

Form **990****Return of Organization Exempt From Income Tax**

OMB No. 1545-0047

2016**Open to Public Inspection**Department of the Treasury
Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

▶ Do not enter social security numbers on this form as it may be made public.

▶ Information about Form 990 and its instructions is at www.irs.gov/form990.

A For the 2016 calendar year, or tax year beginning , 2016, and ending , 20	
B Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	C Name of organization BSA BUSINESS SOFTWARE ALLIANCE, INC. Doing business as BSA THE SOFTWARE ALLIANCE Number and street (or P O box if mail is not delivered to street address) Room/suite 20 F STREET, N.W. 800 City or town, state or province, country, and ZIP or foreign postal code WASHINGTON, DC 20001 D Employer identification number 06-1242574 E Telephone number 202-872-5500 G Gross receipts \$ 57,540,959 H(a) Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No H(b) Are all subordinates included? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No If "No," attach a list. (see instructions) H(c) Group exemption number ▶
F Name and address of principal officer: SCOTT J. VAN HOVE; 20F ST., N.W., SUITE 800; WASHINGTON, DC 20001	
I Tax-exempt status <input type="checkbox"/> 501(c)(3) <input checked="" type="checkbox"/> 501(c) (6) ◀ (insert no.) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527	
J Website: ▶ WWW.BSA.ORG	
K Form of organization <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶ L Year of formation 1988 M State of legal domicile DC	

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: <u>SEE SCHEDULE O</u>		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	18
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	18
	5 Total number of individuals employed in calendar year 2016 (Part V, line 2a)	5	67
	6 Total number of volunteers (estimate if necessary)	6	757
	7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	NONE
b Net unrelated business taxable income from Form 990-1, line 34	7b	NONE	
Revenue	8 Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9 Program service revenue (Part VIII, line 2g)	NONE	NONE
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	58,843,547	55,711,884
	11 Other revenue (Part VIII, column (A), lines 5, 6d-8c, 9c-10c, and 11e)	545,798	623,122
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	260,078	1,205,953
	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	59,649,423	57,540,959
	14 Benefits paid to or for members (Part IX, column (A), line 4)	133,000	122,861
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)		
	16a Professional fundraising fees (Part IX, column (A), line 11e)	12,506,736	13,930,083
	b Total fundraising expenses (Part IX, column (D), line 25) ▶		
Expenses	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	44,130,515	39,285,722
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	56,770,251	53,338,666
	19 Revenue less expenses. Subtract line 18 from line 12	2,879,172	4,202,293
	20 Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21 Total liabilities (Part X, line 26)	39,543,088	50,782,533
	22 Net assets or fund balances. Subtract line 21 from line 20	14,223,357	20,999,815
		25,319,731	29,782,718

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

Sign Here	Signature of officer <u>Scott J. Van Hove</u> Date <u>11/07/2017</u> Type or print name and title <u>Scott J. Van Hove, CEO and Vice President - Finance</u>
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Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check <input type="checkbox"/> If self-employed	PTIN
	TRAVIS L PATTON	<u>[Signature]</u>	OCT 30 2017		P00369623
	Firm's name ▶ PRICEWATERHOUSECOOPERS, LLP	Firm's EIN ▶ 13-4008324			
	Firm's address ▶ 600 13TH STREET NW, SUITE 1000; WASHINGTON, DC 20005	Phone no.	202-414-1000		

May the IRS discuss this return with the preparer shown above? (see instructions) ☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

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Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☐ ☒

- 1 Briefly describe the organization's mission:

SEE SCHEDULE O

- 2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?
- ☐
- Yes
- ☒
- No

If "Yes," describe these new services on Schedule O.

- 3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?
- ☐
- Yes
- ☒
- No

If "Yes," describe these changes on Schedule O.

- 4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

- 4a (Code:) (Expenses \$ including grants of \$) (Revenue \$)

ENFORCEMENT: IN 2016, SOLICITED APPROXIMATELY 20,000 LEADS FROM THE PUBLIC CONCERNING POSSIBLE ILLEGAL USES OF SOFTWARE BY COMPANIES; DIRECTED APPROXIMATELY 6,700 END-USER ENFORCEMENT ACTIONS SEEKING TO END THE ILLEGAL USE OF UNLICENSED SOFTWARE BY COMPANIES; TOOK DOWN APPROXIMATELY 3,500,000 WEBPAGES HOSTING INFRINGING CONTENT ON PEER-TO-PEER (P2P) AND DIRECT DOWNLOAD (DD) SITES, WORKED WITH MARKETPLACE AND AUCTION SITES TO TAKE DOWN MORE THAN 301,000 LISTINGS OFFERING INFRINGING SOFTWARE PRODUCTS.

- 4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)

COMMUNICATIONS: ISSUED 162 NEWS RELEASES TO US AND GLOBAL MEDIA ON DEVELOPMENTS AFFECTING SOFTWARE POLICY AND LEGAL TOPICS, CONDUCTED EDUCATIONAL OUTREACH PROGRAMS TO SOFTWARE USERS AND RELATED KEY AUDIENCES, AND CONVENED OR COSPONSORED PUBLIC EVENTS BRINGING TOGETHER SOFTWARE INDUSTRY REPRESENTATIVES AND ALLIES.

- 4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)

POLICY: EDUCATED POLICYMAKERS ON THE NEED FOR NEW OR REVISED LAWS, REGULATIONS, AND GLOBAL AGREEMENTS IN THE AREAS OF INTELLECTUAL PROPERTY RIGHTS, CYBERSECURITY, INTERNATIONAL TRADE, HUMAN CAPITAL AND DATA SERVICES. BSA ALSO ADVOCATED AGAINST HARMFUL POLICIES, LAWS OR REGULATIONS THAT WOULD STIFLE INNOVATION AND ADVERSELY IMPACT THE ABILITY OF THE SOFTWARE INDUSTRY TO COMPETE IN THE GLOBAL MARKETPLACE.

- 4d Other program services (Describe in Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

- 4e Total program service expenses ►

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1	✓
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2	✓
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3	✓
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	4	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5	✓
6 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6	✓
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7	✓
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III	8	✓
9 Did the organization report an amount in Part X, line 21, for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9	✓
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10	✓
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI	11a	✓
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b	✓
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c	✓
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d	✓
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	✓
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X	11f	✓
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	12a	✓
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12b	✓
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	✓
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	✓
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV	14b	✓
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15	✓
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16	✓
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17	✓
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	✓
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19	✓

Part IV Checklist of Required Schedules (continued)

	Yes	No
20 a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a	✓
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21	✓
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22	✓
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	23	✓
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a	24a	✓
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b	
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c	
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d	
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I	25a	
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	25b	
26 Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If "Yes," complete Schedule L, Part II	26	✓
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part III	27	✓
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a	✓
b A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b	✓
c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c	✓
29 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29	✓
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M	30	✓
31 Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31	✓
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II	32	✓
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I	33	✓
34 Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1	34	✓
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	✓
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2	35b	✓
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2	36	
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37	✓
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O.	38	✓

Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response or note to any line in this Part V ☒

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	98	
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	0	
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	✓	
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	67	
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)	✓	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		✓
b	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O		
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	✓	
b	If "Yes," enter the name of the foreign country: BRAZIL, CHINA, ISRAEL, AND UNITED KINGDOM See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		✓
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		✓
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		✓
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
7	Organizations that may receive deductible contributions under section 170(c).		
a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d	
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		
9	Sponsoring organizations maintaining donor advised funds.		
a	Did the sponsoring organization make any taxable distributions under section 4966?		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		
10	Section 501(c)(7) organizations. Enter:		
a	Initiation fees and capital contributions included on Part VIII, line 12	10a	
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b	
11	Section 501(c)(12) organizations. Enter:		
a	Gross income from members or shareholders	11a	
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b	
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a	
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b	
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.	13a	
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b	
c	Enter the amount of reserves on hand	13c	
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a	✓
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	14b	

