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### **Return of Organization Exempt From Income Tax**

OMB No 1545-0047

Open to Public

Department of the Treasury Internal Revenue Service

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

▶ The organization may have to use a copy of this return to satisfy state reporting requirements

Inspection

<u>A 1</u>	or th	e zuuo	calei	ndar year, or tax year beginning $07/01$ , 2008, and ending		06/30,2009
<b>B</b> _0	heck if a		Please	C Name of organization NATIONAL PEST MANAGEMENT ASSOCIATION	D Employer ide	ntification number
	Addre		use IRS label or	Doing Business As	22-1605	917
			print or	Number and street (or P O box if mail is not delivered to street address) Room/suite	E Telephone nu	mber
	Initial	return	type See	10460 NORTH STREET	(703) 35	2-6762
	Term		Specific	City or town, state or country, and ZIP + 4	1 1,007,00	
$\vdash$	Amer		Instruc- tions	FAIRFAX, VA 22030	G Gross receipts	s \$ 4,609,000.
$\vdash$	return Appli	n L	F Na	ame and address of principal officer: ROBERT LEDERER	H(a) Is this a group	1/003/000.
Ш	pendi	-			affiliates?	
_	<b>T</b>			50 NORTH STREET FAIRFAX, VA 22030	H(b) Are all affiliate	
<u>ب</u>		empt stat		X 501(c) ( 6 ) ◀ (insert no ) 4947(a)(1) or 527		a list (see instructions)
<u></u>				PESTWORLD.ORG	H(c) Group exempt	
_		of organiz			ion 1933 M S	State of legal domicile DE
Pa	art I	Sum	nmary			
	1	Briefly	descri	be the organization's mission or most significant activities.		
ĕ		TO P	ROMO	TE IMPROVEMENT OF BUSINESS CONDITIONS IN THE PEST M	<u>1ANAGEMENT</u>	
auc		INDU	STRY	AND TO PROVIDE INFORMATION AND SERVICES TO ITS MEN	1BERS.	
ern						
Governance	2	Check	this bo	If the organization discontinued its operations or disposed of more than 25%	of its assets.	
ంర	3	Numbe	er of vo	oting members of the governing body (Part VI, line 1a)		3 21
Activities	4	Numbe	r of in	dependent voting members of the governing body (Part VI, line 1b)		4 21
₹	5			of employees (Part V, line 2a)	ı	<b>5</b> 18
Ç	6			of volunteers (estimate if necessary)		6
•				nrelated business revenue from Part VIII, line 12, column (C)		7a 77,721.
		-		business taxable income from Form 990-T, line 34 . RECEIVED		7b 11,588.
				RECEIVED	Prior Year	Current Year
Revenue	8	Contrib	oution :	and grants (Part VIII, line 1h)	1,644,12	
	9	Program	m serv	and grants (Part VIII, line 1h) nce revenue (Part VIII, line 2g)  MAY 1 8 2010	2,919,59	
e ve	10			some (Bort VIII, column (A) lines 3, 4, and 7d	66,79	
ď	11	Other r	evenu	e (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and DODEN. UT	206,83	
	12	Total re	evenue	e - add lines 8 through 11 (must equal Part VIII <del>, column (A), line 12).</del>	4,837,34	
	+			made and (Dat IV salars (A) last 4.2)		
	14			to or for members (Bort IV, column (A), line 4)		NONE NONE
0.5	49			er compensation, employee benefits (Part IX, column (A), lines 5-10)	1,690,01	NONE NONE
8	Jł 1					
្នើ	₹			Det IV selves (D) has 05)	NO	NE NONE
굨	1			(Dad IV and 100 (A) 1 and 44 (44 (45 (46)	2 120 06	1 0 001 050
=			-	es (Part IX, column (A), lines 11a-11d, 11f-24f)	3,130,26	
=	18	Total e	xpense	es Add lines 13-17 (must equal Part IX, column (A), line 25)	4,820,27	
₩°01	19	Revenu	ie iess	expenses Subtract line 18 from line 12	17,07	
Net Assets of				<u></u>	Beginning of Yea	<del></del>
3	20			Part X, line 16)	5,860,61	
	21			s (Part X, line 26)	1,950,12	-
				fund balances Subtract line 21 from line 20	3,910,49	1. 3,929,584.
Pa	rt II	Sig	natur	e Block		
		Under	penaltie	es of perjury, I declare that I have examined this return, including accompanying schedules and is true confect, and complete. Declaration of preparer (other than officer) is based on all info	statements, and	to the best of my knowledge
		and be	ener, it	is true, correct and complete Declaration of preparer (other than officer) is based on all fino		
	ign	<b>│                                    </b>			) ,	19/10
Н	ere	<b>/</b> s	ignatui	e of officer AMM on a	Date	
		<b>L</b> _	(=	21400 1 1000 Kapase		
		Т	ype or	print name and title		
		Prepar	er's	Date Check if self-		arer's identifying number
Paid		signati		5 12 10 sell- employed	<b>▶</b>   ''se'}'	instructions) 778 (
	parer's	Firm's	name (d	Cryours ARONSON & COMPANY	EIN ►	52-0987391
use	ОпІу	of self-e	inploye s, and Z	a),	Phone no	301-231-6200
May	the II	RS disc	uss th	is return with the preparer shown above? (See instructions)		X Yes No
						1.00

) (Revenue \$

(Must equal Part IX, Line 25, column (B))

Form 990 (2008)

including grants of \$

(Expenses \$

JSA 8E1020 1 000

4e Total program service expenses ▶\$

Part	Checklist of Required Schedules			rage o
•			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		х
2	Is the organization required to complete Schedule B, Schedule of Contributors?	2		Х
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		X
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities? If "Yes," complete			
	Schedule C, Part II	4		
5	Sections 501(c)(4), 501(c)(5), and 501(c)(6) organizations. Is the organization subject to the section 6033(e)			
	notice and reporting requirement and proxy tax? If "Yes," complete Schedule C, Part III	5	Х	
6	Did the organization maintain any donor advised funds or any accounts where 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		Х
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		х
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes,"	<u> </u>		
	complete Schedule D, Part III	8		х
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part	<u> </u>		
	X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes,"			
	complete Schedule D, Part IV	9		_x
10	Did the organization hold assets in term, permanent, or quasi-endowments? If "Yes," complete Schedule D, Part V	10		Х
11	Did the organization report an amount in Part X, lines 10, 12, 13, 15, or 25? If "Yes," complete Schedule D,			
	Parts VI, VIII, IX, or X as applicable	11	х	
12	Did the organization receive an audited financial statement for the year for which it is completing this return			
	that was prepared in accordance with GAAP? If "Yes," complete Schedule D, Parts XI, XII, and XIII	12		х
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		X
14a	Did the organization maintain an office, employees, or agents outside of the U S ?	14a		Х
b	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising,			
	business, and program service activities outside the U.S.? If "Yes," complete Schedule F, Part I	14b		Х
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any			
	organization or entity located outside the United States? If "Yes," complete Schedule F, Part II	15		х
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance			
	to individuals located outside the United States? If "Yes," complete Schedule F, Part III	16		x
17	Did the organization report more than \$15,000 on Part IX, column (A), line 11e? If "Yes," complete Schedule G, Part I	17		Х
18	Did the organization report more than \$15,000 total on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18		Х
19	Did the organization report more than \$15,000 on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19		Х
20	Did the organization operate one or more hospitals? If "Yes," complete Schedule H	20		Х
21	Did the organization report more than \$5,000 on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21		Х
22	Did the organization report more than \$5,000 on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22		Х
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5,? If "Yes," complete			
	Schedule J	23	Х	l
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 questions			
	24b-24d and complete Schedule K If "No," go to question 25	24a		Х
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
С	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) and 501(c)(4) 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	L	
b	Did the organization become aware that it had engaged in an excess benefit transaction with a disqualified			
	person from a prior year? If "Yes," complete Schedule L, Part I	25b		
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or			
	disqualified person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II	26		X
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, or			
	substantial contributor, or to a person related to such an individual? If "Yes," complete Schedule L, Part III	27		_X
JSA 8E 1021	1 000	Form	990	(2008)

