Form **990** Department of the Treasury Internal Revenue Service

# Return of Organization Exempt From Income Tax

**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

OMB No 1545-0047

**2008**

**Open to Public Inspection**

A For the 2008 calendar year, or tax year beginning July 1, 2008, and ending June 30, 20 09

B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Termination ☐ Amended return ☐ Application pending

C Name of organization: Detroit Regional Chamber

Doing Business As

Number and street (or P.O. box if mail is not delivered to street address): PO Box 33840 | Room/suite

City or town, state or country, and ZIP + 4: Detroit, MI 48232-0840

D Employer identification number: 38 0477570

E Telephone number: (313) 964-4000

G Gross receipts $ 5,822,299

F Name and address of principal officer: Sandy K. Baruah, Same as C above

H(a) Is this a group return for affiliates? ☐ Yes ☑ No

H(b) Are all affiliates included? ☐ Yes ☐ No If "No," attach a list. (see instructions)

I Tax-exempt status ☑ 501(c) ( 6 ) ◄ (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ www.detroitchamber.com

H(c) Group exemption number ▶

K Type of organization: ☑ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 1933

M State of legal domicile: MI

## Part I Summary

**Activities & Governance**

1 Briefly describe the organization's mission or most significant activities: The Detroit Regional Chamber carries out its mission to power the economy of southeast Michigan through public policy, advocacy, economic development and workforce development, talent attraction and improving the image and quality of life in the Detroit area's cities and suburbs.

2 Check this box ▶ ☐ if the organization discontinued its operations or disposed of more than 25% of its assets.

| | | | |
|---|---|---|---|
| 3 | Number of voting members of the governing body (Part VI, line 1a) | 3 | 71 |
| 4 | Number of independent voting members of the governing body (Part VI, line 1b) | 4 | 70 |
| 5 | Total number of employees (Part V, line 2a) | 5 | 118 |
| 6 | Total number of volunteers (estimate if necessary) | 6 | 772 |
| 7a | Total gross unrelated business revenue from Part VIII, line 12, column (C) | 7a | 7,087 |
| b | Net unrelated business taxable income from Form 990-T, line 34 | 7b | 0 |

| | | | Prior Year | Current Year |
|---|---|---|---|---|
| Revenue | 8 | Contributions and grants (Part VIII, line 1h) | 593,327 | 3,594,718 |
| | 9 | Program service revenue (Part VIII, line 2g) | 5,073,034 | 2,180,447 |
| | 10 | Investment income (Part VIII, column (A), lines 3, 4, and 7d) | 388,957 | 32,753 |
| | 11 | Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) | 13,570 | 14,381 |
| | 12 | Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) | 6,069,068 | 5,822,299 |
| Expenses | 13 | Grants and similar amounts paid (Part IX, column (A), lines 1–3) | | 902,371 |
| | 14 | Benefits paid to or for members (Part IX, column (A), line 4) | | |
| | 15 | Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) | 2,829,167 | 2,470,411 |
| | 16a | Professional fundraising fees (Part IX, column (A), line 11e) | | |
| | b | Total fundraising expenses (Part IX, column (D), line 25) ▶ | | |
| | 17 | Other expenses (Part IX, column (A), lines 11a–11d, 11f–24f) | 2,598,909 | 2,320,841 |
| | 18 | Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25) | 5,428,076 | 5,693,623 |
| | 19 | Revenue less expenses. Subtract line 18 from line 12 | 640,992 | 128,676 |
| | | | **Beginning of Year** | **End of Year** |
| Net Assets or Fund Balances | 20 | Total assets (Part X, line 16) | 10,866,474 | 8,046,193 |
| | 21 | Total liabilities (Part X, line 26) | 5,015,630 | 2,895,045 |
| | 22 | Net assets or fund balances. Subtract line 21 from line 20 | 5,850,844 | 5,151,148 |

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## 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 — Date 5/14/2010

Sandy K. Baruah, President and Chief Executive Officer

Type or print name and title

**Paid Preparer's Use Only**

Preparer's signature ▶ | Date | Check if self-employed ▶ ☐ | Preparer's identifying number (see instructions)

Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ | EIN ▶ | Phone no ▶ ( )

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



ENVELOPE POSTMARK DATE MAY 14 2010

SCANNED JUL 12 2010

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**Part III** **Statement of Program Service Accomplishments** (see instructions)

1 Briefly describe the organization's mission:
**Powering the economy for Southeast Michigan.**

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 exempt purpose achievements for each of the organization's three largest program services by expenses. Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts 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 $ )
**Membership: The Detroit Regional Chamber is the largest metropolitan chamber of commerce in the United States with over 20,000 members and affiliates. The chamber's membership is made of companies of all types and sizes with business locations throughout the 10-county Southeast Michigan region. Small and medium size businesses join the chamber to take advantage of its diverse benefit line up to help grow their business. The region's large corporations join to show their support for the chamber's mission.**

4b (Code: ) (Expenses $ including grants of $ ) (Revenue $ )
**Leadership Policy Conference: The Detroit Regional Chamber's Leadership Policy Conference is an annual gathering of 1,500 of the regions most influential business, political and civic leaders. Attendees spend three days discussing issues critical to Michigan's economic transformation.**

4c (Code: ) (Expenses $ including grants of $ ) (Revenue $ )
**WIRED: The Detroit Regional Chamber is Southeast Michigan's convener of a WIRED (Workforce Innovation in Regional Economic Development) grant. This grant was provided through the US Department of Labor via the State of Michigan Department of Labor and Economic Growth. The grant provides a platform for collaboration of local workforce development programs and initiatives and link those efforts to economic development and business retention efforts.**

4d Other program services (Describe in Schedule O.)
(Expenses $ including grants of $ ) (Revenue $ )

4e **Total program service expenses ▶ $** *(Must equal Part IX, Line 25, column (B))*

## 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? | 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? *If "Yes," complete Schedule C, Part II* | 4 | | |
| 5 | **Section 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 | ✓ | |
| 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 | | ✓ |
| 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; 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 hold assets in term, permanent, or quasi-endowments? *If "Yes," complete Schedule D, Part V* | 10 | | ✓ |
| 11 | Did the organization report an amount in Part X, lines 10, 12, 13, 15, or 25? *If "Yes," complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable* | 11 | ✓ | |
| 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 | ✓ | |
| 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 U.S.? | 14a | | ✓ |
| 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 | | ✓ |
| 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 | | ✓ |
| 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 | | ✓ |
| 17 | Did the organization report more than $15,000 on Part IX, column (A), line 11e? *If "Yes," complete Schedule G, Part I* | 17 | | ✓ |
| 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 | | ✓ |
| 19 | Did the organization report more than $15,000 on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III* | 19 | | ✓ |
| 20 | Did the organization operate one or more hospitals? *If "Yes," complete Schedule H* | 20 | | ✓ |
| 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 | ✓ | |
| 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 | | ✓ |
| 23 | Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5? *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 questions 24b–24d and complete Schedule K. If "No," go to question 25.* | 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) 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 | | |
| 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 | | ✓ |
| 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 | | ✓ |