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions. Check if Schedule O contains a response or note to any line in this Part VI ☒

Section A. Governing Body and Management

	Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year 1a 18 If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.		
b Enter the number of voting members included in line 1a, above, who are independent 1b 18		
2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? 2		<input checked="" type="checkbox"/>
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person? 3		<input checked="" type="checkbox"/>
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? 4		<input checked="" type="checkbox"/>
5 Did the organization become aware during the year of a significant diversion of the organization's assets? 5		<input checked="" type="checkbox"/>
6 Did the organization have members or stockholders? 6	<input checked="" type="checkbox"/>	
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? 7a	<input checked="" type="checkbox"/>	
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? 7b		<input checked="" type="checkbox"/>
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:		
a The governing body? 8a	<input checked="" type="checkbox"/>	
b Each committee with authority to act on behalf of the governing body? 8b	<input checked="" type="checkbox"/>	
9 Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O 9		<input checked="" type="checkbox"/>

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10a Did the organization have local chapters, branches, or affiliates? 10a	<input checked="" type="checkbox"/>	
b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? 10b	<input checked="" type="checkbox"/>	
11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? 11a	<input checked="" type="checkbox"/>	
b Describe in Schedule O the process, if any, used by the organization to review this Form 990		
12a Did the organization have a written conflict of interest policy? If "No," go to line 13 12a	<input checked="" type="checkbox"/>	
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? 12b		<input checked="" type="checkbox"/>
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done 12c	<input checked="" type="checkbox"/>	
13 Did the organization have a written whistleblower policy? 13	<input checked="" type="checkbox"/>	
14 Did the organization have a written document retention and destruction policy? 14	<input checked="" type="checkbox"/>	
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a The organization's CEO, Executive Director, or top management official 15a	<input checked="" type="checkbox"/>	
b Other officers or key employees of the organization 15b	<input checked="" type="checkbox"/>	
If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).		
16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? 16a		<input checked="" type="checkbox"/>
b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? 16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ► **NONE**

18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
☐ Own website ☐ Another's website ☒ Upon request ☐ Other (explain in Schedule O)

19 Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records: ►
CONTROLLER; 20 F STREET, N.W., SUITE 800; WASHINGTON, DC 20001 (202) 872-5500

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent ContractorsCheck if Schedule O contains a response or note to any line in this Part VII ☒**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees****1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) MICHAEL BISIGNANO DIRECTOR	1	✓						NONE	NONE	NONE
(2) JOHN BOSWELL (EFFECTIVE 2/16) DIRECTOR	1	✓						NONE	NONE	NONE
(3) DORIAN DALEY DIRECTOR	1	✓						NONE	NONE	NONE
(4) PASCAL W. DI FRONZO DIRECTOR	1	✓						NONE	NONE	NONE
(5) MICHAEL A. DILLON DIRECTOR	1	✓						NONE	NONE	NONE
(6) SHEILA DI NARDO DIRECTOR	1	✓						NONE	NONE	NONE
(7) HORACIO GUTIERREZ (EFF 2/16-4/16) DIRECTOR	1	✓						NONE	NONE	NONE
(8) BURKE NORTON DIRECTOR	1	✓						NONE	NONE	NONE
(9) RICHARD J. ROTHBERG DIRECTOR	1	✓						NONE	NONE	NONE
(10) DAVID SHAMAN DIRECTOR	1	✓						NONE	NONE	NONE
(11) JIM SHAUGHNESSY (EFFECTIVE 5/16) DIRECTOR	1	✓						NONE	NONE	NONE
(12) BRADFORD SMITH (EFF 1/16-2/16, 4/16-12/16) DIRECTOR	1	✓						NONE	NONE	NONE
(13) CLINT SMITH DIRECTOR	1	✓						NONE	NONE	NONE
(14) LEONARD STEIN (EFFECTIVE 5/16) DIRECTOR	1	✓						NONE	NONE	NONE

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) FELIX STERLING DIRECTOR	1	<input checked="" type="checkbox"/>						NONE	NONE	NONE
(16) STEVEN W. DIETZ CHAIR	1	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>				NONE	NONE	NONE
(17) BRUCE SEWELL VICE CHAIR	1	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>				NONE	NONE	NONE
(18) DANIELA COMBE SECRETARY	1	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>				NONE	NONE	NONE
(19) SCOTT TAYLOR TREASURER	1	<input checked="" type="checkbox"/>		<input checked="" type="checkbox"/>				NONE	NONE	NONE
(20) VICTORIA A. ESPINEL PRESIDENT & CEO	40			<input checked="" type="checkbox"/>				1,636,693	NONE	66,821
(21) SCOTT VAN HOVE CFO & VP, FINANCE	20			<input checked="" type="checkbox"/>				269,795	NONE	47,141
(22) JODIE KELLEY SVP & GENERAL COUNSEL	40				<input checked="" type="checkbox"/>			630,069	NONE	59,281
(23) AARON COOPER VP, GLOBAL POLICY	40				<input checked="" type="checkbox"/>			329,044	NONE	2,550
(24) CRAIG ALBRIGHT VP, LEGISLATIVE STRATEGY	40					<input checked="" type="checkbox"/>		379,083	NONE	53,367
(25) JARED RAGLAND SR DIR, POLICY, APAC	40					<input checked="" type="checkbox"/>		357,274	NONE	47,777
1b Sub-total								3,601,958	NONE	276,937
c Total from continuation sheets to Part VII, Section A								916,256	NONE	130,681
d Total (add lines 1b and 1c)								4,518,214	NONE	407,618
2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization								34		

	Yes	No
3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual	<input checked="" type="checkbox"/>	<input type="checkbox"/>
4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual	<input checked="" type="checkbox"/>	<input type="checkbox"/>
5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person	<input checked="" type="checkbox"/>	<input type="checkbox"/>

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year		
(A) Name and business address	(B) Description of services	(C) Compensation
SEE SCHEDULE O		
2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization	93	

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(15) ADAM COATES DEPUTY GENERAL COUNSEL	40					✓		334,074	NONE	56,577
(16) CHRISTOPHER HOPFENSBERGER SR DIR, GLOBAL POLICY	40					✓		296,789	NONE	54,617
(17) TARUN SAWNEY SR DIR, ENFORCEMENT, APAC	40					✓		285,393	NONE	19,487
(18)										
(19)										
(20)										
(21)										
(22)										
(23)										
(24)										
(25)										
1b Sub-total								916,256	NONE	130,681
c Total from continuation sheets to Part VII, Section A								0	NONE	0
d Total (add lines 1b and 1c)								916,256	NONE	130,681

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization ►

- | | Yes | No |
|---|-----|----|
| 3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual | 3 | |
| 4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual | 4 | |
| 5 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person | 5 | |

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

(A) Name and business address	(B) Description of services	(C) Compensation
2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization ►		

Part VIII Statement of RevenueCheck if Schedule O contains a response or note to any line in this Part VIII ☐