Part	IV Checklist of Required Schedules (continued)			
			Yes	No
28	During the tax year, did any person who is a current or former officer, director, trustee, or key employee			
а	Have a direct business relationship with the organization (other than as an officer, director, trustee, or			
	employee), or an indirect business relationship through ownership of more than 35% in another entity			
	(individually or collectively with other person(s) listed in Part VII, Section A)? If "Yes," complete Schedule L,			
	Part IV	28a		_X
b	Have a family member who had a direct or indirect business relationship with the organization? If "Yes,"			
	complete Schedule L, Part IV	28b		Х
С	Serve as an officer, director, trustee, key employee, partner, or member of an entity (or a shareholder of a			
	professional corporation) doing business with the organization? If "Yes," complete Schedule L, Part IV	28c		Х
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29		Х
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified			
	conservation contributions? If "Yes," complete Schedule M	30		Х
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N,			
	Part I	31		Х
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		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations			
	section 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I	33		х
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Parts II,			
	III, IV, and V, line 1	34	x	
35	Is any related organization a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete			
	Schedule R, Part V, line 2	35		х
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		x

Form **990** (2008)

.Par	Statements Regarding Other IRS Filings and Tax Compliance			
			Yes	No
1 a	Enter the number reported in Box 3 of Form 1096, Annual Summary and Transmittal of			
	U.S. Information Returns Enter -0- if not applicable			
b	Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable	]		
С	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable			
	gaming (gambling) winnings to prize winners?	1 c	Х	
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 2a 18	]		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	Х	
	Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file this return (see instructions)			
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year covered by			
	this return?	3 a	X	
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O	3b	X	
4 a	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)?	4a		X
b	If "Yes," enter the name of the foreign country			
	See the instructions for exceptions and filing requirements for Form TD F 90-22 1, Report of Foreign Bank			
	and Financial Accounts			
5 a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	_5a		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5 b		X
С	If "Yes," to question 5a or 5b, did the organization file Form 8886-T, Disclosure by Tax-Exempt Entity Regarding	_		
_	Prohibited Tax Shelter Transaction?	5c		<u> </u>
	Did the organization solicit any contributions that were not tax deductible?	6a		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or	C.L.		
_	gifts were not tax deductible?	6b		
7	Organizations that may receive deductible contributions under section 170(c).	7.		
a	Did the organization provide goods or services in exchange for any quid pro quo contribution of more than \$75? .	7a 7b		
	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7.5		
С	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was	7 c		
4	required to file Form 8282? · · · · · · · · · · · · · · · · · · ·	70		
	Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal			
е	benefit contract?	7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
'	For all contributions of qualified intellectual property, did the organization file Form 8899 as required?	7g_		
_	For contributions of cars, boats, airplanes, and other vehicles, did the organization file a Form 1098-C as	.9		
	required?	7 h		
8	Section 501(c)(3) and other sponsoring organizations maintaining donor advised funds and section			
•	509(a)(3) supporting organizations. Did the supporting organization, or a fund maintained by a sponsoring			
	organization, have excess business holdings at any time during the year?	8		
9	Section 501(c)(3) and other sponsoring organizations maintaining donor advised funds.			
a	Did the organization make any taxable distributions under section 4966?	9a		
b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b		
10	Section 501(c)(7) organizations. Enter			
а	Initiation fees and capital contributions included on Part VIII, line 12			
b	10h	]		
11	Section 501(c)(12) organizations. Enter			
а	Gross income from members or shareholders	]		
b	Gross income from other sources (Do not net amounts due or paid to other sources against			
	amounts due or received from them )	]		
	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? · · ·	12a		
<u>b</u>	If "Yes," enter the amount of tax-exempt interest received or accrued during the year   12b			<u> </u>

Part VI Governance, Management, and Disclosure (Sections A, B, and C request information about policies not required by the Internal Revenue Code)

Sect	ion A. Governing Body and Management			
			Yes	No
	For each "Yes" response to lines 2-7b below, and for a "No" response to lines 8 or 9b below, describe the			
	circumstances, process, or changes in Schedule O See instructions			
1a	Enter the number of voting members of the governing body			
b	Enter the number of voting members that are independent			
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		<u>X</u>
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		X
4	Did the organization make any significant changes to its organizational documents since the prior Form 990 was filed?	4		<u>X</u>
5	Did the organization become aware during the year of a material diversion of the organization's assets?	5		X
6	Does the organization have members or stockholders?	6	_X	
7a	Does the organization have members, stockholders, or other persons who may elect one or more members	_		
L.	of the governing body?	7a	X_	
	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?	7 b		X
8	Did the organizations contemporaneously document the meetings held or written actions undertaken during the year by the following			
а	The governing body?			,,
a b	Each committee with authority to act on behalf of the governing body?	8a 8b		X
9a	Does the organization have local chapters, branches, or affiliates?	9a		X
b	If "Yes," does the organization have written policies and procedures governing the activities of such chapters,	Эа		X
	affiliates, and branches to ensure their operations are consistent with those of the organization?	9b		
10	Was a copy of the Form 990 provided to the organization's governing body before it was filed? All organizations	30		
-	must describe in Schedule O the process, if any, the organization uses to review the Form 990	10		x
11	Is there any officer, director or 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	11		x
Secti	on B. Policies			
			Yes	No
12a	Does the organization have a written conflict of interest policy? If "No," go to line 13	12a		X
b	Are officers, directors or trustees, and key employees required to disclose annually interests that could give			
	rise to conflicts?	12b		
С	Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes,"			<u> </u>
	describe in Schedule O how this is done	12c		
13	Does the organization have a written whistleblower policy?	13		Х
14	Does the organization have a written document retention and destruction policy?	14	X	
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			
а	The organization's CEO, Executive Director, or top management official?	15a		X
b	Other officers or key employees of the organization?	15b		X
	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		X
b	If "Yes," has the organization adopted a written policy or procedure requiring the organization to evaluate			
	its participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard			
<u></u>	the organization's exempt status with respect to such arrangements?	16b		
	on C. Disclosure  List the states with which a copy of this Form 990 is required to be filed ▶ VA,			
17	Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)			
18	available for public inspection. Indicate how you make these available. Check all that apply	s orny	)	
	Own website Another's website X Upon request			
10	Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of inte	roc+		
19	policy, and financial statements available to the public	CSI		
20	State the name, physical address, and telephone number of the person who possesses the books and records of the	20		
20		iC		
	organization ►GARY MCKENZIE 10460 NORTH STREET FAIRFAX, VA 22030			
	703-352-6762			

