



State-Based Organization Benefits & Commitments

Benefits

1. Receive guaranteed **startup grant funding** from USA Ultimate for the first three years of operation to support and establish the organization.
 - a. The startup grant funding is paid in quarterly installments. The grants total \$15,000 in the first and second years and \$10,000 in the third year, so replacement revenues can be developed and in place by the organization's fourth year.
2. Receive a **share of all membership dues** paid by local members in your state or states. Membership with USA Ultimate includes membership with the state organization.
 - a. Share amounts are available online. The most recent complete year's membership details, with breakdowns by state, age, gender and membership level is linked on the [membership homepage](#).
3. **Modify share of membership dues**, beyond the national rates set by USA Ultimate, starting in year two.
 - a. A dollar doesn't have the same buying power in California that it does in Mississippi. Balance the realities of your operating budget and real expenses with appropriate membership pricing in your state, rather than relying on the one-price-fits-all national membership rates.
4. Coverage by **robust USA Ultimate insurance**, including directors and officers, commercial general liability and participant accident policies.
 - a. An A-rated carrier with reliable claims processing provides sport-specific and appropriate insurance coverage. Review the details about [general liability coverage](#) and additional coverage for SBOs. As organizations are able to engage paid staff and maintain property, goods or supplies exceeding reasonable values, USA Ultimate can help organizations connect with advanced coverages including workers' compensation (regulated at the state level), property (including "inland marine" for supplies in transit to and from events) and hired or non-owned automobiles to cover personal vehicles used by organization staff that are not owned directly by the organization.
5. Support for annual expenses for professional preparation and filing of **IRS form 990**.
 - a. Receive reimbursement up to \$500 per year towards professional accounting services to prepare and file form 990 with the IRS.
6. Offer **Play it Forward youth memberships** to local groups, schools, teams and players.
 - a. USA Ultimate currently offers [Play it Forward](#) memberships to affiliate organizations, but state organizations are eligible to award up to \$500 additional funding in their first year, with further amounts to be matched 1:1 to local fundraising efforts.
7. Determine **New Start Equipment Grant awards** to local groups who apply.
 - a. USA Ultimate will ship up to four [grant kits](#) annually to recipients, per your determination.



8. Select and optionally incentivize staff to attend the **annual national convention** with complimentary registration for up to two representatives.
 - a. For example, award registration to a representative based on demonstrated performance or, perhaps, participant votes. Currently, the convention is being hosted in late January.
9. Leverage the organization's unique status as the **Official State-Based Organization of USA Ultimate** for your state(s).
 - a. Market your organization's services and programs more effectively through your unique, preferred relationship with ultimate's U.S. Olympic and Paralympic recognized national governing body.
10. Create new local organizational **employment and career opportunities** in the sport of ultimate.
 - a. Increase the number of paid staff working to grow the sport of ultimate in your state. Progress from having an all-volunteer-run organizational structure to being driven by salaried professional staff.
11. Offer locally focused **support and resources** to ultimate players, teams, events, etc.
 - a. Receive support from the national USA Ultimate headquarters but focus on a single state to offer dedicated attention and service.
12. Modify requirements and/or pricing for local **USA Ultimate programs** in your state or territory, beyond national minimums set by USA Ultimate.
 - a. For example, at USA Ultimate camps, Learn to Play or GUM clinics, coaching certification clinics, observer training and certification, etc., you could require organizers to share a revenue portion with your state organization.
13. Negotiate revenue shares and set USA Ultimate membership policies with **multi-sport organization programs**.
 - a. For example, get ultimate included in [State Games](#) events, YMCA chapters, Boys & Girls Clubs, Catholic Youth Organizations, Jewish Community Centers, etc. Consider requiring memberships in exchange for organization or involvement and/or negotiate a revenue share.
14. Receive USA Ultimate headquarters **assistance with developing your organization's bylaws** and operating structure.
 - a. Take advantage of a collaborative opportunity to achieve the best possible framework for organizational stability and success.
15. Offer **representation on the state organizational board** to local [USA Ultimate affiliate](#) organizations.
 - a. Optionally reward and incentivize formal affiliation by local organizations that are serving a specific segment of the sport's constituency and their associated commitment to require membership.
16. Professional **graphic design services** for logo and branding.
 - a. USA Ultimate will directly engage and cover the costs for our professional, sport-focused graphic designer to develop the organization's branding, logo properties and brand identify for cross-platform use.