**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: | | | |
| **a** | 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** | | ✓ |
| **b** | Have a family member who had a direct or indirect business relationship with the organization? *If "Yes," complete Schedule L, Part IV* | **28b** | | ✓ |
| **c** | 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** | ✓ | |
| **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, Parts II, III, IV, and V, line 1* | **34** | ✓ | |
| **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** | ✓ | |
| **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** | | ✓ |

**Part V Statements Regarding Other IRS Filings and Tax Compliance**

| | | | | | Yes | No |
|---|---|---|---|---|---|---|
| **1a** | Enter the number reported in Box 3 of Form 1096, Annual Summary and Transmittal of U.S. Information Returns. Enter -0- if not applicable | 1a | 7 | | | |
| **b** | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable | 1b | 0 | | | |
| **c** | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners? | | | 1c | ✓ | |
| **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 | 118 | | | |
| **b** | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? | | | 2b | ✓ | |
| | **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? | | | 3a | ✓ | |
| **b** | If "Yes," has it filed a Form 990-T for this year? *If "No," provide an explanation in Schedule O* | | | 3b | ✓ | |
| **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)? | | | 4a | | ✓ |
| **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. | | | | | |
| **5a** | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | | | 5a | | ✓ |
| **b** | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | | | 5b | | ✓ |
| **c** | 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 | | |
| **6a** | Did the organization solicit any contributions that were not tax deductible? | | | 6a | | ✓ |
| **b** | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? | | | 6b | | |
| **7** | **Organizations that may receive deductible contributions under section 170(c).** | | | | | |
| **a** | Did the organization provide goods or services in exchange for any quid pro quo contribution of more than $75? | | | 7a | | |
| **b** | If "Yes," did the organization notify the donor of the value of the goods or services provided? | | | 7b | | |
| **c** | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282? | | | 7c | | |
| **d** | If "Yes," indicate the number of Forms 8282 filed during the year | 7d | | | | |
| **e** | Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | | | 7e | | |
| **f** | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | | | 7f | | |
| **g** | For all contributions of qualified intellectual property, did the organization file Form 8899 as required? | | | 7g | | |
| **h** | For contributions of cars, boats, airplanes, and other vehicles, did the organization file a Form 1098-C as required? | | | 7h | | |
| **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: | | | | | |
| **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 | | | | |

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

## Section A. Governing Body and Management

*For each "Yes" response to lines 2-7b below, and for a "No" response to lines 8 or 9b below, describe the circumstances, processes, or changes in Schedule O. See instructions.*

| | | | Yes | No |
|---|---|---|---|---|
| 1a | Enter the number of voting members of the governing body . . . . . . . . . . 1a 71 | | | |
| b | Enter the number of voting members that are independent . . . . . . . . . 1b 70 | | | |
| 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 | ✓ | |
| 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 | | ✓ |
| 4 | Did the organization make any significant changes to its organizational documents since the prior Form 990 was filed? | 4 | | ✓ |
| 5 | Did the organization become aware during the year of a material diversion of the organization's assets? | 5 | | ✓ |
| 6 | Does the organization have members or stockholders? | 6 | ✓ | |
| 7a | Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body? | 7a | ✓ | |
| b | Are any decisions of the governing body subject to approval by members, stockholders, or other persons? | 7b | ✓ | |
| 8 | Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: | | | |
| a | The governing body? | 8a | ✓ | |
| b | Each committee with authority to act on behalf of the governing body? | 8b | ✓ | |
| 9a | Does the organization have local chapters, branches, or affiliates? | 9a | | ✓ |
| b | If "Yes," does the organization have written policies and procedures governing the activities of such chapters, 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 must describe in Schedule O the process, if any, the organization uses to review the Form 990 | 10 | | ✓ |
| 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 | | ✓ |

## Section B. Policies

| | | | Yes | No |
|---|---|---|---|---|
| 12a | Does the organization have a written conflict of interest policy? *If "No," go to line 13* | 12a | ✓ | |
| b | Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts? | 12b | ✓ | |
| c | Does the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe in Schedule O how this is done* | 12c | ✓ | |
| 13 | Does the organization have a written whistleblower policy? | 13 | | ✓ |
| 14 | Does the organization have a written document retention and destruction policy? | 14 | ✓ | |
| 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 | ✓ | |
| b | Other officers or key employees of the organization? Describe the process in Schedule O. (see instructions) | 15b | ✓ | |
| 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 | | ✓ |
| 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 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 ▶Michigan

18 Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you make these available. Check all that apply.

☐ Own website ☑ Another's website ☑ Upon request

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

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization. ▶ Karen M. Belans One Woodward Avenue Suite 1900 Detroit Michigan 48232 313 964-4000

**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) Name and Title | (B) Average hours per week | (C) Position (check all that apply): Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | (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 |
|---|---|---|---|---|---|---|---|---|---|---|
| Leslie A. Murphy<br>Chairman of the Board | 4 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Sandra E. Pierce<br>First Vice Chairman | 4 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Barbara Allushuski<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Lizabeth Ardisana<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| John R. Bourbeau<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Marcie Brogan<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Ralph Burrell<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Keith Cockrell<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Thomas P. Dekar<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| W. Frank Fountain<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| David Hunke<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Christopher Illitch<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Samuel D. Logan<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Florine Mark<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Timothy J. McCarthy<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Charles G. McClure<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Thomas D. Ogden<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |

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

| (A) Name and title | (B) Average hours per week | (C) Position (check all that apply): Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | (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 |
|---|---|---|---|---|---|---|---|---|---|---|
| Richard F. Russell<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Ron T. Shahani<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Gail Torreano<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Alan C. Young<br>Vice Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Daniel J. Loepp<br>Immediate Past Chairman | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| J. Michael Bernard<br>Legal Counsel | 2 | ✓ | | ✓ | | | | 0 | 0 | 0 |
| Richard E. Blouse<br>President/Secretary | 40 | | | ✓ | | | | 276,392 | 299,425 | 64,255 |
| Dennis W. Archer<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Brian Balasia<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Jeffrey D. Bergeron<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| David Boyle<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| David J. Breen<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Carl T. Camden<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| **1b Total** ▶ | | | | | | | | 1,209,753 | 1,576,675 | 309,797 |

2 Total number of individuals (including those in 1a) who received more than $100,000 in reportable compensation from the organization ▶ 16

| | | 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 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.

| (A) Name and business address | (B) Description of services | (C) Compensation |
|---|---|---|
| Ultra Level Inc. | Computer Services | 153,593 |
| Korn Ferry International | Executive Search Firm | 107,464 |
| | | |
| | | |
| | | |

2 Total number of independent contractors (including those in 1) who received more than $100,000 in compensation from the organization ▶ 2