Form **990** (2008)

### Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

- 1a Complete this table for all persons required to be listed. Use Schedule J-2 if additional space is needed
- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and current key employees Enter -0- in columns (D), (E), and (F) if no compensation was paid
- 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 the organization did not compensate any officer, director, trustee, or key employee										
(A)	(B)	(C)						(D)	(E)	(F)
Name and Title	Average hours per week	हैं Individual trustee P or director	nstitutional trustee	chec Officer	Key employee	Highest compensated at employee	Sy) Former	Reportable compensation from the organization (W-2/1099-MISC)	Reportable compensation from related organizations (W-2/1099-MISC)	Estimated amount of other compensation from the organization and related organizations
SEE SCHEDULE J-2										
										_

Part VII. Section A. Officers, Directors, Tru		y En	ipio			anu r	nıgı	T .		ees (co	onunue	<u>0)</u>	
(A) Name and title	(B) Average	Posit	ion (		C) kalit	that ap	ply)	(D) Reportable	(E) Reportable		(F) Estimated		
	hours per week	Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	compensation from the organization (W-2/1099-MISC)	compens. from rela organizat (W-2/1099-	ation ited ions	ame comp fro orga and	ount of other ensation om the nization related nization	on n
							-		•			-	
									_				
												·····	
1b Total	·		• •				<u> </u>	611,761.		NONE		31,5	63.
2 Total number of individuals (including those organization ► 4	e in 1a) w	/ho r	ecei	ived	m	ore t	han	\$100,000 in rej	oortable co	mpensa	ition fr	om th	1e
												Yes	No
3 Did the organization list any former offic employee on line 1a? If "Yes," complete Schede											3		Х
4 For any individual listed on line 1a, is the the organization and related organizations	greater th	an \$	150	,00	0۶ ٔ	If "Y	'es, "	complete Sched	pensation f ule J for s	rom such			
<ul><li><i>individual</i></li></ul>	e or accr	ue co	omp	ens	atio	n fro	om	any unrelated o			4	Х	
services rendered to the organization? If "Yes," Section B. Independent Contractors	complete S	Sched	ule .	J foi	r su	ch pe	rsor	?	· · · · · · ·	• •	5		X
Complete this table for your five highest compensation from the organization	compensat	ed in	dep	enc	lent	conf	trac	tors that received	d more tha	in \$100	0,000	of	
(A) Name and business add	ress							(B) Description of se	vices	Co	(C) ompens	ation	
						-	T						
2 Total number of independent contractors (in compensation from the organization ▶	ncluding th	nose	ın 1	1) v	vho	rece	eive	d more than \$10	0,000 in				

3

Part VIII		Statement of Reven	ue			22-1605917						
			***************************************		(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514				
ts s	1a	Federated campaigns	1a									
Contributions, gifts, grants and other similar amounts	b	Membership dues	1b									
am, g	С	Fundraising events	1c	· <u> </u>		}						
lar	d	Related organizations	1d									
sim's	е	Government grants (contribu	ıtıons) 1e									
utic er s	f	All other contributions, gifts, gran	nts,		1							
t ip		and similar amounts not included	d above . 1f	425,022.								
in in	g	Noncash contributions included	ın lınes 1a-1f \$									
,	h	Total. Add lines 1a-1f	<del></del>		425,022.							
ň				Business Code								
eve	2 a	SPONSORSHIP	<del></del>	541900	566,669.	566,669.						
e R	b	CONVENTION		541900	1,288,826.			1,288,826.				
Ş	С	CONFERENCES		541900	496,491.	496,491.						
Sei	d	GAZETTE		323100	96,441.	47,721.	48,720.					
Program Service Revenue	е	MEMBERSHIP DUES		541700	1,672,839.	1,672,839.						
ogr	f	All other program service rev	enue	L								
4	g	Total. Add lines 2a-2f	<u> </u>		4,121,266.							
	3	Investment income (includin	ig dividends, inter	est, and								
		other similar amounts)		▶	26,020.			26,020.				
	4	Income from investment of t	tax-exempt bond p	roceeds ▶	NONE							
	5	Royalties		<b>I</b>	NONE							
		•	(ı) Real	(II) Personal								
	6a	Gross Rents	36,625.									
	b	Less rental expenses										
	С	Rental income or (loss)										
	d	Net rental income or (loss).		1	29,001.	j	29,001.					
			(ı) Securities	(II) Other			33/333					
	7 a	Gross amount from sales of assets other than inventory										
	b	Less cost or other basis										
	U											
		and sales expenses Gain or (loss)										
	c d	Net gain or (loss)			NONE			İ				
		•			HONE			<del> </del>				
4.	8 a	Gross income from f	-									
ğ		events (not including \$										
eve		of contributions reported on			-							
۳	_	See Part IV, line 18		1								
Other Revenue	b	Less direct expenses			NONE			ł				
0	9a	Net income or (loss) from full Gross income from gaming a	activities		NONE							
	ь	See Part IV, line 19 Less direct expenses	b	L								
	С	Net income or (loss) from ga	aming activities	<u> </u>	NONE			<del> </del>				
	10a	Gross sales of invent returns and allowances										
	b	Less cost of goods sold		1 8								
	_ с_	Net income or (loss) from sa	les of inventory	<u></u> ▶	NONE							
	<u> </u>	Miscellaneous Rever	nue	Business Code								
	11a	ROYALTY INCOME	<del></del>	541900	67.			_67.				
	b											
	С											
	ď	All other revenue										
	e	Total. Add lines 11a-11d .		_	67.							
	ı -			-				1				
	12	Total Revenue. Add lines 1h	1 2n 3 4 5 6d 1	/d. 8c 1	1							

### Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns.