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns	1a				
	b	Membership dues	1b				
	c	Fundraising events	1c				
	d	Related organizations	1d				
	e	Government grants (contributions)	1e				
	f	All other contributions, gifts, grants, and similar amounts not included above	1f				
	g	Noncash contributions included in lines 1a-1f: \$					
	h	Total. Add lines 1a-1f					
Program Service Revenue		Business Code					
	2a	MEMBERSHIP DUES	813910	11,195,659	11,195,659		
	b	SPECIAL PROJECTS	813910	2,167,960	2,167,960		
	c	SETTLEMENTS	813910	42,179,695	42,179,695		
	d	CONVENTION INCOME	813910	61,000	61,000		
	e						
	f	All other program service revenue	813910	107,570	107,570		
	g	Total. Add lines 2a-2f		55,711,884			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		623,122		623,122	
	4	Income from investment of tax-exempt bond proceeds					
	5	Royalties					
		(i) Real	(ii) Personal				
	6a	Gross rents					
	b	Less: rental expenses					
	c	Rental income or (loss)					
	d	Net rental income or (loss)					
	7a	Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other			
	b	Less: cost or other basis and sales expenses					
	c	Gain or (loss)					
	d	Net gain or (loss)					
	8a	Gross income from fundraising events (not including \$ of contributions reported on line 1c) See Part IV, line 18	a				
	b	Less: direct expenses	b				
	c	Net income or (loss) from fundraising events					
	9a	Gross income from gaming activities. See Part IV, line 19	a				
	b	Less: direct expenses	b				
	c	Net income or (loss) from gaming activities					
	10a	Gross sales of inventory, less returns and allowances	a				
	b	Less: cost of goods sold	b				
c	Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Business Code					
11a	SERVICE FEE	813910	663,707	663,707			
b	FOREIGN EXCHANGE GAIN (NET)	813910	542,246	542,246			
c							
d	All other revenue						
e	Total. Add lines 11a-11d		1,205,953				
12	Total revenue. See instructions		57,540,959	56,917,837		623,122	

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

Check if Schedule O contains a response or note to any line in this Part IX ☒**Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.**

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	117,089			
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	5,772			
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	3,202,253			
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	8,580,602			
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	628,633			
9 Other employee benefits	933,132			
10 Payroll taxes	585,463			
11 Fees for services (non-employees).				
a Management				
b Legal	17,114,599			
c Accounting	329,005			
d Lobbying	2,152,357			
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	79,844			
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O.)	7,838,163			
12 Advertising and promotion				
13 Office expenses	496,077			
14 Information technology	1,262,656			
15 Royalties				
16 Occupancy	1,775,085			
17 Travel	762,252			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	399,782			
20 Interest	359			
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	55,434			
23 Insurance	182,428			
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a PUBLIC RELATIONS EXPENSES	4,069,279			
b ENFORCEMENT EXPENSES	2,082,927			
c DUES AND SUBSCRIPTIONS	264,310			
d BAD DEBT EXPENSES	246,541			
e All other expenses	174,624			
25 Total functional expenses. Add lines 1 through 24e	53,338,666			
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720)				

Part X Balance SheetCheck if Schedule O contains a response or note to any line in this Part X ☒

		(A) Beginning of year		(B) End of year
Assets	1 Cash—non-interest-bearing	3,162,850	1	4,811,047
	2 Savings and temporary cash investments	3,838,046	2	2,126,556
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	9,075,511	4	12,907,315
	5 Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges	487,213	9	364,874
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 686,384		
	b Less: accumulated depreciation	10b 289,490	10c	396,894
	11 Investments—publicly traded securities	22,335,837	11	29,616,747
	12 Investments—other securities. See Part IV, line 11	2,575	12	2,970
	13 Investments—program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	565,278	15	556,130
16 Total assets. Add lines 1 through 15 (must equal line 34)	39,543,088	16	50,782,533	
Liabilities	17 Accounts payable and accrued expenses	12,358,681	17	12,282,322
	18 Grants payable		18	
	19 Deferred revenue	1,084,969	19	7,842,251
	20 Tax-exempt bond liabilities		20	
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties		24	
	25 Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	779,707	25	875,242
	26 Total liabilities. Add lines 17 through 25	14,223,357	26	20,999,815
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
	27 Unrestricted net assets	25,319,731	27	29,782,718
	28 Temporarily restricted net assets		28	
	29 Permanently restricted net assets		29	
	Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.			
	30 Capital stock or trust principal, or current funds		30	
	31 Paid-in or capital surplus, or land, building, or equipment fund		31	
	32 Retained earnings, endowment, accumulated income, or other funds		32	
	33 Total net assets or fund balances	25,319,731	33	29,782,718
	34 Total liabilities and net assets/fund balances	39,543,088	34	50,782,532

Part XI Reconciliation of Net AssetsCheck if Schedule O contains a response or note to any line in this Part XI ☐

1	Total revenue (must equal Part VIII, column (A), line 12)	1	57,540,959
2	Total expenses (must equal Part IX, column (A), line 25)	2	53,338,666
3	Revenue less expenses. Subtract line 2 from line 1	3	4,202,293
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	25,319,731
5	Net unrealized gains (losses) on investments	5	260,694
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	29,782,718

Part XII Financial Statements and ReportingCheck if Schedule O contains a response or note to any line in this Part XII ☐

- 1** Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O
- 2a** Were the organization's financial statements compiled or reviewed by an independent accountant? . . .
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both.
☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis
- b** Were the organization's financial statements audited by an independent accountant? . . .
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:
☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separate basis
- c** If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? . . .
If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.
- 3a** As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? . . .
- b** If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.

	Yes	No
2a		✓
2b	✓	
2c	✓	
3a		✓
3b		

SCHEDULE C
(Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

OMB No 1545-0047

2016

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

For Organizations Exempt From Income Tax Under section 501(c) and section 527

- ▶ **Complete if the organization is described below.** ▶ **Attach to Form 990 or Form 990-EZ.**
▶ **Information about Schedule C (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.**

If the organization answered "Yes," on Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations. Complete Parts I-A and B. Do not complete Part I-C.
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations: Complete Part I-A only.

If the organization answered "Yes," on Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)). Complete Part II-A. Do not complete Part II-B.
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)): Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then

- Section 501(c)(4), (5), or (6) organizations. Complete Part III.

Name of organization	Employer identification number
BSA BUSINESS SOFTWARE ALLIANCE, INC.	06-1242574

Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV. (see instructions for definition of "political campaign activities")
- 2 Political campaign activity expenditures (see instructions) ▶ \$
- 3 Volunteer hours for political campaign activities (see instructions) ▶

Part I-B Complete if the organization is exempt under section 501(c)(3).

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ☐ Yes ☐ No
- 4a Was a correction made? ☐ Yes ☐ No
- b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ▶ \$
- 3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ▶ \$
- 4 Did the filing organization file Form 1120-POL for this year? ☐ Yes ☒ No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-
(1) BSA THE SOFTWARE ALLIANCE PAC	20 F STREET, NW, SUITE 800 WASHINGTON, DC 20001	84-1693724	NONE	15,589
(2)				
(3)				
(4)				
(5)				
(6)				

Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A** Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B** Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
1a	Total lobbying expenditures to influence public opinion (grass roots lobbying)														
b	Total lobbying expenditures to influence a legislative body (direct lobbying)														
c	Total lobbying expenditures (add lines 1a and 1b)														
d	Other exempt purpose expenditures														
e	Total exempt purpose expenditures (add lines 1c and 1d)														
f	Lobbying nontaxable amount. Enter the amount from the following table in both columns.														
<table border="1"> <thead> <tr> <th>If the amount on line 1e, column (a) or (b) is:</th> <th>The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e.														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000.														
g	Grassroots nontaxable amount (enter 25% of line 1f)														
h	Subtract line 1g from line 1a. If zero or less, enter -0-														
i	Subtract line 1f from line 1c. If zero or less, enter -0-														
j	If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input type="checkbox"/> No												

4-Year Averaging Period Under section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2013	(b) 2014	(c) 2015	(d) 2016	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column (e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes," response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.