17. Engage professional services of companies with **established USA Ultimate and/or USOPC relationships**.
 - a. Take advantage of access to preferred partners, industry experts, negotiated prices and rates, etc.
18. Improve participant and/or team **requirements for event participation** beyond national minimums set by USA Ultimate.
 - a. For example, you could implement additional conduct requirements, naming guidelines, uniform requirements, team sponsorship approval, etc. As long as all further requirements continue to meet USA Ultimate guidelines, further modification is an option.
19. Run and/or **approve all hosting bids** for local Triple Crown Tour, college, youth, high school, middle school, beach and indoor USA Ultimate championships in your state or territory.
 - a. For bids to host events that are exclusive to local state or territories, determine and set host bid preference(s). For larger events (e.g., regional or national events), receive bid preference to run the event directly or have approval rights for any eligible entities within local state territory. State-based organizations are also able to submit multiyear bids to host a USA Ultimate championship event, as well as single-year bids before the normal public bid window opens for that event year. To inquire about submitting such a bid, please reach out to the appropriate competition division manager per the [HQ Staff Contacts page](#) or to the director of member services and community development for more information
20. Establish and run new, official **state championship events** to develop emerging divisions or formats.
 - a. For example, create an official state beach championship for multiple gender or age divisions, state indoor championships, a state club or masters championship, state grand masters or great grand masters championship, state middle school championships, or a state youth club championship (or regional invite/warm-up for YCC) perhaps for a new age division (U-14, U-12, etc.).
21. Run local **youth and adult programs** (camps, leagues, tournaments, etc.) in areas not being served by local USA Ultimate affiliate organizations.
 - a. While avoiding any perceived conflict with a committed USA Ultimate affiliate organization, state organizations can develop, implement and operate a variety of programs and events (revenue stream potential) in areas that are not served by an existing affiliate, with the goal of establishing programs or models that can be eventually assumed by a local affiliate organization to grow membership and ultimate programming opportunities.
22. Set and retain **sanctioning fees** (application, participant, paper processing, etc.) for events occurring within your state or territory.
 - a. Optionally, have USA Ultimate headquarters staff manage events, in which case USAU HQ will set and retain fees. Fees in 2020 were \$55-330 per event.
23. Modify requirements for **YCC team approval and acceptance** to the national championship event beyond national minimums set by USA Ultimate.
 - a. For example, require additional fees, personnel requirements, event minimums, etc.
24. **Modify event requirements** for rostering chaperones and/or coaches beyond national minimums set by USA Ultimate.



- a. For example, require membership for chaperones and/or certification for coaches, even if USA Ultimate is not requiring them nationally.
- 25. **Modify registrant requirements** for individual registration events beyond national minimums set by USA Ultimate.
 - a. For example, require online registration at play.usultimate.org versus use of external systems and/or emailed spreadsheets in order to reduce administrative processing time.
- 26. Option to require electronic-only **participant waivers of liability and/or membership payments**.
 - a. USA Ultimate currently accepts both formats, with a strong preference for electronic, but state organizations can increase selectivity in order to reduce processing and administrative workload.
- 27. Access to the **USA Ultimate Judicial Committee** for handling and resolving any conduct policy violations.
 - a. For complaints that allege inappropriate conduct at an event run by a state organization, the investigation, communication and resolution of the matter can be appropriately handled by the USA Ultimate Judicial Committee.
- 28. Seek **local sponsors and partners** for programs and events.
 - a. National sponsors in a category may preclude local sponsors in the same category. Check in with USA Ultimate headquarters for more information about sponsors.

Commitments

Support [USA Ultimate's mission, vision, goals and core](#) values through unbiased service to local members, teams, events, affiliates and partners, as an extension of the national office.