	not include amounts reported on lines 6b, 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 governments and		афолосо	goneral expenses	
•	organizations in the U.S. See Part IV, line 21	NONE			
2	Grants and other assistance to individuals in	NONE			<del> </del>
	the U.S. See Part IV, line 22	NONE			
3	Grants and other assistance to governments,				
	organizations, and individuals outside the				
	U.S. See Part IV, lines 15 and 16	NONE			
4	Benefits paid to or for members	NONE			
5	Compensation of current officers, directors,			-	
	trustees, and key employees	268,794.			
6	Compensation not included above, to disqualified				
	persons (as defined under section 4958(f)(1)) and				
	persons described in section 4958(c)(3)(B)	NONE			
7	Other salaries and wages	1,107,247.			
8	Pension plan contributions (include section 401		<u></u>		
	(k) and section 403(b) employer contributions).	58,638.			
9	Other employee benefits	259,197.			
10	Payroll taxes	94,172.			
11	Fees for services (non-employees)	21,212	·- <del></del> · · <del></del> ·		
	Management	NONE			
	Legal	10,483.			
	Accounting	37,500.			
	Lobbying	NONE			
	Professional fundraising services See Part IV, line 17	NONE	-		
	Investment management fees	NONE			
	Other	NONE			
	Advertising and promotion	NONE		<u> </u>	
	Office expenses	23,485.			
14	Information technology	NONE			·
15	Royalties	NONE			
16	Occupancy	NONE			
	Travel	119,285.	<del></del>		
18	Payments of travel or entertainment expenses				
	for any federal, state, or local public officials	NONE			
19	Conferences, conventions, and meetings	1,457,989.			
20	Interest	9,412.			
21	Payments to affiliates	NONE			
22	Depreciation, depletion, and amortization	182,987.			
23	Insurance	32,073.			
24	Other expenses Itemize expenses not	= 7.0.00			
	covered above (Expenses grouped together				
	and labeled miscellaneous may not exceed				
	5% of total expenses shown on line 25 below)				
а	MEMBERSHIP	47,873.	<del></del>		
	COMMUNICATIONS	100,834.	<del></del>		
	TECHNICAL	27,476.			
	COMMITTEE	108,097.	<del></del> .		
	GOVERNMENT_SPONSORSHIP	19,513.			
	All other expenses	624,852.	<del> </del>		
	Total functional expenses Add lines 1 through 24f	4,589,907.			
	Joint Costs. Check here ▶ If following	-, -, -, -, -, -, -, -, -, -, -, -, -, -	<del></del>		
. •	SOP 98-2 Complete this line only if the organization				
	reported in column (B) joint costs from a				
	combined educational campaign and fundraising solicitation			1	

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Form 990 (2008)

.Pa	rt.X.	Balance Sheet					
			(A) Beginning of year		(I End c	B) of year	
	1	Cash - non-interest-bearing	73,849.	1		251,	228.
	2	Savings and temporary cash investments		2			
	3	Pledges and grants receivable, net		3			
	4	Accounts receivable, net	524,402.	4		333,	751.
	5	Receivables from current and former officers, directors, trustees, key					
		employees, or other related parties Complete Part II of Schedule L		5			
	6	Receivables from other disqualified persons (as defined under section					
		4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II					
		of Schedule L		6			
sts	7	Notes and loans receivable, net		7			
Assets	8	Inventories for sales or use	259,388.	8		25 <u>2,</u>	230.
4	9	Prepaid expenses and deferred charges	360,968.	9		<u>488,</u>	<u>343.</u>
		Land, buildings, and equipment cost basis 10a 4,796,672.					
	b	Less accumulated depreciation Complete					
		Part VI of Schedule D	4,219,890.		4,	106,	<u>634.</u>
	11	Investments - publicly traded securities		11	<u>-</u>		
	12	Investments - other securities See Part IV, line 11 · · · · · · · · · · ·	344,252.	12		103,	<u>089</u> .
	13	Investments - program-related See Part IV, line 11		13			
	14	Intangible assets		14			
	15	Other assets See Part IV, line 11	77,862.	15			532.
	16 17	Total assets. Add lines 1 through 15 (must equal line 34)	5,860,611.	16 17			807.
	18	Grants payable	659,647.	18		104,	403.
	19	Deferred revenue	1,040,927.	19	1	102	322.
Liabilities	20	Tax-exempt bond liabilities	1,040,927.	20	<u> </u>	LUZ,	<u> </u>
	21	Escrow account liability Complete Part IV of Schedule D		21			
	22	Payables to current and former officers, directors, trustees, key employees,					
		highest compensated employees, and disqualified persons Complete Part II					
Ë		of Schedule L		22			
	23	Secured mortgages and notes payable to unrelated third parties	190,000.	23		399,	467.
	24	Unsecured notes and loans payable		24		-	
	25	Other liabilities Complete Part X of Schedule D	59,546.	25	-	53,	031.
	26	Total liabilities. Add lines 17 through 25	1,950,120.	26	1,	659 <u>,</u>	<u>223.</u>
es		Organizations that follow SFAS 117, check here ► X and complete lines 27 through 29, and lines 33 and 34.					
Fund Balance	27	Unrestricted net assets	3,910,491.	27	3,	929,	<u>584.</u>
Bal	28	Temporarily restricted net assets		28			
p	29	Permanently restricted net assets		29			
or Fu		Organizations that do not follow SFAS 117, check here ▶ and complete lines 30 through 34.					
	30	Capital stock or trust principal, or current funds		30	. <u> </u>		_
Assets	31	Paid-in or capital surplus, or land, building, or equipment fund		31			
۲۶	32	Retained earnings, endowment, accumulated income, or other funds		32			
Net	33	Total net assets or fund balances	3,910,491.	33	3,	929,	584.
	34	Total liabilities and net assets/fund balances	<u>5,860,611</u> .	34	_5,	<u>588,</u>	<u>807.</u>
Pa	rt XI	Financial Statements and Reporting					
						Yes	No
1		unting method used to prepare the Form 990 Cash X Accrual Othe					
2a		e the organization's financial statements compiled or reviewed by an independent accoun			·		<u> </u>
b		e the organization's financial statements audited by an independent accountant?			· · · 2b_	<u></u>	X
С		es" to lines 2a or 2b, does the organization have a committee that assumes responsibility			_		
3-		, review, or compilation of its financial statements and selection of an independent accouresult of a federal award, was the organization required to undergo an audit or audits as s			· · · <u>2c</u>		
Ja		result of a rederal award, was the organization required to undergo an audit of audits as songle Audit Act and OMB Circular A-133?			3.		l "
h		es," did the organization undergo the required audit or audits?					<u> </u>
		are the organization and organization addition addition addition.		<u>· · · · · · · · · · · · · · · · · · · </u>	30		

### SCHEDULE C

(Form 990 or 990-EZ)

### **Political Campaign and Lobbying Activities**

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

▶ To be completed by organizations described below.

▶ Attach to Form 990 or Form 990-EZ.

OMB No 1545-0047

2008

Open to Public Inspection

Department of the Treasury Internal Revenue Service

If the organization answered "Yes," to Form 990, Part IV, line 3, or Form 990-EZ, Part VI, 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," to Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(cy)(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," to Form 990, Part IV, line 5 (Proxy Tax), then

•	Section 501(c)(4), (5), or (6) or	organizations Complete Part III	,,		
Na	ame of organization		·	Employer identi	fication number
NAT	TIONAL PEST MANAGEN	MENT ASSOCIATION		22-1	605917
Pa		d by all organizations exemptons for Schedule C for details	t under section 50	01(c) and section 527 of	rganizations.
1	Provide a description of the	ne organization's direct and indirec	t political campaign	activities in Part IV	
2	Political expenditures			▶ \$	
3	Volunteer hours			· · · · · · · · · · · · · · · · · · ·	
Pa		d by all organizations exempt ons for Schedule C for details	under section 50	1(c)(3).	
1	Enter the amount of any e	excise tax incurred by the organizat	ion under section 4	955	
2	Enter the amount of any e	excise tax incurred by organization	managers under se	ction 4955 ▶ \$	
3		d a section 4955 tax, did it file Forr			
4a b	Was a correction made? If "Yes," describe in Part IV	· · · · · · · · · · · · · · · · · · ·			Yes No
Pa	t I-C To be complete	d by all organizations exemp	t under section 5	01(c), except section 50	)1(c)(3).
		ons for Schedule C for details			
1		expended by the filing organizatio			
_					<del> </del>
2		ing organization's funds contributed	•		
_		vities			
3		t exempt function expenditures Ad			
		7b			<del></del>
4		file Form 1120-POL for this year? .			
5		es and employer identification num			
		nount paid and indicate if the am-			
		d promptly and directly delivered to			eparate segregated fund
	or a political action comm	ittee (PAC) If additional space is ne	eded, provide inform	Tation 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-

For Privacy Act and Paperwork Reduction Act Notice, see the instructions for Form 990.