	(a)		(b)
	Yes	No	Amount
1 During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a Volunteers?			
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c Media advertisements?			
d Mailings to members, legislators, or the public?			
e Publications, or published or broadcast statements?			
f Grants to other organizations for lobbying purposes?			
g Direct contact with legislators, their staffs, government officials, or a legislative body?			
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?			
i Other activities?			
j Total. Add lines 1c through 1i			
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

	Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?	1	✓
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	✓
3 Did the organization agree to carry over lobbying and political campaign activity expenditures from the prior year?	3	✓

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No," OR (b) Part III-A, line 3, is answered "Yes."

1 Dues, assessments and similar amounts from members	1	11,195,659
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	3,116,143
b Carryover from last year	2b	-1,657,925
c Total	2c	1,458,218
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	1,084,632
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	373,586
5 Taxable amount of lobbying and political expenditures (see instructions)	5	0

Part IV Supplemental Information

Provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliated group list); Part II-A, lines 1 and 2 (see instructions); and Part II-B, line 1. Also, complete this part for any additional information.

Part IV Supplemental Information *(continued)*

Area for supplemental information with horizontal dashed lines.

**SCHEDULE D
(Form 990)**

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ **Complete if the organization answered "Yes" on Form 990,
Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.
▶ Attach to Form 990.**

▶ **Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.**

OMB No 1545-0047

2016

**Open to Public
Inspection**

Name of the organization

Employer identification number

BSA BUSINESS SOFTWARE ALLIANCE, INC.

06-1242574

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.

Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year		
2 Aggregate value of contributions to (during year)		
3 Aggregate value of grants from (during year)		
4 Aggregate value at end of year		
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?		<input type="checkbox"/> Yes <input type="checkbox"/> No
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?		<input type="checkbox"/> Yes <input type="checkbox"/> No

Part II Conservation Easements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply). <input type="checkbox"/> Preservation of land for public use (e.g., recreation or education) <input type="checkbox"/> Preservation of a historically important land area <input type="checkbox"/> Protection of natural habitat <input type="checkbox"/> Preservation of a certified historic structure <input type="checkbox"/> Preservation of open space	
2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.	Held at the End of the Tax Year
a Total number of conservation easements	2a
b Total acreage restricted by conservation easements	2b
c Number of conservation easements on a certified historic structure included in (a)	2c
d Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register	2d
3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶	
4 Number of states where property subject to conservation easement is located ▶	
5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?	<input type="checkbox"/> Yes <input type="checkbox"/> No
6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶	
7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$	
8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?	<input type="checkbox"/> Yes <input type="checkbox"/> No
9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.	

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items.	
b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items: (i) Revenue included on Form 990, Part VIII, line 1 ▶ \$ (ii) Assets included in Form 990, Part X ▶ \$	
2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items: a Revenue included on Form 990, Part VIII, line 1 ▶ \$ b Assets included in Form 990, Part X ▶ \$	

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

- 3 Using the organization's acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):
- a ☐ Public exhibition d ☐ Loan or exchange programs
- b ☐ Scholarly research e ☐ Other _____
- c ☐ Preservation for future generations
- 4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☒ Yes ☐ No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:
- | | Amount |
|---------------------------------|---------|
| c Beginning balance | 0 |
| d Additions during the year | 190,000 |
| e Distributions during the year | 190,000 |
| f Ending balance | 0 |
- 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☒ No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

- | | (a) Current year | (b) Prior year | (c) Two years back | (d) Three years back | (e) Four years back |
|--|------------------|----------------|--------------------|----------------------|---------------------|
| 1a Beginning of year balance | | | | | |
| b Contributions | | | | | |
| c Net investment earnings, gains, and losses | | | | | |
| d Grants or scholarships | | | | | |
| e Other expenditures for facilities and programs | | | | | |
| f Administrative expenses | | | | | |
| g End of year balance | | | | | |
- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a Board designated or quasi-endowment %
- b Permanent endowment %
- c Temporarily restricted endowment %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by
- | | Yes | No |
|--|--------|----|
| (i) unrelated organizations | 3a(i) | |
| (ii) related organizations | 3a(ii) | |
| b If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? | 3b | |
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements		582,812	192,995	389,817
d Equipment		103,572	96,495	7,077
e Other				
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				396,894

Part VII Investments—Other Securities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A)		
(B)		
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

Part VIII Investments—Program Related.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

Part IX Other Assets.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	

Part X Other Liabilities.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) DEFERRED RENT EXPENSE	369,345
(3) RETIREMENT PLAN LIABILITY	505,897
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	875,242

2. Liability for uncertain tax positions In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII ☐

Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
a	Net unrealized gains (losses) on investments	2a		
b	Donated services and use of facilities	2b		
c	Recoveries of prior year grants	2c		
d	Other (Describe in Part XIII.)	2d		
e	Add lines 2a through 2d		2e	
3	Subtract line 2e from line 1		3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII.)	4b		
c	Add lines 4a and 4b		4c	
5	Total revenue. Add lines 3 and 4c . (This must equal Form 990, Part I, line 12.)		5	

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements		1	
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
a	Donated services and use of facilities	2a		
b	Prior year adjustments	2b		
c	Other losses	2c		
d	Other (Describe in Part XIII.)	2d		
e	Add lines 2a through 2d		2e	
3	Subtract line 2e from line 1		3	
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a		
b	Other (Describe in Part XIII.)	4b		
c	Add lines 4a and 4b		4c	
5	Total expenses. Add lines 3 and 4c . (This must equal Form 990, Part I, line 18.)		5	

Part XIII Supplemental Information.

Provide the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; Part V, line 4; Part X, line 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

BSA AND OTHER TECHNOLOGY TRADE ASSOCIATIONS ENTERED INTO A PARTICIPATION AGREEMENT TO WORK TOGETHER

TO SPONSOR AND HOST TECHNOLOGY RECEPTIONS AT THE DEMOCRATIC NATIONAL CONVENTION AND THE REPUBLICAN

NATIONAL CONVENTION, BOTH HELD IN JULY, 2016. PER THE AGREEMENT, AFTER PAYMENT OF DIRECT EXPENSES ASSOCIATED

WITH EACH EVENT, BSA DONATED THE SURPLUS TO TWO CHARITIES.

Part XIII Supplemental Information (continued)

[illegible]

SCHEDULE F
(Form 990)

Department of the Treasury
Internal Revenue Service

Statement of Activities Outside the United States

► Complete if the organization answered "Yes" on Form 990, Part IV, line 14b, 15, or 16.

► Attach to Form 990.

► Information about Schedule F (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2016

**Open to Public
Inspection**

Name of the organization

BSA BUSINESS SOFTWARE ALLIANCE, INC.

Employer identification number

06-1242574

Part I General Information on Activities Outside the United States. Complete if the organization answered "Yes" on Form 990, Part IV, line 14b.

1 **For grantmakers.** Does the organization maintain records to substantiate the amount of its grants and other assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☒ Yes ☐ No

2 **For grantmakers.** Describe in Part V the organization's procedures for monitoring the use of its grants and other assistance outside the United States.