## Part VIII Statement of Revenue

| | | | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512, 513, or 514 |
|---|---|---|---|---|---|---|
| **Contributions, gifts, grants and other similar amounts** | | | | | | |
| 1a Federated campaigns | 1a | | | | | |
| b Membership dues | 1b | 1,909,288 | | | | |
| c Fundraising events | 1c | | | | | |
| d Related organizations | 1d | 66,260 | | | | |
| e Government grants (contributions) | 1e | 1,619,170 | | | | |
| 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 ▶ | | | 3,594,718 | | | |
| **Program Service Revenue** | | Business Code | | | | |
| 2a Leadership Policy Conference | | 900099 | 1,834,524 | 1,834,524 | | |
| b Other membership events | | 900099 | 345,923 | 345,923 | | |
| c | | | | | | |
| d | | | | | | |
| e | | | | | | |
| f All other program service revenue | | | | | | |
| g **Total.** Add lines 2a–2f ▶ | | | 2,180,447 | | | |
| **Other Revenue** | | | | | | |
| 3 Investment income (including dividends, interest, and other similar amounts) ▶ | | | 32,753 | | | 32,753 |
| 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) ▶ | | | | | | |
| | (i) Securities | (ii) Other | | | | |
| 7a Gross amount from sales of assets other than inventory | | | | | | |
| 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 Conference Room Rental | | 900099 | 7,087 | | 7,087 | |
| b Other Related Revenue | | 900099 | 7,294 | 7,294 | | |
| c | | | | | | |
| d All other revenue | | | | | | |
| e **Total.** Add lines 11a–11d ▶ | | | | | | |
| 12 **Total Revenue.** Add lines 1h, 2g, 3, 4, 5, 6d, 7d, 8c, 9c, 10c, and 11e ▶ | | | 5,822,299 | 2,187,741 | 7,087 | 32,753 |

**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) but are not required to complete columns (B), (C), and (D).**

| *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 governments and organizations in the U.S. See Part IV, line 21 | 902,371 | | | |
| 2 Grants and other assistance to individuals in the U.S. See Part IV, line 22 | | | | |
| 3 Grants and other assistance to governments, organizations, and individuals outside the U.S. See Part IV, lines 15 and 16 | | | | |
| 4 Benefits paid to or for members | | | | |
| 5 Compensation of current officers, directors, trustees, and key employees | 663,115 | | | |
| 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 | 1,394,584 | | | |
| 8 Pension plan contributions (include section 401(k) and section 403(b) employer contributions) | 105,028 | | | |
| 9 Other employee benefits | 173,221 | | | |
| 10 Payroll taxes | 134,462 | | | |
| 11 Fees for services (non-employees): | | | | |
| a Management | | | | |
| b Legal | 40,823 | | | |
| c Accounting | 39,700 | | | |
| d Lobbying | 31,811 | | | |
| e Professional fundraising services. See Part IV, line 17 | | | | |
| f Investment management fees | 4,256 | | | |
| g Other | | | | |
| 12 Advertising and promotion | 13,668 | | | |
| 13 Office expenses | 128,131 | | | |
| 14 Information technology | 89,128 | | | |
| 15 Royalties | | | | |
| 16 Occupancy | 384,079 | | | |
| 17 Travel | 58,882 | | | |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials | | | | |
| 19 Conferences, conventions, and meetings | 1,234,944 | | | |
| 20 Interest | 301 | | | |
| 21 Payments to affiliates | | | | |
| 22 Depreciation, depletion, and amortization | 247,503 | | | |
| 23 Insurance | 27,970 | | | |
| 24 Other expenses. Itemize expenses not covered above. (Expenses grouped together and labeled miscellaneous may not exceed 5% of total expenses shown on line 25 below.) | | | | |
| a Dues and Subscriptions | 15,728 | | | |
| b Misc. Expenses | 3,978 | | | |
| c | | | | |
| d | | | | |
| e | | | | |
| f All other expenses | | | | |
| 25 **Total functional expenses.** Add lines 1 through 24f | 5,693,623 | | | |
| 26 **Joint Costs.** Check here ▶ ☐ if following SOP 98-2. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation | | | | |

## Part X Balance Sheet

| | | | (A) Beginning of year | | (B) End of year |
|---|---|---|---|---|---|
| Assets | 1 | Cash—non-interest-bearing | 169,507 | 1 | 57,724 |
| | 2 | Savings and temporary cash investments | 4,065,568 | 2 | 2,685,567 |
| | 3 | Pledges and grants receivable, net | 285,681 | 3 | 481,762 |
| | 4 | Accounts receivable, net | 834,892 | 4 | 513,800 |
| | 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 | |
| | 7 | Notes and loans receivable, net | | 7 | |
| | 8 | Inventories for sale or use | | 8 | |
| | 9 | Prepaid expenses and deferred charges | 547,060 | 9 | 285,713 |
| | 10a | Land, buildings, and equipment: cost basis 10a 4,570,750 | | | |
| | b | Less: accumulated depreciation. Complete Part VI of Schedule D 10b 3,990,275 | 604,323 | 10c | 580,475 |
| | 11 | Investments—publicly traded securities | 4,359,443 | 11 | 3,385,681 |
| | 12 | Investments—other securities. See Part IV, line 11 | | 12 | 55,471 |
| | 13 | Investments—program-related. See Part IV, line 11 | | 13 | |
| | 14 | Intangible assets | | 14 | |
| | 15 | Other assets. See Part IV, line 11 | | 15 | |
| | 16 | **Total assets.** Add lines 1 through 15 (must equal line 34) | 10,866,474 | 16 | 8,046,193 |
| Liabilities | 17 | Accounts payable and accrued expenses | 3,584,709 | 17 | 1,669,574 |
| | 18 | Grants payable | | 18 | 148,153 |
| | 19 | Deferred revenue | 1,430,921 | 19 | 1,077,318 |
| | 20 | Tax-exempt bond liabilities | | 20 | |
| | 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 of Schedule L | | 22 | |
| | 23 | Secured mortgages and notes payable to unrelated third parties | | 23 | |
| | 24 | Unsecured notes and loans payable | | 24 | |
| | 25 | Other liabilities. Complete Part X of Schedule D | | 25 | |
| | 26 | **Total liabilities.** Add lines 17 through 25 | 5,015,630 | 26 | 2,895,045 |
| Net Assets or Fund Balances | | **Organizations that follow SFAS 117, check here ▶ ☐ and complete lines 27 through 29, and lines 33 and 34.** | | | |
| | 27 | Unrestricted net assets | 5,850,844 | 27 | 5,151,148 |
| | 28 | Temporarily restricted net assets | | 28 | |
| | 29 | Permanently restricted net assets | | 29 | |
| | | **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 | |
| | 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 | 5,850,844 | 33 | 5,151,148 |
| | 34 | Total liabilities and net assets/fund balances | 10,866,474 | 34 | 8,046,193 |

## Part XI Financial Statements and Reporting

| | | | Yes | No |
|---|---|---|---|---|
| 1 | Accounting method used to prepare the Form 990: ☐ Cash ☑ Accrual ☐ Other | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? | 2a | | ✓ |
| b | Were the organization's financial statements audited by an independent accountant? | 2b | ✓ | |
| c | If "Yes" to lines 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? | 2c | ✓ | |
| 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? | 3a | ✓ | |
| b | If "Yes," did the organization undergo the required audit or audits? | 3b | ✓ | |

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

# 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**

**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(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," to Form 990, Part IV, line 5 (Proxy Tax), then**

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

| Name of organization | Employer identification number |
|---|---|
| Detroit Regional Chamber | 38 : 0477570 |

**Part I-A** **To be completed by all organizations exempt under section 501(c) and section 527 organizations.** See the instructions for Schedule C for details.