Schedule C (Form 990 or 990-EZ) 2008

Lobbying Expenditures During 4-Year Averaging Period										
(a) 2005	<b>(b)</b> 2006	(c) 2007	(d) 2008	(e) Total						
·										

Schedule C (Form 990 or 990-EZ) 2008

-Pa	art II-B- To be completed by organiza 5768 (election under section	ations exempt under section 501(c)(3) that have 501(h)). See the instructions for Schedule C for c	NOT detail	filed s	Form		<u>_</u>	age o
			(8	a)		(b)		
			Yes	No		Amou	ınt	
1		attempt to influence foreign, national, state or local luence public opinion on a legislative matter or						
а	referendum, through the use of							
b	Paid staff or management (include comper	nsation in expenses reported on lines 1c through 1i)?						
d	<ul> <li>Mailings to members, legislators, or the pu</li> </ul>							
e f	Grants to other organizations for lobbying	ourposes?						
g		government officials, or a legislative body?						
h i	<ul> <li>Rallies, demonstrations, seminars, convent</li> <li>Other activities? If "Yes," describe in Part IV</li> </ul>	ions, speeches, lectures, or any other means?						<del></del>
j	Total lines 1c through 1i							
2 a	<ul> <li>Did the activities in line 1 cause the organi</li> </ul>	zation to be not described in section 501(c)(3)?						
b c	If "Yes," enter the amount of any tax incurre	ed under section 4912						
d		4912 tax, did it file Form 4720 for this year?						
Pa		nizations exempt under section 501(c)(4), se ructions for Schedule C for details	ction	501	(c)(5)	, or		
							Yes	No
1	Were substantially all (90% or more) dues	received nondeductible by members?				1		Х
2	Did the organization make only in-house lo	bbying expenditures of \$2,000 or less?						_X
3	·	bying and political expenditures from the prior year?				3		X
Pa	section 501(c)(6) if BOTH P	anizations exempt under section 501(c)(4), secart III-A, questions 1 and 2 are answered "N" See Schedule C instructions for details						
1		om members			1	1 6	572,	830
2		and political expenditures (do not include amou			•	<u> </u>	<u> </u>	039
а		• •			2a		7	000
h				• • • •	2b			000
c	c Total		• • •		2c		<del></del> -	000
3	Aggregate amount reported in section 603	3(e)(1)(A) notices of nondeductible section 162(e) due	 es		3			
4	If notices were sent and the amount on	line 2c exceeds the amount on line 3, what portion ryover to the reasonable estimate of nondeductible k	ofth					
					4		7	000
5	Taxable amount of lobbying and political ex	xpenditures (line 2c total minus 3 and 4)		: : :	5			000
_	art IV Supplemental Information	, , , , , , , , , , , , , , , , , , , ,		· · ·1				
Cor		required for Part I-A, line 1, Part I-B, line 4, Part I-C nation	, line	5 and	l Part	II-B, lir	ne 1ı	
	<del></del>							

Schedule C (F	orm 990 or 990-EZ) 2008	22-1605917	Page <b>4</b>
Part IV	Supplemental Information (continued)	- <del> </del>	
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Schedule C (Form 990 or 990-EZ) 2008

### SCHEDULE D (Form 990)

### **Supplemental Financial Statements**

OMB No 1545-0047

2008

Open to Public Inspection

Department of the Treasury Internal Revenue Service

► Attach to Form 990. To be completed by organizations that answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11, or 12.

Name of the organization	Employer identification number
NATIONAL PEST MANAGEMENT ASSOCIATION	22-1605917
Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds the organization answered "Yes" to Form 990, Part IV, line 6	
(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year	
2 Aggregate contributions to (during year)	
3 Aggregate 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 he	ld in donor advised
funds are the organization's property, subject to the organization's exclusive legal conti	
6 Did the organization inform all grantees, donors, and donor advisors in writing that gra	
used only for charitable purposes and not for the benefit of the donor or donor advisor	
ımpermissible private benefit?	Yes No
Part II Conservation Easements. Complete if the organization answered "Yes	s" to Form 990, Part IV, line 7
Purpose(s) of conservation easements held by the organization (check all that apply)	
Preservation of land for public use (e.g., recreation or pleasure)  Preservation of land for public use (e.g., recreation or pleasure)	ation of an historically importantly land area
	ation of certified historic structure
Preservation of open space	
2 Complete lines 2a-2d if the organization held a qualified conservation contribution in the	he form of a conservation easement
on the last day of the tax year	
	Held at the End of the 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	2d
Number of conservation easements modified, transferred, released, extinguished, or t	terminated by the organization during
the taxable year	
4 Number of states where property subject to conservation easement is located ▶	
Does the organization have a written policy regarding the periodic monitoring, inspecti	ion, violations, and
enforcement of the conservation easements it holds?	Yes No
6 Staff or volunteer hours devoted to monitoring, inspecting, and enforcing easements of	during the year ►
7 Amount of expenses incurred in monitoring, inspecting, and enforcing easements duri	ng the year ▶ \$
8 Does each conservation easement reported on line 2(d) above satisfy the requirements	s of section
170(h)(4)(B)(ı) and 170(h)(4)(B)(ıı)?	Yes No
9 In Part XIV, describe how the organization reports conservation easements in its rever	nue 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 Complete if the organization answered "Yes" to Form 990, Part IV, line	
1a If the organization elected, as permitted under SFAS 116, not to report in its revenue art, historical treasures, or other similar assets held for public exhibition, education, or provide, in Part XIV, the text of the footnote to its financial statements that describes the	r research in furtherance of public service.
b If the organization elected, as permitted under SFAS 116, to report in its revenue stat historical treasures, or other similar assets held for public exhibition, education, or res provide the following amounts relating to these items	tement and balance sheet works of art, search in furtherance of public service,
(i) Revenues included in Form 990, Part VIII, line 1	· · · · · · · · · · <b>▶</b> \$
(ii) Assets included in Form 990, Part X	
2 If the organization received or held works of art, historical treasures, or other similar a	
following amounts required to be reported under SFAS 116 relating to these items	
a Revenues included in Form 990, Part VIII, line 1	► \$
b Assets included in Form 990, Part X	
the state of the s	•