3 Activities per Region. (The following Part I, line 3 table can be duplicated if additional space is needed.)

(a) Region	(b) Number of offices in the region	(c) Number of employees, agents, and independent contractors in the region	(d) Activities conducted in the region (by type) (such as, fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in the region	(f) Total expenditures for and investments in the region
(1) CNTRL AMER/CARIBBEAN	NONE	NONE	PROGRAM SERVICES	ENF & COMMUNICATIONS	150,762
(2) EAST ASIA AND PACIFIC	4	15	PROGRAM SERVICES	ENF, COMMUN, & POL	12,925,550
(3) EUROPE	3	12	PROGRAM SERVICES	ENF, COMMUN, & POL	8,051,071
(4) MID EAST/NORTH AFRICA	NONE	NONE	PROGRAM SERVICES	ENFORCEMENT	123,728
(5) NORTH AMERICA	NONE	NONE	PROGRAM SERVICES	ENF, COMMUN, & POL	2,033,411
(6) RUSSIA/INDEP STATES	NONE	NONE	PROGRAM SERVICES	ENF, COMMUN, & POL	396,688
(7) SOUTH AMERICA	1	2	PROGRAM SERVICES	ENF, COMMUN, & POL	3,644,828
(8) SOUTH ASIA	1	2	PROGRAM SERVICES	ENF, COMMUN, & POL	486,098
(9) SUB-SAHARAN AFRICA	NONE	NONE	PROGRAM SERVICES	ENF & COMMUNICATIONS	76,200
(10) RUSSIA/INDEP STATES	NONE	NONE	GRANTMAKING	ENFORCEMENT	4,522
(11) SOUTH AMERICA	INC ABOVE	INC ABOVE	GRANTMAKING	POLICY	1,250
(12)					
(13)					
(14)					
(15)					
(16)					
(17)					
3a Sub-total	9	31			27,894,108
b Total from continuation sheets to Part I					
c Totals (add lines 3a and 3b)	9	31			27,894,108

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 15, for any recipient who received more than \$5,000. Part II can be duplicated if additional space is needed.

1	(a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of noncash assistance	(h) Description of noncash assistance	(i) Method of valuation (book, FMV, appraisal, other)
(1)									
(2)									
(3)									
(4)									
(5)									
(6)									
(7)									
(8)									
(9)									
(10)									
(11)									
(12)									
(13)									
(14)									
(15)									
(16)									

2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter ▲

3 Enter total number of other organizations or entities ▲

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 16.
Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Region	(c) Number of recipients	(d) Amount of cash grant	(e) Manner of cash disbursement	(f) Amount of noncash assistance	(g) Description of noncash assistance	(h) Method of valuation (book, FMV, appraisal, other)
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							
(13)							
(14)							
(15)							
(16)							
(17)							
(18)							

Part IV Foreign Forms

- 1** Was the organization a U.S. transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926).* ☒ Yes ☐ No
- 2** Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to separately file Form 3520, Annual Return To Report Transactions With Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A; do not file with Form 990).* ☐ Yes ☒ No
- 3** Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons With Respect To Certain Foreign Corporations (see Instructions for Form 5471).* ☒ Yes ☐ No
- 4** Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Information Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund (see Instructions for Form 8621).* ☐ Yes ☒ No
- 5** Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons With Respect to Certain Foreign Partnerships (see Instructions for Form 8865).* ☐ Yes ☒ No
- 6** Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to separately file Form 5713, International Boycott Report (see Instructions for Form 5713; do not file with Form 990).* ☐ Yes ☒ No

Part V Supplemental Information

Provide the information required by Part I, line 2 (monitoring of funds); Part I, line 3, column (f) (accounting method; amounts of investments vs. expenditures per region); Part II, line 1 (accounting method); Part III (accounting method); and Part III, column (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information. See instructions.

PART 1, QUESTION 2 - GRANTS TO ORGANIZATIONS OR ENTITIES OUTSIDE THE UNITED STATES:

BSA BUSINESS SOFTWARE ALLIANCE, INC. CONTRIBUTED TO A RUSSIAN ENTITY IN SUPPORT OF COPYRIGHT PROTECTION EDUCATION FOR JUDGES AND LAW ENFORCEMENT OFFICIALS. THE ENTITY WAS REQUIRED TO CONDUCT FOUR SEMINARS AND ONE CONFERENCE AND TO PREPARE A FULL DESCRIPTIVE AND FINANCIAL REPORT AFTER COMPLETION OF THE PROJECT. BSA ALSO CONTRIBUTED MONEY TO A SOUTH AMERICAN ORGANIZATION IN SUPPORT OF CHARITABLE AND COMMUNITY INITIATIVES.

PART 1, QUESTION 3 - PROGRAM SERVICES ACTIVITIES IN THE REGIONS:**ENFORCEMENT AND COMPLIANCE PROGRAMS:**

BSA BUSINESS SOFTWARE ALLIANCE, INC. SOLICITED LEADS FROM THE PUBLIC CONCERNING POSSIBLE ILLEGAL USES OF SOFTWARE BY COMPANIES, DIRECTED END-USER ENFORCEMENT ACTIONS SEEKING TO END THE ILLEGAL USE OF UNLICENSED SOFTWARE BY COMPANIES; TOOK DOWN WEBPAGES HOSTING INFRINGING CONTENT ON PEER-TO-PEER (P2P) AND DIRECT DOWNLOAD (DD) SITES. WORKED WITH MARKETPLACE AND AUCTION SITES TO TAKE DOWN LISTINGS OFFERING INFRINGING SOFTWARE PRODUCTS.

COMMUNICATIONS - EDUCATION, SOFTWARE ASSET MANAGEMENT, AND PUBLIC EVENTS:

BSA BUSINESS SOFTWARE ALLIANCE, INC. ISSUED NEWS RELEASES ON DEVELOPMENTS AFFECTING SOFTWARE POLICY AND LEGAL TOPICS, CONDUCTED EDUCATIONAL OUTREACH PROGRAMS TO SOFTWARE USERS AND RELATED KEY AUDIENCES; AND CONVENED OR COSPONSORED PUBLIC EVENTS BRINGING TOGETHER SOFTWARE INDUSTRY REPRESENTATIVES AND ALLIES.

POLICY - PUBLIC EDUCATION AND COMMUNICATION WITH POLICYMAKERS AND INFLUENCERS:

BSA BUSINESS SOFTWARE ALLIANCE, INC. EDUCATED POLICYMAKERS ON THE NEED FOR NEW OR REVISED LAWS, REGULATIONS AND GLOBAL AGREEMENTS IN THE AREAS OF INTELLECTUAL PROPERTY RIGHTS, CYBERSECURITY, INTERNATIONAL TRADE, HUMAN CAPITAL AND DATA SERVICES. BSA ALSO ADVOCATED AGAINST HARMFUL POLICIES, LAWS OR REGULATIONS THAT WOULD STIFLE INNOVATION AND ADVERSELY IMPACT THE ABILITY OF THE SOFTWARE INDUSTRY TO COMPETE IN THE GLOBAL MARKETPLACE.

SCHEDULE I
(Form 990)

Grants and Other Assistance to Organizations,
Governments, and Individuals in the United States
Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

OMB No 1545-0047

2016

Open to Public
Inspection

Department of the Treasury
Internal Revenue Service

Name of the organization

► Attach to Form 990.
► Information about Schedule I (Form 990) and its instructions is at www.irs.gov/form990.

