		981	6,605	7,586	6,696
List maintenance	70,418			70,418	75,126
Lodging & meals	25,889	103,320	24,623	153,832	99,641
Payroll taxes		15,869	9,915	25,784	23,674
Postage & shipping	223,176	8,414	2,897	234,487	266,876
Printing & supplies	343,693	4,131	258	348,082	364,936
Professional services	128,242	22,213	22,789	173,244	187,570
Promotional items	29,437	13,142	786	43,365	42,872
Recruitment/moving		470		470	
Registrations	4,020			4,020	5,116
Salaries		187,500	136,791	324,291	311,597
Supplies		18,550	2,955	21,505	9,987
Telephone		3,944	960	4,904	4,224
	<u>\$ 827,980</u>	<u>\$ 461,117</u>	<u>\$ 281,296</u>	<u>\$ 1,570,393</u>	<u>\$ 1,583,266</u>