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
2 Political expenditures . . . ▶ $
3 Volunteer hours . . .

**Part I-B** **To be completed by all organizations exempt under section 501(c)(3).** See the instructions for Schedule C for details.

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** **To be completed by all organizations exempt under section 501(c), except section 501(c)(3).** See the instructions for Schedule C for details.

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 of direct and indirect exempt function expenditures. Add lines 1 and 2 and enter here and on Form 1120-POL, line 17b . . . ▶ $
4 Did the filing organization file **Form 1120-POL** for this year? . . . ☐ Yes ☐ No
5 State the names, addresses and employer identification number (EIN) of all section 527 political organizations to which payments were made. Enter the amount paid and indicate if the amount was paid from the filing organization's funds or were political contributions received and 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- |
|---|---|---|---|---|
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |
| | | | | |

**Part II-A** **To be completed by organizations exempt under section 501(c)(3) that filed Form 5768 (election under section 501(h)).** See the instructions for Schedule C for details.

A Check ► ☐ if the filing organization belongs to an affiliated group.
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. | | |

| **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 |

| | (a) | (b) |
|---|---|---|
| **g** Grassroots nontaxable amount (enter 25% of line 1f) | | |
| **h** Subtract line 1g from line 1a. Enter -0- if line g is more than line a | | |
| **i** Subtract line 1f from line 1c. Enter -0- if line f is more than line c | | |

**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? ☐ **Yes** ☐ **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 instructions for lines 2a through 2f of the instructions.)**

**Lobbying Expenditures During 4-Year Averaging Period**

| **Calendar year (or fiscal year beginning in)** | **(a)** 2005 | **(b)** 2006 | **(c)** 2007 | **(d)** 2008 | **(e)** Total |
|---|---|---|---|---|---|
| **2a** Lobbying non-taxable amount | | | | | |
| **b** Lobbying ceiling amount (150% of line 2a, column(e)) | | | | | |
| **c** Total lobbying expenditures | | | | | |
| **d** Grassroots non-taxable amount | | | | | |
| **e** Grassroots ceiling amount (150% of line 2d, column (e)) | | | | | |
| **f** Grassroots lobbying expenditures | | | | | |

**Part II-B To be completed by organizations exempt under section 501(c)(3) that have NOT filed Form 5768 (election under section 501(h)).** See the instructions for Schedule C for details.

| | | (a) Yes | (a) No | (b) 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 other means? | | | |
| i | Other activities? If "Yes," describe in Part IV | | | |
| j | Total 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 To be completed by all organizations exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).** See the instructions for Schedule C for details.

| | | | 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 carryover lobbying and political expenditures from the prior year? | 3 | | ✓ |

**Part III-B To be completed by all organizations exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) if BOTH Part III-A, questions 1 and 2 are answered "No" OR if Part III-A, question 3 is answered "Yes."** See Schedule C instructions for details.

| | | | |
|---|---|---|---|
| 1 | Dues, assessments and similar amounts from members | 1 | 1,909,288 |
| 2 | Section 162(e) non-deductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).** | | |
| a | Current year | 2a | 85,817 |
| b | Carryover from last year | 2b | 0 |
| c | Total | 2c | 85,817 |
| 3 | Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues | 3 | 114,557 |
| 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 | 0 |
| 5 | Taxable amount of lobbying and political expenditures (line 2c total minus 3 and 4) | 5 | 0 |

**Part IV Supplemental Information**

Complete this part to provide the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; and Part II-B, line 1i Also, complete this part for any additional information.

**Note: All Membership dues invoices contain the following disclosure: Federal tax law requires the Chamber to specify the share of your membership investment that supports state and federal lobbying. That share, reasonably estimated at 6%, is no longer tax deductible. The remaining 94% may be deductible as an ordinary and necessary business expense.**

**SCHEDULE D (Form 990)**

Department of the Treasury Internal Revenue Service

# Supplemental Financial Statements

▶ 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.

OMB No 1545-0047

**2008**

**Open to Public Inspection**

Name of the organization: Detroit Regional Chamber

Employer identification number: 38 0477570

**Part I** **Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.** Complete if 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 held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor or other impermissible private benefit? ☐ Yes ☐ No

**Part II** **Conservation Easements.** Complete if the organization answered "Yes" to Form 990, Part IV, line 7.

1 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 an historically important land area
☐ Protection of natural habitat ☐ Preservation of certified historic structure
☐ Preservation of open space

2 Complete lines 2a–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 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 | |

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable 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, violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff or volunteer hours devoted to monitoring, inspecting, and enforcing easements during the year▶

7 Amount of expenses incurred in monitoring, inspecting, and enforcing 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)? ☐ Yes ☐ No

9 In Part XIV, 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" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116, 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 XIV, the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under SFAS 116, 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) Revenues included in 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 relating to these items.

a Revenues included in 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 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
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange programs
e ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV.

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 Trust, Escrow and Custodial Arrangements.** Complete if organization answered "Yes" to 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 XIV and complete the following table:

| | | | Amount |
|---|---|---|---|
| c | Beginning balance | 1c | |
| d | Additions during the year | 1d | |
| e | Distributions during the year | 1e | |
| f | Ending balance | 1f | |

2a Did the organization include an amount on Form 990, Part X, line 21? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIV.