BSA BUSINESS SOFTWARE ALLIANCE, INC.

Employer identification number

06-1242574

Part I General Information on Grants and Assistance

- 1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☒ Yes ☐ No
- 2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
(1) GIRLS WHO CODE, INC. 28 W 23RD ST, NEW YORK NY 10010	30-0728021	501(c)(3)	75,000				IMMERSION PROGRAM
(2) CTR FOR DEM & TECHNOLOGY 1634 I ST, NW, WASH, DC 20006	52-1905358	501(c)(3)	10,000				GENERAL SUPPORT
(3) INTERNET EDUCATION FOUND 740 15TH ST NW; WASH, DC 20005	31-1577362	501(c)(3)	10,000				GENERAL SUPPORT
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

- 2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table 3
- 3 Enter total number of other organizations listed in the line 1 table 0

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Cat No 50055P

Schedule I (Form 990) (2016)

Part III Grants and Other Assistance to Domestic Individuals. Complete if the organization answered "Yes" on Form 990, Part IV, line 22.
Part III can be duplicated if additional space is needed.

	(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
1						
2						
3						
4						
5						
6						
7						

Part IV Supplemental Information. Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

BSA BUSINESS SOFTWARE ALLIANCE, INC. OCCASIONALLY CONTRIBUTES MONEY TO ORGANIZATIONS IN SUPPORT OF CHARITABLE INITIATIVES RELATED TO THE SOFTWARE

INDUSTRY

SCHEDULE J
(Form 990)

Department of the Treasury
Internal Revenue Service

Name of the organization

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.
▶ Attach to Form 990.

▶ Information about Schedule J (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2016

**Open to Public
Inspection**

BSA BUSINESS SOFTWARE ALLIANCE, INC.

Employer identification number

06-1242574

Part I Questions Regarding Compensation

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- | | |
|---|---|
| <input checked="" type="checkbox"/> First-class or charter travel | <input type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions | <input type="checkbox"/> Payments for business use of personal residence |
| <input checked="" type="checkbox"/> Tax indemnification and gross-up payments | <input checked="" type="checkbox"/> Health or social club dues or initiation fees |
| <input type="checkbox"/> Discretionary spending account | <input type="checkbox"/> Personal services (such as, maid, chauffeur, chef) |

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain.

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?

3 Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

- | | |
|--|---|
| <input type="checkbox"/> Compensation committee | <input checked="" type="checkbox"/> Written employment contract |
| <input type="checkbox"/> Independent compensation consultant | <input type="checkbox"/> Compensation survey or study |
| <input type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

4 During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

- | | | |
|--|-----------|-------------------------------------|
| a Receive a severance payment or change-of-control payment? | 4a | <input checked="" type="checkbox"/> |
| b Participate in, or receive payment from, a supplemental nonqualified retirement plan? | 4b | <input checked="" type="checkbox"/> |
| c Participate in, or receive payment from, an equity-based compensation arrangement? | 4c | <input checked="" type="checkbox"/> |

If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III

Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.

5 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

- | | | |
|------------------------------------|-----------|--|
| a The organization? | 5a | |
| b Any related organization? | 5b | |

If "Yes" on line 5a or 5b, describe in Part III

6 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

- | | | |
|------------------------------------|-----------|--|
| a The organization? | 6a | |
| b Any related organization? | 6b | |

If "Yes" on line 6a or 6b, describe in Part III.

7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III.

8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III.

9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported on Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that aren't listed on Form 990, Part VII.

Note: The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

(A) Name and Title	(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
	(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
VICTORIA A. ESPINEL 1 PRESIDENT & CEO	(i) 1,207,641 (ii) NONE	409,940 NONE	19,112 NONE	29,150 NONE	37,671 NONE	1,703,514 NONE	NONE NONE
SCOTT VAN HOVE 2 CFO & VP, FINANCE	(i) 193,070 (ii) NONE	55,474 NONE	21,251 NONE	29,150 NONE	18,014 NONE	316,959 NONE	NONE NONE
JODIE KELLEY 3 SVP & GENERAL COUNSEL	(i) 487,605 (ii) NONE	121,626 NONE	20,838 NONE	29,150 NONE	37,046 NONE	696,265 NONE	NONE NONE
AARON COOPER 4 VP, GLOBAL POLICY	(i) 293,575 (ii) NONE	35,000 NONE	469 NONE	0 NONE	3,790 NONE	332,834 NONE	NONE NONE
CRAIG ALBRIGHT 5 VP, LEGISLATIVE STRATEGY	(i) 315,789 (ii) NONE	62,504 NONE	790 NONE	26,500 NONE	28,377 NONE	433,960 NONE	NONE NONE
JARED RAGLAND 6 SR DIR, POLICY, APAC	(i) 240,511 (ii) NONE	17,282 NONE	99,481 NONE	28,357 NONE	20,630 NONE	406,261 NONE	NONE NONE
ADAM COATES 7 DEPUTY GENERAL COUNSEL	(i) 274,862 (ii) NONE	40,672 NONE	18,540 NONE	29,150 NONE	28,937 NONE	392,161 NONE	NONE NONE
C. HOPFENSBERGER 8 SR. DIR, GLOBAL POLICY	(i) 270,873 (ii) NONE	17,611 NONE	8,305 NONE	29,150 NONE	26,696 NONE	352,635 NONE	NONE NONE
TARUN SAWNEY 9 SR DIR, ENFORCEMENT, APAC	(i) 256,574 (ii) NONE	23,338 NONE	5,481 NONE	13,334 NONE	6,153 NONE	304,880 NONE	NONE NONE
10	(i) (ii)						
11	(i) (ii)						
12	(i) (ii)						
13	(i) (ii)						
14	(i) (ii)						
15	(i) (ii)						
16	(i) (ii)						

Part III Supplemental Information

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

PART I, LINE 1A**FIRST-CLASS OR CHARTER TRAVEL**

TWO SENIOR MEMBERS OF BSA TRAVELED BY FIRST CLASS AIR TO MEET WITH A MEMBER CORPORATION IN DECEMBER, 2016. THE COST FOR EACH TICKET WAS \$635. FIRST

CLASS SEATS WERE PROVIDED BY THE TRAVEL AGENCY BECAUSE NO OTHER SEATS ON THE FLIGHT WERE AVAILABLE. THESE BUSINESS TRAVEL COSTS WERE NOT

TREATED AS TAXABLE COMPENSATION.

TAX INDEMNIFICATION AND GROSS-UP PAYMENTS

JARED RAGLAND, SENIOR DIRECTOR, POLICY, APAC, RECEIVED TAX GROSS-UP PAYMENTS TOTALING \$58,027 TO COVER TAX LIABILITY ON COMPENSATION RELATED TO HIS

RELOCATION TO SINGAPORE, INCLUDING TUITION FOR AN AMERICAN-BASED CURRICULUM SCHOOL FOR DEPENDENT CHILDREN. THIS BENEFIT WAS TREATED AS TAXABLE

COMPENSATION TO JARED RAGLAND.

HEALTH OR SOCIAL CLUB DUES OR INITIATION FEES

BSA BUSINESS SOFTWARE ALLIANCE, INC. REIMBURSES ALL REGULAR EMPLOYEES UP TO \$80 PER MONTH FOR HEALTH AND FITNESS EXPENSES INCLUDING MONTHLY FITNESS

CLUB/GYM FEES. SCOTT VAN HOVE, CFO & VP, FINANCE, WAS REIMBURSED \$800. JODIE KELLEY, SVP & GENERAL COUNSEL, WAS REIMBURSED \$1,040. AND JARED RAGLAND, SR

DIR, POLICY, APAC, WAS REIMBURSED \$209. THESE BENEFITS WERE TREATED AS TAXABLE COMPENSATION TO THE RECIPIENTS.