_Par	Organizations Maintaining Coll	ections of Art, Histo	rical Treasures	s, or Ot	her Similar A	ssets (continued)
3	Using the organization's accession and other	er records, check any o	of the following t	hat are	a significant us	e of its collection
	items (check all that apply)		_			
а	Public exhibition	d	Loan or ex	change	programs	
b	Scholarly research	e	Other			
С	Preservation for future generations					
4	Provide a description of the organization's of	ollections and explain	how they further	the org	anızatıon's exe	mpt purpose in
	Part XIV					
5	During the year, did the organization solicit					
	assets to be sold to raise funds rather than	•	_			1 1
Par	Trust, Escrow and Custodial Ar Part IV, line 9, or reported an ar	<b>rangements</b> . Compl nount on Form 990,	lete if organizat Part X, line 21	tion ans	swered "Yes"	to Form 990,
1 a	Is the organization an agent, trustee, custoo		•			
	ıncluded on Form 990, Part X?					Yes No
b	If "Yes," explain the arrangement in Part XIV	and complete the foll	owing table			
					A	mount
С	Beginning balance					
d	Additions during the year					
е	Distributions during the year					
f	Ending balance					
	Did the organization include an amount on		217		<i></i> .	Yes No
	If "Yes," explain the arrangement in Part XIV					
Par					···	
		rent Year (b) Prior ye	ear (c) Two ye	ars back	(d) Three yea	rs back (e) Four years back
1 a	Beginning of year balance					
b	Contributions					
C	Investment earnings or losses					
d	Grants or scholarships					
е	Other expenditures for facilities .					Ì
	and programs					
f	Administrative expenses					
g	End of year balance					
2	Provide the estimated percentage of the ye					
а	Board designated or quasi-endowment ▶_	%				
b	Permanent endowment ▶ %					
	Term endowment ▶%					
3 a	Are there endowment funds not in the poss	session of the organiza	ation that are hel	d and a	dministered for	
	organization by					Yes No
	(i) unrelated organizations					<del></del>
	(ii) related organizations					
b	If "Yes" to 3a(II), are the related organization	•			· · · · · · · · ·	3b
4	Describe in Part XIV the intended uses of the					
Par	t VI Investments - Land, Buildings, a	and Equipment. See	Form 990, Pa	rt X, lin	e 10	
	Description of investment	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	((	c) Depreciation	(d) Book value
1 a	Land		609,94	18.		609,948.
b	Buildings		3,455,72	29.	690,037.	2,765,692.
С	Leasehold improvements $\dots \dots$		14,28	36.		14,286.
d	Equipment					
_е	Other		716,70	08.		716,708.
Tota	. Add lines 1a-1e (Column (d) should equal	Form 990, Part X, colu			▶	4,106,634.

Schedule D (Form 990) 2008

Part VII	Investments - Other Securities. See	Form 990, Part X, Iir	ne 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	
Financial der	rivatives and other financial products			
	equity interests			
Other				
<b></b>				
Total (Column	n (b) should equal Form 990, Part X, col. (B) line 12.)			
Part VIII	Investments - Program Related. See	Form 990 Part Y lu	ne 13	
Part VIII	<del></del>	T		
	(a) Description of investment type	(b) Book value	(c) Method of valuation Cost or end-of-year market value	
			, , , , , , , , , , , , , , , , , , , ,	
				<del></del>
		<del> </del>		
		· <del>-</del> · · · · · · · · · · · · · · · · · · ·		
Total. (Column	(b) should equal Form 990, Part X, col (B) line 13)			
Part IX	Other Assets. See Form 990, Part X,	line 15	· · · · · · · · · · · · · · · · · · ·	
	(a)	Description	(b) Book v	alue
		·· <del>-</del>		
		· ·		
		····		
Total (Catan	t (b) should equal Form 990, Part X, col. (B) line 15.)			
Part X	Other Liabilities. See Form 990, Part	·		
Pail A	(a) Description of liability	(b) Amount		<del></del>
Federal incor		(b) Amount		
		F2 021		
ACCRUED	PENSION	53,031.		
Total (Column	(b) should equal Form 990, Part X, col (B) line 25)	53,031.		
			· · · · · · · · · · · · · · · · · · ·	

In Part XIV, 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

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Schedule D (Form 990) 2008

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Schedule D (Fo	orm 990) 2008	22-1605917	Page <b>5</b>
Part XIV	Supplemental Information (continued)		
-			
		<b></b>	
		<b></b>	
<b></b>			

Schedule D (Form 990) 2008

### SCHEDULE J (Form 990)

**Compensation Information** 

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

► Attach to Form 990. To be completed by organizations that answered "Yes" to Form 990, Part IV, line 23.

OMB No 1545-0047

Open to Public Inspection

Name of the organization

NATIONAL PEST MANAGEMENT ASSOCIATION

Department of the Treasury Internal Revenue Service

Employer identification number

22-1605917

Part	Questions Regarding Compensation			
			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form			
	990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items			
	First-class or charter travel Housing allowance or residence for personal use			
	Travel for companions Payments for business use of personal residence			
	Tax indemnification and gross-up payments Health or social club dues or initiation fees			
	Discretionary spending account  Personal services (e.g., maid, chauffeur, chef)			
b	If line 1a is 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	1b		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all			
	officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?	2		
3	Indicate which, if any, of the following the organization uses to establish the compensation of the			
Ŭ	organization's CEO/Executive Director Check all that apply			
	Compensation committee Written employment contract			
	Independent compensation consultant Compensation survey or study			
	Form 990 of other organizations  Approval by the board or compensation committee			
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a			
а	Receive a severance payment or change of control payment?	4a		<u>X</u> _
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b		<u> </u>
С	Participate in, or receive payment from, an equity-based compensation arrangement?	4c		_X
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III			
	Only 501(c)(3) and 501(c)(4) organizations must complete lines 5-8.			
5	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any			
	compensation contingent on the revenues of			
а	The organization?	5a		
þ	Any related organization?	5b_		<u> </u>
6	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any			
•	compensation contingent on the net earnings of			
а	The organization?	6a		
b	Any related organization?	6b		
~	If "Yes" to line 6a or 6b, describe in Part III			
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed			
	payments not described in lines 5 and 6? If "Yes," describe in Part III	7		
8	Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was			
	subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe			
	ın Part III	8		

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

Schedule J (Form 990) 2008

22-1605917

Schedule J (Form 990) 2008

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use Schedule J-1 if additional space is needed

For each individual whose compensation must be reported in 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 are not listed on Form 990, Part VII

Note. The sum of columns (B)(I)-(III) must equal the applicable column (D) or column (E) amounts on Form 990, Part VII, line 1a

			0.000					
	I_	(b) Breakdown	(b) Breakdown of W-2 and/or 1039-MISC compensation	C compensation	(C) Deferred	(D) Nontaxable	(E) Total of columns	(F) Compensation
(A) Name		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation	compensation	benefits	(B)(ı)-(D)	reported in prior Form 990 or Form 990-EZ
	Ξ	255,066.	NONE	NONE	NONE	13,728.	268,794.	NONE
ROBERT F LEDERER	Ξ	NONE			NONE		NONE	
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Schedule J (Form 990) 2008

### **SCHEDULE J-2** (Form 990)

### **Continuation Sheet for Form 990**

OMB No 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Name of the Organization

Attach to Form 990 to list additional information for Form 990, Part VII, Section A, line 1a

NATIONAL PEST MANAGEMENT ASSOCIATION

Employer Identification number 22-1605917

Part I Continuation of Officers, Directors, Trustees, Key Employees, and Highest Compensated