**Part V Endowment Funds.** Complete if organization answered "Yes" to 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 | Investment earnings or 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 year end balance held as:

a Board designated or quasi-endowment ► ____%

b Permanent endowment ► ____%

c Term endowment ► ____%

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" to 3a(ii), are the related organizations listed as required on Schedule R? | 3b | | |

4 Describe in Part XIV the intended uses of the organization's endowment funds.

**Part VI Investments—Land, Buildings, and Equipment.** See Form 990, Part X, line 10.

| | Description of investment | (a) Cost or other basis (investment) | (b) Cost or other basis (other) | (c) Depreciation | (d) Book value |
|---|---|---|---|---|---|
| 1a | Land | | | | |
| b | Buildings | | | | |
| c | Leasehold improvements | | 1,386,604 | 1,369,863 | 16,741 |
| d | Equipment | | 3,112,696 | 2,620,412 | 492,284 |
| e | Other | | 71,450 | 0 | 71,450 |
| **Total.** | Add lines 1a–1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c).)* ► | | | | 580,475 |

**Part VII Investments—Other Securities.** 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 |
|---|---|---|
| Financial derivatives and other financial products | | |
| Closely-held equity interests | 55,471 | Cost |
| Other | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| **Total.** *(Column (b) should equal Form 990, Part X, col (B) line 12.)* ▶ | 55,471 | |

**Part VIII Investments—Program Related.** See Form 990, Part X, line 13.

| (a) Description of investment type | (b) Book value | (c) Method of valuation Cost or end-of-year market value |
|---|---|---|
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| **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 value |
|---|---|
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| **Total.** *(Column (b) should equal Form 990, Part X, col (B) line 15.)* ▶ | |

**Part X Other Liabilities.** See Form 990, Part X, line 25.

| (a) Description of liability | (b) Amount |
|---|---|
| Federal income taxes | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| **Total.** *(Column (b) should equal Form 990, Part X, col (B) line 25.)* ▶ | |

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.

**Part XI Reconciliation of Change in Net Assets from Form 990 to Financial Statements**

| | | | |
|---|---|---|---|
| 1 | Total revenue (Form 990, Part VIII, column (A), line 12) | 1 | 5,822,299 |
| 2 | Total expenses (Form 990, Part IX, column (A), line 25) | 2 | 5,693,623 |
| 3 | Excess or (deficit) for the year. Subtract line 2 from line 1 | 3 | 128,676 |
| 4 | Net unrealized gains (losses) on investments | 4 | (828,372) |
| 5 | Donated services and use of facilities | 5 | 0 |
| 6 | Investment expenses | 6 | 0 |
| 7 | Prior period adjustments | 7 | 0 |
| 8 | Other (Describe in Part XIV) | 8 | 0 |
| 9 | Total adjustments (net). Add lines 4–8 | 9 | 0 |
| 10 | Excess or (deficit) for the year per financial statements. Combine lines 3 and 9 | 10 | (699,696) |

**Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return**

| | | | | | |
|---|---|---|---|---|---|
| 1 | Total revenue, gains, and other support per audited financial statements | | | 1 | 4,993,927 |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12: | | | | |
| a | Net unrealized gains on investments | 2a | (828,372) | | |
| b | Donated services and use of facilities | 2b | 0 | | |
| c | Recoveries of prior year grants | 2c | 0 | | |
| d | Other (Describe in Part XIV) | 2d | 0 | | |
| e | Add lines **2a** through **2d** | | | 2e | (828,372) |
| 3 | Subtract line **2e** from line **1** | | | 3 | 5,822,299 |
| 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 | 0 | | |
| b | Other (Describe in Part XIV) | 4b | 0 | | |
| c | Add lines **4a** and **4b** | | | 4c | 0 |
| 5 | Total revenue. Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12) | | | 5 | 5,822,299 |

**Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return**

| | | | | | |
|---|---|---|---|---|---|
| 1 | Total expenses and losses per audited financial statements | | | 1 | 5,693,623 |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25: | | | | |
| a | Donated services and use of facilities | 2a | 0 | | |
| b | Prior year adjustments | 2b | 0 | | |
| c | Losses reported on Form 990, Part IX, line 25 | 2c | 0 | | |
| d | Other (Describe in Part XIV) | 2d | 0 | | |
| e | Add lines **2a** through **2d** | | | 2e | 0 |
| 3 | Subtract line **2e** from line **1** | | | 3 | 5,693,623 |
| 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 | 0 | | |
| b | Other (Describe in Part XIV) | 4b | 0 | | |
| c | Add lines **4a** and **4b** | | | 4c | 0 |
| 5 | Total expenses. Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18.) | | | 5 | 5,693,623 |

**Part XIV Supplemental Information**

Complete this part to 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, Part XI, line 8; Part XII, lines 2d and 4b; and Part XIII, lines 2d and 4b.

SCHEDULE I
(Form 990)

Department of the Treasury
Internal Revenue Service

# Grants and Other Assistance to Organizations, Governments, and Individuals in the U.S.

▶ Complete if the organization answered "Yes," on Form 990, Part IV, lines 21 or 22.
▶ Attach to Form 990.

OMB No. 1545-0047

2008

Open to Public Inspection

Name of the organization: Detroit Regional Chamber

Employer identification number: 38 : 0477570

## 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 Governments and Organizations in the United States.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000. Check this box if no one recipient received more than $5,000. Use Part IV and Schedule I-1 (Form 990) 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 |
|---|---|---|---|---|---|---|---|
| Regents of the Univ. of Michigan<br>3089 Wolverine Tower<br>3003 S. State St.<br>Ann Arbor, MI 48109 | 38-6006309 | Michigan | 246,096 | | | | WIRED Program |
| Eastern Michigan University<br>207 Hover Building<br>Ypsilanti, MI 48197 | 38-6005986 | Michigan | 199,140 | | | | WIRED Program |
| Automation Alley<br>2675 Bellingham, Troy MI 48083 | 38-3412779 | | 191,831 | | | | WIRED Program |
| Your Child Coalition<br>1080 Meadow Crest Drive<br>Clarkston, MI 48348 | 36-4619621 | | 134,196 | | | | WIRED Program |
| Digerati, Inc.<br>500 Griswold, Suite 3400<br>Detroit, MI 48226 | 20-8168134 | | 131,108 | | | | WIRED Program |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |

2 Enter total number of section 501(c)(3) and government organizations . . . ▶ 2

3 Enter total number of other organizations . . . ▶ 3

**Part III** **Grants and Other Assistance to Individuals in the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Use Schedule I-1 (Form 990) if additional space is needed.

| (a) Type of grant or assistance | (b) Number of recipients | (c) Amount of cash grant | (d) Amount of non-cash assistance | (e) Method of valuation (book, FMV, appraisal, other) | (f) Description of non-cash assistance |
|---|---|---|---|---|---|
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |
| | | | | | |

**Part IV** **Supplemental Information.** Complete this part to provide the information required in Part I, line 2, and any other additional information.