PART II**FOREIGN HIGHEST COMPENSATED EMPLOYEE**

TARUN SAWNEY, SENIOR DIRECTOR, ENFORCEMENT, APAC, IS A FOREIGN EMPLOYEE AND DOES NOT RECEIVE A W-2.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No. 1545-0047

2016

**Open to Public
Inspection**

Name of the organization

BSA BUSINESS SOFTWARE ALLIANCE, INC.

Employer identification number

06-1242574

PART I, LINE 1

BSA | THE SOFTWARE ALLIANCE IS THE LEADING ADVOCATE FOR THE GLOBAL SOFTWARE INDUSTRY BEFORE GOVERNMENTS AND
IN THE INTERNATIONAL MARKETPLACE. BSA PIONEERS COMPLIANCE PROGRAMS THAT PROMOTE LEGAL SOFTWARE USE AND
ADVOCATES FOR PUBLIC POLICIES THAT FOSTER TECHNOLOGY INNOVATION AND DRIVE GROWTH IN THE DIGITAL ECONOMY.

PART I, LINE 5

IN ADDITION TO BSA BUSINESS SOFTWARE ALLIANCE, INC.'S UNITED STATES-BASED EMPLOYEES WHO RECEIVED W-2'S, THE
ORGANIZATION HAD EMPLOYEES BASED OUTSIDE THE US SUPPORTING THE BSA'S WORLDWIDE ACTIVITIES.

PART III, LINE 1

BSA | THE SOFTWARE ALLIANCE IS THE LEADING ADVOCATE FOR THE GLOBAL SOFTWARE INDUSTRY BEFORE GOVERNMENTS AND IN
THE INTERNATIONAL MARKETPLACE. ITS MEMBERS ARE AMONG THE WORLD'S MOST INNOVATIVE COMPANIES, CREATING SOFTWARE
SOLUTIONS THAT SPARK THE ECONOMY AND IMPROVE MODERN LIFE. WITH HEADQUARTERS IN WASHINGTON, DC, AND OPERATIONS
IN MORE THAN 60 COUNTRIES AROUND THE WORLD, BSA PIONEERS COMPLIANCE PROGRAMS THAT PROMOTE LEGAL SOFTWARE USE
AND ADVOCATES FOR PUBLIC POLICIES THAT FOSTER TECHNOLOGY INNOVATION AND DRIVE GROWTH IN THE DIGITAL ECONOMY.

PART VI, LINES 6, 7A, 11B, 12B, 12C, 13, 14, 15A, 15B AND 19

6 & 7A. BSA HAS GLOBAL AND GLOBAL POLICY MEMBERS, AS DEFINED IN BSA'S BYLAWS, WHO HAVE THE RIGHT TO A SEAT
ON THE BOARD OF DIRECTORS, AND THEREBY, A DIRECT VOICE IN MAKING POLICY DECISIONS AND SETTING THE OVERALL
DIRECTION OF BSA.

11B. THE FORM 990 WAS PREPARED BY BSA ACCOUNTING STAFF AND IT WAS REVIEWED BY BSA'S CONTROLLER, CFO,
OUTSIDE COUNSEL AND TAX ADVISOR. THE 990 WAS THEN PROVIDED TO THE BOARD OF DIRECTORS PRIOR TO ITS FILING.

Name of the organization

BSA BUSINESS SOFTWARE ALLIANCE, INC.

Employer identification number

06-1242574

12B. AN OFFICER, DIRECTOR, OR EMPLOYEE IS REQUIRED TO DISCLOSE IN WRITING ANY EXISTING CONFLICTS BETWEEN THEIR INTERESTS (OR THEIR FAMILY'S INTERESTS) AND THOSE OF BSA. IN THE ACKNOWLEDGEMENT ACCOMPANYING THIS WRITTEN DISCLOSURE, THE INDIVIDUAL AGREES TO REPORT PROMPTLY TO BSA ANY CHANGES OR ADDITIONS TO THEIR INITIAL CONFLICT DISCLOSURE, INCLUDING BUT NOT LIMITED TO ANY INSTANCE OF A CONFLICT OR APPARENT CONFLICT THAT MAY SUBSEQUENTLY ARISE.

12C. AN OFFICER, DIRECTOR, OR EMPLOYEE RECEIVES, REVIEWS, AND ACKNOWLEDGES IN WRITING HIS OR HER COMPLIANCE WITH THE ORGANIZATION'S CONFLICT OF INTEREST POLICY AND DISCLOSES ANY EXISTING CONFLICTS OF WHICH HE OR SHE IS CURRENTLY AWARE. IN THIS WRITTEN ACKNOWLEDGEMENT, THE INDIVIDUAL AGREES TO REPORT PROMPTLY TO BSA ANY CHANGES OR ADDITIONS TO THEIR INITIAL CONFLICT DISCLOSURE, INCLUDING BUT NOT LIMITED TO ANY INSTANCE OF A CONFLICT OR APPARENT CONFLICT THAT MAY SUBSEQUENTLY ARISE. IN ADDITION, THE ORGANIZATION REGULARLY INFORMS ITS MEMBERS OF THIS POLICY AND ALSO PUBLICIZES METHODS TO REPORT CONFLICTS VIA A CONFIDENTIAL HOTLINE.

13 & 14. BSA HAS AND OBSERVES A WHISTLEBLOWER POLICY. BSA HAS AND OBSERVES A DOCUMENT RETENTION POLICY. THESE POLICIES WERE ADOPTED BY MANAGEMENT UNDER THE SUPERVISION OF THE BOARD.

15A. FOR THE PRESIDENT AND CEO, THE BOARD'S EXECUTIVE COMMITTEE CONDUCTS A PERFORMANCE REVIEW ON AN ANNUAL BASIS AND DETERMINES COMPENSATION. COMPENSATION PAID TO OTHER NONPROFIT EXECUTIVES IN COMPARABLE POSITIONS IS CONSIDERED DURING THIS PROCESS.

15B. FOR THE OTHER OFFICER AND FOR THE KEY EMPLOYEES LISTED ON THE FORM 990, COMPENSATION IS REVIEWED ANNUALLY. COMPENSATION PAID TO OTHER NONPROFIT EXECUTIVES IN COMPARABLE POSITIONS IS CONSIDERED DURING THIS PROCESS. ALL OFFICERS AND THE KEY EMPLOYEES LISTED ON THE FORM 990 ARE SUBJECT TO AN ANNUAL PERFORMANCE REVIEW. THEIR MERIT INCREASE, IF ANY, IS DETERMINED BASED ON PERFORMANCE. THEIR BONUS, IF ELIGIBLE AND IF EARNED, IS DETERMINED BASED ON THEIR PERFORMANCE VERSUS PREDEFINED GOALS AND OBJECTIVES.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2016

**Open to Public
Inspection**

Name of the organization

BSA BUSINESS SOFTWARE ALLIANCE, INC.

Employer identification number

06-1242574

19. THE ORGANIZATION MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY AND FORM 990 AVAILABLE UPON
REQUEST.

PART VI, SECTION A

FOREIGN HIGHEST COMPENSATED EMPLOYEE

THE FOLLOWING EMPLOYEE REPORTED IN PART VII IS FOREIGN AND DOES NOT RECEIVE A W-2

TARUN SAWNEY, SENIOR DIRECTOR, ENFORCEMENT, APAC

Name of the organization

Employer identification number

BUSINESS SOFTWARE ALLIANCE, INC.