- a. Provide active and consistent communication to members within your state or territory, and sign an annual agreement with USA Ultimate.
- 2. Establish and maintain **501(c)(3) status** with the IRS.
 - a. File annual tax returns per federal and state/local laws.
- 3. Develop and adopt **organizational bylaws** with final approval from USA Ultimate headquarters, including any subsequent changes.
- 4. Establish and maintain a **board of directors** via the process outlined in bylaws approved by USA Ultimate.
 - a. Ensure adequate representation from key metro areas and constituent groups in your state or territory. Key areas will include process of officer selection, decision making, frequency of meetings, conducting elections, etc.
- 5. Submit a **business plan** to USA Ultimate reflecting revenue growth and organizational stability for year four.
 - a. As the startup grant funding runs out by year four, be ready to compensate with other revenue streams to grow and sustain the organization.
- 6. **Grow your state's membership** from the prior year, exceeding the national average seen in other states.



- a. Nationally, we have seen an average of approximately 4% growth from 2015-2019.
7. Run robust **youth programs and camps** through affiliates, partners and/or as part of your organizational business model.
 - a. Youth programs are a significant revenue opportunity, from both membership dues and program fees.
8. Establish relationships with local **youth-serving multi-sport organizations (MSOs)**.
 - a. Common MSOs are YMCAs, Boys & Girls Clubs, Catholic Youth Organizations, Jewish Community Centers, etc.
9. Encourage and provide support to local USA Ultimate affiliates to run **USA Ultimate-branded programs and sanctioned events**.
 - a. [Branded programs](#) include USA Ultimate camps, Learn to Play and GUM clinics, Coaching Development Program certification clinics, Observer Certification Program trainings, etc.
10. Support and enforce **USA Ultimate policies** and decisions.
 - a. Policies and decisions include things like conduct cases, naming violations, uniform guidelines, sponsorship determinations, etc.
11. Establish a trained **SafeSport** primary contact along with documented SafeSport policy and procedures.
 - a. Learn more about [SafeSport's training and education resources](#).
12. Identify and support local **competition coordinators**: state youth coordinators, club sectional and college conference coordinators, etc.
13. **Sanction local events** (tournaments, leagues, practices, etc.) for local organizers, as well as any and all events run directly by the state organization.
 - a. [Sanctioning](#) tasks include:
 - i. Working with USA Ultimate member services to issue appropriate insurance certificates, as needed.
 - ii. Maintaining player and team registration and rostering in the USA Ultimate event management system (EMS) with tech support from USA Ultimate headquarters.
 - iii. Providing support to organizers and participants, as needed.
14. Ensure and/or process the **online rostering** of all local event participants in the USA Ultimate event system.
 - a. Tech support for EMS and play.usultimate.org is provided by USA Ultimate headquarters.
15. Ensure **YCC team eligibility** requirements are met.
 - a. For example, verify that leagues are run appropriately, players participate in leagues, coaches and chaperones complete requirements, etc.
16. Ensure local sanctioned and championship event **teams meet all requirements**.
 - a. For example, verify that requirements are met for team coaches, chaperones, medical authorization forms, SafeSport training, etc.
17. Ensure receipt of all participant **membership dues and waivers** of liability.
 - a. Memberships and waivers support the operations of and indemnify both national and state organizations.
18. Process any accepted **paper materials** in the play.usultimate.org system.



- a. For example, any paper waivers and/or membership payments made offline (by cash, check or other method). State organizations have the option to require all materials be submitted online through play.usultimate.org in order to avoid this processing.
19. Process **applications for [Play it Forward](#)** youth membership grants.
 - a. State organizations receive a revenue share for Play it Forward members just as any other membership.
20. Process **applications for [New Start Equipment Grant](#)** Kits.
21. Seek approval from USA Ultimate headquarters for all **sponsorship and partnership relationships**.
 - a. National sponsors in a category may preclude local sponsors in the same category.
22. Send a representative to the annual **Coach and Organizer Convention**.
 - a. The convention is currently being held in January.