**I Sub-award Document:**

**The sub-award document should clearly lay out expectations with receiving federal funds under the award. To achieve this, the following items should be covered in each sub-award document:**

**A. DRC project and finance lead information.**

**B. Sub-recipient project and finance lead information.**

**C. Grant period and time of performance.**

**D. Source of funds including CFDA number.**

**E. Reference to "Uniform Administrative Requirements".**

**F. Reference to "Cost Principles".**

**G. Reference to "Statutes and Program Regulations".**

**Continued on Schedule O.**

**SCHEDULE J (Form 990)**

Department of the Treasury
Internal Revenue Service

# 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

**2008**

**Open to Public Inspection**

Name of the organization: Detroit Regional Chamber

Employer identification number: 38 0477570

## Part I 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.<br>☑ First-class or charter travel<br>☐ Housing allowance or residence for personal use<br>☐ Travel for companions<br>☐ Payments for business use of personal residence<br>☐ Tax indemnification and gross-up payments<br>☑ Health or social club dues or initiation fees<br>☐ Discretionary spending account<br>☐ 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 organization's CEO/Executive Director. Check all that apply.<br>☑ Compensation committee<br>☑ Written employment contract<br>☑ Independent compensation consultant<br>☑ Compensation survey or study<br>☐ Form 990 of other organizations<br>☑ Approval by the board or compensation committee | | | |
| **4** | During the year, did any person listed in Form 990, Part VII, Section A, line 1a: | | | |
| **a** | Receive a severance payment or change of control payment? | 4a | | ✓ |
| **b** | Participate in, or receive payment from, a supplemental nonqualified retirement plan? | 4b | ✓ | |
| **c** | Participate in, or receive payment from, an equity-based compensation arrangement? | 4c | | ✓ |
| | 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: | | | |
| **a** | The organization? | 5a | | |
| **b** | Any related organization? | 5b | | |
| | If "Yes" to line 5a or 5b, describe in Part III. | | | |
| **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: | | | |
| **a** | 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 in Part III | 8 | | |

**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.

| (A) Name | | (B) Breakdown of W-2 and/or 1099-MISC compensation | | | (C) Deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(i)–(D) | (F) Compensation reported in prior Form 990 or Form 990-EZ |
|---|---|---|---|---|---|---|---|---|
| | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | | | | |
| Richard E. Blouse, Jr. | (i) | 212,838 | 57,600 | 5,954 | 24,826 | 6,016 | 307,234 | 137,968 |
| | (ii) | 230,574 | 62,400 | 6,451 | 26,895 | 6,518 | 332,838 | 83,845 |
| Tammy Carnrike | (i) | 119,300 | 30,600 | 3,362 | 7,728 | 6,019 | 167,009 | 97,326 |
| | (ii) | 129,241 | 33,150 | 3,642 | 8,372 | 6,521 | 180,926 | 59,147 |
| Edward Wolking | (i) | 94,354 | 24,309 | 2,670 | 7,728 | 7,646 | 136,707 | 30,426 |
| | (ii) | 102,216 | 26,334 | 2,892 | 8,372 | 8,284 | 148,098 | 104,203 |
| Thelma Castillo | (i) | 181,412 | 49,154 | 6,306 | 9,200 | 5,978 | 252,050 | 120,568 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Karen Belans | (i) | 55,211 | 14,920 | 1,696 | 4,188 | 3,336 | 79,351 | 56,446 |
| | (ii) | 124,631 | 33,860 | 3,827 | 9,455 | 7,529 | 179,122 | 63,652 |
| John Carroll | (i) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | (ii) | 178,741 | 36,221 | 7,298 | 14,905 | 0 | 237,165 | 0 |
| Roy Lamphier | (i) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | (ii) | 145,908 | 30,600 | 996 | 12,842 | 9,149 | 199,135 | 0 |
| Sarah Hubbard | (i) | 148,276 | 30,240 | 8,216 | 12,864 | 12,534 | 212,580 | 0 |
| | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Steven Schwartz | (i) | 42,131 | 13,140 | 522 | 3,928 | 3,336 | 63,057 | 0 |
| | (ii) | 95,105 | 29,660 | 1,177 | 8,866 | 7,529 | 142,337 | 0 |
| Hans Erickson | (i) | 42,486 | 6,488 | 2,107 | 3,597 | 3,336 | 58,014 | 0 |
| | (ii) | 95,906 | 14,644 | 4,756 | 8,121 | 7,529 | 130,956 | 0 |
| Barbara Gattorn | (i) | 51,687 | 2,281 | 2,043 | 3,901 | 2,674 | 62,586 | 0 |
| | (ii) | 55,994 | 2,471 | 2,214 | 4,226 | 2,897 | 67,802 | 0 |
| Kathleen Owsley | (i) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | (ii) | 115,775 | 0 | 171 | 8,271 | 15,041 | 139,258 | 0 |
| | (i) | | | | | | | |
| | (ii) | | | | | | | |
| | (i) | | | | | | | |
| | (ii) | | | | | | | |
| | (i) | | | | | | | |
| | (ii) | | | | | | | |
| | (i) | | | | | | | |
| | (ii) | | | | | | | |

## Part III Supplemental Information

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

**Part I Line 4 b: The CEO had a non-qualified deferred compensation plan. This plan consisted of 12% of compensation less amounts contributed in the Chamber's qualified 401-k plan.**

SCHEDULE J-2
(Form 990)

Department of the Treasury
Internal Revenue Service

# Continuation Sheet for Form 990

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the Organization: Detroit Regional Chamber

Employer Identification number: 38 0477570

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

| (A) Name and Title | (B) Average hours per week | (C) Position: Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | (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 |
|---|---|---|---|---|---|---|---|---|---|---|
| Dr. Vivian L. Carpenter<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Brian M. Connolly<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Henry B. Cooney<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Dana Debel<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Robert J. Diehl<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Debbie Dingell<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Georgette B. Dulworth<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| David O. Egner<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| David Foltyn<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| David F. Girodat<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Thomas A. Goss<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Ronald Hall<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Gregory Haller<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Michael W. Hartmann<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| James Jenkins<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| George G. Johnson<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Sarah Ayala Jones<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Jumana Judeh<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Philip J. Kessler<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Gordon Krater<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Steven Kurmas<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |

SCHEDULE J-2
(Form 990)

Department of the Treasury
Internal Revenue Service

# Continuation Sheet for Form 990

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the Organization: Detroit Regional Chamber

Employer Identification number: 38 0477570

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

| (A) Name and Title | (B) Average hours per week | (C) Position: Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | (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 |
|---|---|---|---|---|---|---|---|---|---|---|
| Alexis Langlois<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Jesse Lopez<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Terrence Larkin<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Henry Lorant<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Curt Magleby<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Lawrence R. Marantette<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Alyssa Martina<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Patricia A. Maryland<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Kenneth J. Matzick<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Sarah McClelland<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Anne M. Mervenne<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Reuben A. Munday<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Terrence Oprea<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Nancy S. Schlichting<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Jennifer Shroeger<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Michael A. Semanco<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Thomas C. Shafer<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Suzanne Shank<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Richard (Rick) Siebert<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Rebecca Smith<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Frank Taylor<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |

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

Department of the Treasury
Internal Revenue Service

# Continuation Sheet for Form 990

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

OMB No 1545-0047

**2008**

**Open to Public Inspection**

Name of the Organization: Detroit Regional Chamber

Employer Identification number: 38 0477570

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

| (A) Name and Title | (B) Average hours per week | (C) Position (check all that apply): Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | (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 |
|---|---|---|---|---|---|---|---|---|---|---|
| Peter Wong<br>Director | 1 | ✓ | | | | | | 0 | 0 | 0 |
| Tammy Carnrike<br>Chief Operating Officer | 40 | | | | ✓ | | | 153,262 | 166,033 | 28,640 |
| Edward Wolking<br>Executive Vice President | 40 | | | | ✓ | | | 121,333 | 131,442 | 32,030 |
| Thelma Castillo<br>Executive Vice President | 40 | | | | ✓ | | | 236,872 | 0 | 15,178 |
| Karen Belans<br>Chief Financial Officer | 40 | | | ✓ | | | | 71,287 | 162,138 | 24,508 |
| John Carroll<br>Senior Vice President, Business Develop. | 40 | | | | ✓ | | | 0 | 222,260 | 14,905 |
| Roy Lamphier<br>Vice President, Insurance & Affinity Serv. | 40 | | | | ✓ | | | 0 | 177,504 | 21,631 |
| Sarah Hubbard<br>Vice President, Government Relations | 40 | | | | | ✓ | | 187,182 | 0 | 25,398 |
| Steven Schwartz<br>Vice President, Finance | 40 | | | | | ✓ | | 55,793 | 125,942 | 23,659 |
| Hans Erickson<br>Senior Vice President, Information Tech. | 40 | | | | | ✓ | | 51,081 | 115,306 | 22,583 |
| Barbara Gattorn<br>Senior Advisor to the President | 40 | | | | | ✓ | | 56,011 | 60,679 | 13,698 |
| Kathleen Owsley<br>Director, OneD | 40 | | | | | ✓ | | 0 | 115,946 | 23,312 |

**SCHEDULE L**
**(Form 990 or 990-EZ)**

Department of the Treasury
Internal Revenue Service

# Transactions With Interested Persons

▶ Attach to Form 990 or Form 990-EZ.
▶ To be completed by organizations that answered "Yes" on Form 990, Part IV, line 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V, line 38a or 40b.

OMB No 1545-0047

**2008**

**Open To Public Inspection**

Name of the organization: Detroit Regional Chamber

Employer identification number: 38 0477570

**Part I** **Excess Benefit Transactions** (section 501(c)(3) and section 501(c)(4) organizations only).
To be completed by organizations that answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b.

| 1 (a) Name of disqualified person | (b) Description of transaction | (c) Corrected? Yes | No |
|---|---|---|---|
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |
| | | | |

2 Enter the amount of tax imposed on the organization managers or disqualified persons during the year under section 4958 . . . ▶ $

3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization . . . ▶ $

**Part II** **Loans to and/or From Interested Persons.**
To be completed by organizations that answered "Yes" on Form 990, Part IV, line 26, or Form 990-EZ, Part V, line 38a.

| (a) Name of interested person and purpose | (b) Loan to or from the organization? To | From | (c) Original principal amount | (d) Balance due | (e) In default? Yes | No | (f) Approved by board or committee? Yes | No | (g) Written agreement? Yes | No |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | |
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| | | | | | | | | | | |
| Total . . . ▶ $ | | | | | | | | | | |

**Part III** **Grants or Assistance Benefitting Interested Persons.**
To be completed by organizations that answered "Yes" on Form 990, Part IV, line 27.

| (a) Name of interested person | (b) Relationship between interested person and the organization | (c) Amount of grant or type of assistance |
|---|---|---|
| | | |
| | | |
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**Part IV** **Business Transactions Involving Interested Persons.**
To be completed by organizations that answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

| (a) Name of interested person | (b) Relationship between interested person and the organization | (c) Amount of transaction | (d) Description of transaction | (e) Sharing of organization's revenues? Yes | No |
|---|---|---|---|---|---|
| Digerati, Inc. | See Schedule O | 131,108 | WIRED Program | | ✓ |
| | | | | | |
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**SCHEDULE O (Form 990)**

Department of the Treasury
Internal Revenue Service

# Supplemental Information to Form 990

▶ 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.

OMB No 1545-0047

2008

**Open to Public Inspection**

| Name of the organization | Employer identification number |
|---|---|
| Detroit Regional Chamber | 38 0477570 |

Part VI Section A L#2: The Board of the Detroit Regional Chamber consists of 72 prominent business leaders from the community. Many are bankers, accountants, and attorneys. There are Board members whose companies have "arms length" business transactions with other Board members companies. Our Board members are also in high demand to serve on other boards. It is not unusual for some of our Board members to sit on other boards, including companies that are represented on the Chamber Board.

Part VI Section A L #6: The Detroit Regional Chamber is a membership organization. Refer to #7a and #7b below for further information.

Part VI Section A L #7a: On or before the last day of January each year, the Chairman of the Board shall establish, with the approval of the Board of Directors, a Nominating Committee consisting of at least eleven members, not more than five of whom may be members of the Board of Directors. The immediate past Chairman shall serve as Chair of the Nominating Committee. By the last day of March each year, the Nominating Committee shall : a) select twenty (20) candidates to be proposed for election to serve a three (3) year term on the Board of Directors. b) Select up to twenty (20) candidates for appointment to the Board of Directors for one (1) year terms which group will generally include the chief elected officer of affiliates of the corporation and other entities with which the corporation has a close working relationship.

A ballot shall be prepared by the Nominating Committee with the names of the twenty (20) candidates proposed by the Nominating Committee for election for three (3) year terms and space for names of additional nominees for election. This ballot shall be published in the official publication of the corporation and posted at a prominent place at the principal place of business of the corporation at least thirty days prior to the election. Voting members shall be requested to vote and return the ballot in person, by mail or facsimile. The twenty (20) candidates receiving the most votes shall be elected to office. No elected directors shall serve more than two consecutive terms. Vacancies occurring in the Board of Directors by reason of death, resignation, removal or other inability to serve shall be filled by the affirmative vote of a majority of the remaining directors although less than a quorum of the Board of Directors for the remainder of the unexpired term.

Part VI Section A L #7b: In addition to the information disclosed above in response to question 7a, the general membership has voting/approval rights at the Annual Meeting and Special Meetings. Per section 2.4 and 2.5 of the amended and

| Name of the organization | Employer identification number |
|---|---|
| Detroit Regional Chamber | 38 0477570 |

restated bylaws of the the Detroit Regional Chamber:

2.4 Annual Meeting - The annual meeting of the voting members of the corporation shall be held at a time determined by the Board of Directors and stated in the Notice of Meeting.

2.5 Special Meetings - Special meetings of the voting members of the corporation may be called by the President or the Secretary at the written request of 5% or more of the voting members in good standing and entitled to vote, which written request shall state the purpose of the proposed special meeting.