06-1242574

PART VII, SECTION B

COMPENSATION OF THE FIVE HIGHEST PAID INDEPENDENT CONTRACTORS

NAME AND ADDRESS	DESCRIPTION OF SERVICES	COMPENSATION
1. DANIEL J. EDELMAN, INC. 200 EAST RANDOLPH STREET, 63RD FLOOR CHICAGO, IL 60601	PUBLIC RELATIONS	\$2,348,371
2. KOREA SOFTWARE PROPERTY RIGHT COUNCIL 6, 7F SW DEVELOPMENT CENTER BLDG, 447 YEOKSAM-RO, GANGNAM-GU SEOUL, 135-841, KOREA	ENFORCEMENT	1,272,439
3. MSL COMMUNICATIONS KK MSL GROUP IN JAPAN 4-9-3 JINGUMAE, SHIBUYA-KU TOYKO 150-00001	PUBLIC RELATIONS	1,054,612
4. COVINGTON & BURLING LLP ONE CITY CENTER 850 TENTH STREET, NW WASHINGTON, DC 20001-4956	LEGAL	1,048,633
5. IDC 5 SPEEN STREET FRAMINGHAM, MA 01701	PUBLIC RELATIONS	995,700
TOTAL COMPENSATION		\$6,719,755

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

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OMB No 1545-0047

2016

**Open to Public
Inspection**

Name of the organization

BSA BUSINESS SOFTWARE ALLIANCE, INC.

Employer identification number

06-1242574

PART IX, LINE 11 g

FEES FOR SERVICES (NON-EMPLOYEES):

OTHER:

FEES FOR CONDUCTION, GUIDANCE AND SUPPORT FOR THE FOLLOWING ACTIVITIES:

PUBLIC RELATIONS \$ 3,390,826

POLICY \$ 1,480,664

ENFORCEMENT \$ 1,379,341

RESEARCH AND STUDIES \$ 971,674

HUMAN RESOURCES AND RECRUITING \$ 567,398

TEMPORARY SERVICES \$ 26,002

OTHER PROFESSIONAL SERVICES \$ 22,258

TOTAL \$ 7,838,163

**SCHEDULE R
(Form 990)**

Department of the Treasury
Internal Revenue Service

Name of the organization

Related Organizations and Unrelated Partnerships

► Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

► Attach to Form 990.

► Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047

2016

**Open to Public
Inspection**

Name of the organization

BSA BUSINESS SOFTWARE ALLIANCE, INC.

Employer identification number

06-1242574

Part I Identification of Disregarded Entities. Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

	(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1)						
(2)						
(3)						
(4)						
(5)						
(6)						

Part II Identification of Related Tax-Exempt Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.

	(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?
							Yes No
(1)	BUSINESS SOFTWARE ALLIANCE DO BRAZIL RUA SAMUEL MORSE NO. 134-BROOKLIN, SAO PAULO, BR	TRADE ASSOC.	BR	FOREIGN		N/A	✓
(2)	SOFTWARE EDUCATION FOUNDATION 81-4001808 20 F STREET, NW, SUITE 800, WASHINGTON, DC 20001	SOFTWARE EDUCAT.	DC	501(c)(3)	10 BSA	BSA	✓
(3)	BSA THE SOFTWARE ALLIANCE PAC 84-1693724 20 F STREET, NW, SUITE 800, WASHINGTON, DC 20001	CAMPAIGN SUP.	DC	527		BSA	✓
(4)							
(5)							
(6)							
(7)							

For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Cat No 50135Y

Schedule R (Form 990) 2016

Part III Identification of Related Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of- year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
(1)												
(2)												
(3)												
(4)												
(5)												
(6)												
(7)												

Part IV Identification of Related Organizations Taxable as a Corporation or Trust. Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No
(1) BSA SOFTWARE SERVICES, INC. 47-2868237 20 F ST, NW, SUITE 800, WASHINGTON, DC 20001	TELEMKTG SOFTWARE	DE	BSA	C CORP	0	39,139	100%	✓	
(2) BSA SOFTWARE SERVICES DO BRASIL RUA SAMUEL MORSE NO. 134-BROOKLIN, SAO PA	TELEMKTG SOFTWARE	BR	BSA	C CORP	0	281,859	100%	✓	
(3)									
(4)									
(5)									
(6)									
(7)									

Part V Transactions With Related Organizations. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.**Note:** Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II–IV?		Yes	No
a Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity			<input checked="" type="checkbox"/>
b Gift, grant, or capital contribution to related organization(s)		<input checked="" type="checkbox"/>	
c Gift, grant, or capital contribution from related organization(s)			<input checked="" type="checkbox"/>
d Loans or loan guarantees to or for related organization(s)			<input checked="" type="checkbox"/>
e Loans or loan guarantees by related organization(s)			<input checked="" type="checkbox"/>
f Dividends from related organization(s)			<input checked="" type="checkbox"/>
g Sale of assets to related organization(s)			<input checked="" type="checkbox"/>
h Purchase of assets from related organization(s)			<input checked="" type="checkbox"/>
i Exchange of assets with related organization(s)			<input checked="" type="checkbox"/>
j Lease of facilities, equipment, or other assets to related organization(s)			<input checked="" type="checkbox"/>
k Lease of facilities, equipment, or other assets from related organization(s)			<input checked="" type="checkbox"/>
l Performance of services or membership or fundraising solicitations for related organization(s)		<input checked="" type="checkbox"/>	
m Performance of services or membership or fundraising solicitations by related organization(s)			<input checked="" type="checkbox"/>
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)			<input checked="" type="checkbox"/>
o Sharing of paid employees with related organization(s)			<input checked="" type="checkbox"/>
p Reimbursement paid to related organization(s) for expenses			<input checked="" type="checkbox"/>
q Reimbursement paid by related organization(s) for expenses			<input checked="" type="checkbox"/>
r Other transfer of cash or property to related organization(s)			<input checked="" type="checkbox"/>
s Other transfer of cash or property from related organization(s)			<input checked="" type="checkbox"/>

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.		(b) Transaction type (a–s)	(c) Amount involved	(d) Method of determining amount involved
(1) SOFTWARE EDUCATION FOUNDATION		b	90,260	COST OF SERVICES AND EXPENSES
(2) BSA SOFTWARE SERVICES, INC.		f	663,707	COST OF SERVICES AND EXPENSES
(3) BSA SOFTWARE SERVICES, INC.		o	273,760	PAYROLL COSTS ALLOC TO ORG.
(4) SOFTWARE EDUCATION FOUNDATION		o	82,658	PAYROLL COSTS ALLOC TO ORG.
(5) SOFTWARE EDUCATION FOUNDATION		r	7,602	COST OF SERVICES AND EXPENSES
(6)				

Part VI **Unrelated Organizations Taxable as a Partnership.** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners section 501(c)(3) organizations?		(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
				Yes	No			Yes	No		Yes	No	
(1)													
(2)													
(3)													
(4)													
(5)													
(6)													
(7)													
(8)													
(9)													
(10)													
(11)													
(12)													
(13)													
(14)													
(15)													
(16)													

Part VII **Supplemental Information.**

Provide additional information for responses to questions on Schedule R. See Instructions.

Area for supplemental information with horizontal dashed lines.