(A)	(B)	_		-	C)			(0)	(E)	(F)
Name and Title	Average hours per week			-		that ap	<u>'                                    </u>	Reportable compensation	Reportable	Estimated amount of
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	from the organization (W-2/1099-MISC)	compensation from related organizations (W-2/1099-MISC)	other compensation from the organization and related organizations
DONNIE BLAKE DIRECTOR	1.	х						NONE	NONE	NONE
BRUCE_CARTER	<b>_</b>				-			NONE	NONE	NONE
DIRECTOR	1.	x						NONE	NONE	NONE
NORMAND_DIORON	Δ.	Α_		1	-			NONE	NONE	NONE
DIRECTOR	1.	x			}			NONE	NONE	NONE
BOB DOLD JR	<u>+.</u>							NONE	NONE	NONI
DIRECTOR	1.	X					ļ	NONE	NONE	NONE
JULEE B EFIRD		1						HONE	NOIVE	<u> </u>
DIRECTOR	1.	х						NONE	NONE	NONE
KAREN FURGIUEIE PERCY	<del></del> •								NONE	1,0111
DIRECTOR	1.	x						NONE	NONE	NONE
DON S JAMISON		1								
DIRECTOR	1.	Х						NONE	NONE	NONE
DENNIS JENKINS										
DIRECTOR	1.	x						NONE	NONE	NONE
RALEIGH JENKINS						-				
DIRECTOR	1.	Х						NONE	NONE	NONE
RAY A JOHNSON										
DIRECTOR	1.	x					<u> </u>	NONE	NONE	NONE
MICHAEL A KATZ										
DIRECTOR	1.	X						NONE	NONE	NONE
KARIE KEOWN										
DIRECTOR	1.	X		<u> </u>	<u> </u>		<u> </u>	NONE	NONE	NONE
RENE KESECKER										
DIRECTOR	1.	X						NONE	NONE	NONE
KEVIN_J_KORDEK										
DIRECTOR	1.	X			ļ		<u> </u>	NONE	NONE	NONE
DAVE_MORRIS										
DIRECTOR	1.	X			_	ļ <u>.</u>	<u> </u>	NONE	NONE	NONE
WICKEY WOTEN										
DIRECTOR	1.	X			<u> </u>	ļ		NONE	NONE	NONE
KEVIN C PASS										
DIRECTOR	1.	X			<u> </u>		┡-	NONE	NONE	NONE
JOSEPH_J_PESTANA_III										
DIRECTOR	1.	X					ļ	NONE	NONE	NONE
BERT PUTTERMAN										
DIRECTOR	1.	X		_	<b> </b>		<b>↓</b> _	NONE	NONE	NONE
GLEN_ROLLINS										
DIRECTOR	1.	X		<u> </u>			<u> </u>	NONE	NONE	NONE
LAURA_SIMPSON						}				
DIRECTOR For Privacy Act and Paperwork Reduction A	1	<u>_x_</u>		L.,		<u> </u>	<u> </u>	NONE	NONE	NONE

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

Schedule J-2 (Form 990) 2008

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### **SCHEDULE J-2** (Form 990)

### **Continuation Sheet for Form 990**

OMB No 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Attach to Form 990 to list additional information for Form 990, Part VII, Section A, line 1a.

Name of the Organization

Employer Identification number

22-1605917

NATIONAL PEST MANAGEMENT ASSOCIATION Continuation of Officers, Directors, Trustees, Key Employees, and Highest Compensated

(A)	(B)				C)			(D)	(E)	(F)
Name and Title	Average hours per week					that ap		Reportable compensation from	Reportable compensation from related	Estimated amount of other
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	the organization (W-2/1099-MISC)	organizations (W-2/1099-MISC)	compensation from the organization and related organizations
SHERI_SPENCER										
DIRECTOR	1.	Х	_				-	NONE	NONE	<u>NONE</u>
WILLIAM A TESH	1	١,,						,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	27027	NONE
DIRECTOR	1.	Х			_			NONE	NONE	NONE
CHUCK TINDOL DIRECTOR	1.	X_						NONE	NONE	NONE
JOE_R_WILSON				-		-	<b> </b>	MOME	NONE	NONE
DIRECTOR	1.	х						NONE	NONE	NONE
ROBERT F LEDERER				-			-	11011	NONE	
EXECUTIVE VICE PRESIDENT	40.			x	х			255,066.	NONE	13,728.
GARY MCKENZIE										
CFO	40.					X		127,256.	NONE	6,363.
ROBERT ROSENBERG										
	40.					Х		124,580.	NONE	6,229.
GREG_BAUMANN										
	40.				<u>_</u>	X		104,859.	NONE	5,243.
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For Privacy Act and Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J-2 (Form 990) 2008

### **SCHEDULE O** (Form 990)

### Supplemental Information to Form 990

Department of the Treasury Internal Revenue Service

► Attach to Form 990. To be completed by organizations to provide additional information for responses to specific questions for the Form 990 or to provide any additional information.

Open to Public Inspection

OMB No 1545-0047

Name of the organization	Employer identification number
NATIONAL PEST MANAGEMENT ASSOCIATION	22-1605917
PART VI PAGE 6 AND 7A	
THE ASSOCIATION HAS SEVEN CLASSES OF MEMBERSHIPS.	
THE ASSOCIATION HAS SEVEN CLASSES OF MEMBERSHIPS.	
TEN BOARD MEMBERS ARE ELECTED FROM THE GENERAL MEMBERSHIP.	
TIME 10	
LINE 10	
NPMA'S INDEPENDENT AUDIT FIRM PREPARES THE 990. IT IS REVIEWED B	Y_THE
EXECUTIVE VICE PRESIDENT AND THE CHIEF FINANCIAL OFFICER BEFORE B	ETNC
EXECUTIVE VICE PRESIDENT AND THE CHIEF FINANCIAL OFFICER BEFORE B	EING
FILED WITH THE IRS.	
PART IV LINE 12	
PART IV LINE 12	
NPMA IS AUDITED BY INDEPENDENT ACCOUNTANTS AS PART OF A CONSOLIDA	TED
AUDIT.	

### SCHEDULE R (Form 990)

NATIONAL PEST MANAGEMENT ASSOCIATION

Name of the organization Department of the Treasury Internal Revenue Service

Related Organizations and Unrelated Partnerships

OMB No 1545-0047

▶ Attach to Form 990. To be completed by organizations that answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.

Open to Public

▶ See separate instructions.

Employer identification number 22-1605917

Part I Identification of Disregarded Entities					
(A) Name, address, and EIN 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
				-	
Part II Identification of Related Tax-Exempt Organizations					
(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
VER FOUNDATION	Edoudairo	7.7.1	(0)	(0,10)	K NO
FAIRFAA, VA	SOFFORI	W.A	202 (A) (C)	101 (3)	NEWA
PROFESSIONAL PEST MANAGEMENT FAIRFAX, VA 22030	SUPPORT	VA		501(C)(6)	N/A
TION FOR PROFESSIONAL PEST MAN NORTH STREET	SUPPORT	VA		501(C)(6)	N/A
NAL PEST MAN ASSOC. TITLE HOLDING	C C C C C C C C C C C C C C C C C C C	K41		(0, (0)	KMGN
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For Privacy Act and Paperwork Reduction Act Notice, see the Instructions for Form 990.				Sched	Schedule R (Form 990) 2008

Schedule R (Form 990) 2008	Identification of Related Organizations Taxable as a Partnersh
	tions Taxable as a Partnership

1	101	1	I	į		
(J) General or managing partner?	Ves No					
Ger	ĕ		ļ			
Code V-UBI G amount in box 20 of n Schedule K-1 (Form 1065)						
als c	° ×		-		 	
(H) Disproportomate	Yes					
	>					
(G) Share of end-of-year assets						
(F) Share of total income						
(E) Predominant income (related, investment, unrelated)						
(D) Direct controlling entity						
(C) Legal domicile (state or foreign	country)					
(B) Primary activity						
(A) Name address, and EIN of related organization						

### Identification of Related Organizations Taxable as a Corporation or Trust Part IV

					•		
(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

Schedule R (Form 990) 2008

32

## Part V Transactions With Related Organizations

Š	Note. Complete line 1 if any entity is listed in Parts II, III, or IV	Yes	No
-	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?		
	Recent of (i) interest (ii) annuties (iii) rovalties (iv) rent from a controlled entity	1a	
3 -		<b>1</b>	
٥			
ပ		,	1
p	Loans or loan guarantees to or for other organization(s)	10	
Ð		1e	-
4	Sale of assets to other organization(s)	1,	1
. ε	Durchase of accate from other organization(s)	19	
n.	ריייייייייייייייייייייייייייייייייייי	4 4	
<b>-</b>		-	
-	Lease of facilities, equipment, or other assets to other organization(s)	=	
•		Ţ	
_		7 7	
¥		= =	
_	Performance of services or membership or fundraising solicitations by other organization(s)	=	1
Ε	Sharing of facilities, equipment, mailing lists, or other assets	3	
_		1n	
:		-	
c	Reimbligement to other organization for expenses	10	
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2			
		7	
0	Other transfer of cash or property to other organization(s)	2 .	
- ,	Other transfer of cash or property from other organization(s).	1 1 1	-
7	ps and transaction thre	Spiolds	
	(A)  Transaction (S)  Name of other organization(S)  (A)  Transaction  Amount 1  type (a-f)	(C) Amount involved	
Ξ			
(2)			İ
(3)			
(4)			
(9)			1
9			1
	Schedule R	Schedule R (Form 990) 2008	2008

# Part VI Unrelated Organizations Taxable as a Partnership

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) (B) (C) (C) (D)  Name address and EIN of entity Primary activity (state or foreign Souting) (State or foreign Souting) (State or foreign Souting) (State or foreign Souting) (State or foreign Souting) (State or foreign Souting)	(B) Primary activity	(C) Legal domicile (state or foreign country)	(D) Are all partners section 501(c)(3) organizations?	(E) Share of end-of-year assets	(F) Disproportionate allocations?	(G) Code V-UBI amount in box 20 of Schedule K-1	(H) General or managing partner?
			Yes No		Yes No	(1003)	Yes No
					-		
		,					
				:			
						Schedule R (Form 990) 2008	990) 2008

### Form 8868

(Rev April 2009)

Application for Extension of Time To File an Exempt Organization Return

Department of the Treasury

nternal Revenue S	ervice			•	File a	separat	e appli	ication t	or eacl	h retur	n.								
<ul> <li>If you are f</li> </ul>	iling for an A	Automatic 3-	-Monti	h Exte	ension,	comple	ete on	ly Part	I and	check	this !	box						<b>▶</b> 2	$\top$
<ul> <li>If you are find the second of t</li></ul>																	8868	_	
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Part I only													• • •					▶ [	┙
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Type or	Name of E	xempt Organiz	zation					•						Empl	oyer id	entif	ication r	numbe	<u> </u>
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or payment in:												_						_	
or Privacy A	ct and Pape	rwork Redu	uction	Act N	lotice, s	see Insti	ruction	ns.							F	8 mc	- <b>868</b> (R	ev 4-20	009)

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	<del></del>				
	ou are filing for an Additional (Not Automatic) 3-Month Extension, complete only Part II and ch			-	. <b>►</b> X
	Only complete Part II if you have already been granted an automatic 3-month extension on a pr	eviously filed	d Forn	n 8868	
	ou are filing for an Automatic 3-Month Extension, complete only Part I (on page 1)	<del></del>	·		
Part	Additional (Not Automatic) 3-Month Extension of Time. Only file the origin				
Туре	or Name of Exempt Organization Emp	ployer identif	icatior	numbe	r
print		2-160591	.7		
File by		IRS use only			
extende due da	ate for LU460_NORTH_STREET				
filing th	e City, town or post office, state, and ZIP code. For a foreign address, see instructions				
instruc					
Chec	k type of return to be filed (File a separate application for each return)				_
$\left[ \mathbf{x} \right]$		n 1041-A		Forr	n 6069
	Form 990-BL Form 990-T (sec 401(a) or 408(a) trust) Form	n 4720		Forr	n 8870
		n 5227	-		
STOF	P! Do not complete Part II if you were not already granted an automatic 3-month extension		usly	filed Fo	orm 8868.
	e books are in the care of  NATIONAL PEST MANAGEMENT ASSOC				
	lephone No ► 703 352-6762 FAX No ►			_	
	he organization does not have an office or place of business in the United States, check this box			_	
	his is for a Group Return, enter the organization's four digit Group Exemption Number (GEN)		this is		
	ne whole group, check this box			•	
	ith the names and EINs of all members the extension is for		Cira		
	I request an additional 3-month extension of time until 05/15/2010				
	For calendar year, or other tax year beginning	06/30/2			
	If this tax year is for less than 12 months, check reason   Initial return   Final return			eccount	ing period
	State in detail why you need the extension THE TAXPAYER IS AWAITING THIRD PAI		JC 111 6	account	ing period
	INFORMATION NECESSARY TO FILE A COMPLETE AND ACCURATE RETURN.	XII			
	INFORMATION NECESSARI TO FILE A COMPLETE AND ACCURATE RETORN.				
8a	If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax,	loss any	Т		
va	nonrefundable credits. See instructions	iess arry	8a	œ	MONE
_	If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and e	actimated	Oa	Ψ	NONE
	•				
	tax payments made Include any prior year overpayment allowed as a credit and any amo	ount paid		•	
	previously with Form 8868		8b	\$	NONE
	Balance Due. Subtract line 8b from line 8a Include your payment with this form, or, if required			_	
	with FTD coupon or, if required, by using EFTPS (Electronic Federal Tax Payment System) See in	structions	8c	\$	NONE
	Signature and Verification				
	penalties of perjury, I declare that I have examined this form, including accompanying schedules and statements, and is, correct, and complete, and that I am authorized to prepare this form	a to the best	ot my	knowledg	e and belief
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	ure Day R. Atwar		-	14/1	M
Signati	ure Lang K. Sturn Title > CPA	Date	<u>▶</u> 2	1711	<u> </u>

ARONSON & COMPANY 805 KING FARM BLVD., 3RD FLOOR ROCKVILLE, MD 20850 Form **8868** (Rev 4-2009)