Part VI Section A L #10: The Form 990 is prepared by Finance Department staff and reviewed for compliance by our external auditors. The 990 is reviewed internally by the CEO, COO, CFO, and Executive Vice Presidents. The Board of Directors has appointed an Audit Committee. The Audit Committee is a committee of the Board of Directors. Its primary function is to assist the Board in fulfilling its oversight responsibilities by reviewing the financial information which will be provided to the organization and others, the system of internal controls which management and the Board have established, and the audit process. In doing so, it is the responsibility of the Audit Committee to provide an open avenue of communication between the Board, management, and the external auditors. Prior to submission of the 990, the 990 is reviewed with the chair of the Audit Committee.

Part VI Section B L #12c: The Board of Directors and staff of the Chamber are expected to maintain the highest ethical standards in conducting business of the Chamber. All staff have been inserviced on the conflict of interest policy and have signed an acknowledgment that they are familiar with and understand the policy. In 2009, a twelve question "annual questionnaire" on conflict of interest was given to each Board member. This questionnaire included disclosing any known conflicts. The Board members signature was required and the following statement included: "As a member of the Board of Directors of the Detroit Regional Chamber, I understand that certain disclosures regarding independence and transactions with interested persons are required by the Board members of the Detroit Regional Chamber. I agree to promptly update the information contained on this form should I become aware of a situation that may lead to independence issues, conflict of interest, or transactions with interested persons. I also agree to disclose the information contained on this form immediately during a meeting should I become aware of a situation that may lead to independence issues, conflicts of interest or transactions with an interested person that requires discussion or voting."

SCHEDULE O (Form 990)

Department of the Treasury Internal Revenue Service

# Supplemental Information to Form 990

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OMB No 1545-0047

2008

Open to Public Inspection

| Name of the organization | Employer identification number |
|---|---|
| Detroit Regional Chamber | 38 0477570 |

Schedule O Continued.

Part VI Section B L #15 a & b: The purpose of the Governance and Compensation Committee (the "Committee") of the Board of Directors of the Detroit Regional Chamber (the "Chamber") is to discharge the duties and responsibilities of the Board of Directors with respect to the following:

-Review and approve the goals and objectives of the CEO of the Chamber.

-Conduct an annual appraisal of the CEO based upon the previously approved goals and objectives.

-Establish and approve all forms of compensation and benefits for the CEO.

-Based upon input from and the recommendation of the CEO and based upon documented performance evaluations, approve all forms of compensation and benefits for the other executive officers of the Chamber who report directly to the CEO (the "Covered Officers").

-Keep abreast of current developments in governance and executive compensation relative to the chamber of commerce industry and relative to best practices in the business community.

-Establish and periodically review and update succession plans for the CEO.

-Periodically review succession plans for the Covered Officers as developed by the CEO.

-When appropriate, as determined by the Chairman of the Chamber, lead the selection process to identify and employ the successor to the CEO.

-Before the adoption of and material changes to significant compensation and benefit plans generally available to all employees of the Chamber, review and, if determined to be appropriate by the Committee, recommend any such adoption or material changes for consideration by the Board of Directors of the Chamber.

-Periodically review with the CEO the human resources policies employed by the Chamber.

-Periodically review the governance procedures and systems used by the Chamber.

The Committee shall consist of seven (7) members, each of whom must be a member of the Board of Directors of the Chamber, comprised of the following individuals:

-The Chairman of the Chamber;

-The First Vice Chairman of the Chamber;

Name of the organization: Detroit Regional Chamber

Employer identification number: 38 0477570

-The immediate Past Chairman of the Chamber;

-The General Counsel of the Chamber; and

-Three (3) individuals, (i) each of whom shall be recommended by the Chairman of the Chamber and approved by the Executive Committee or the Board of Directors, (ii) each of whom shall, unless otherwise approved by the Executive Committee or the Board of Directors, be independent of any material affiliation with the Chamber in terms of business conducted directly or indirectly with the Chamber, and (iii) at least one of whom shall have experience in human resources and/or compensation related matters as shall be determined by the Chairman of the Chamber. These three (3) individual members shall be classified into three (3) classes with staggered terms of three (3) years, provided that the initial terms of the first class, the second class and the third class will expire on June 30, 2008, 2009 and 2010, respectively, with the subsequent terms of each class to be three (3) years. Each of these individual members may be appointed for a successive term.

In addition, the CEO shall serve as an ex officio and non-voting member of the Committee.

The Detroit Regional Chamber engaged Mercer to complete a review of the compensation, perquisites, and supplemental benefits of its top thirteen executive positions, assist on a review of the organization's structure and develop recommendations for an executive compensation strategy and an annual incentive plan framework.

Part VI Section C L#18: The Chamber complies with all public inspection requests.

Part VI Section C L#19: No documents available to the public.

Schedule L Part 4: Digerati Inc, is considered an "interested person" to the Chamber via Chamber Board member Brian Balasia's role with Digerati Inc. The Detroit Regional Chamber, Digerati Inc., and other community partners (see schedule I) worked in a collaborative effort in the development of the Workforce Innovation in Regional Economic Development (WIRED) application and implementation plan. Through this effort, the Chamber received a grant and Digerati a sub-grant. During fiscal year 2008/09 the Chamber made payments of $131,108 to Digerati for performance related to the grant.

| SCHEDULE O (Form 990) Department of the Treasury Internal Revenue Service | Supplemental Information to Form 990 ▶ 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. | OMB No 1545-0047 2008 Open to Public Inspection |
|---|---|---|

| Name of the organization | Employer identification number |
|---|---|
| Detroit Regional Chamber | 38 0477570 |

Sched I, Part IV (continued from schedule I):

H. Payment terms and conditions.

I. Standards for financial management.

J. Audit and monitoring requirements.

K. Reports and records requirements.

L. Standard terms and conditions including:

i. Project changes.

ii. Program/interest income.

iii. Competitive bidding.

iv. Non-discrimination.

v. Unfair labor practices.

vi. Certification regarding debarment.

vii. Compliance with Federal statutes, laws, rules, and regulations.

viii. Modifications.

M. Signature of empowered party

N. Exhibit A: Actual project plan.

O. Exhibit B: Time of Performance (reporting timeframes)

P. Exhibit C: Project Budget.

Q. Exhibit D: US Department of Labor - Employment and Training Administration (USDOL-ETA) uses of revenue.

R. Exhibit E: Standard forms.

i. Quarterly Project Report.

ii. Quarterly Expenditure Report.

iii. Cash Request Form.

iv. Payment Selection Form.

v. Annual Closeout Expenditure Report.

II Reporting:

| Name of the organization | Employer identification number |
|---|---|
| Detroit Regional Chamber | 38 0477570 |

A. Financial Reporting

i. Financial leads will submit expenditure reports to VP of Finance by the deadline established in Exhibit B: Time of Performance.

ii. Sub-recipient will maintain support for the report as required by the standard of financial management.

iii. VP of Finance will review the report, ensure it is within the budget, and prepare the appropriate journal entries.

B. Cash Requests

i. Financial leads will submit expenditure reports to VP of Finance on an "as needed" basis. Requests are generally processed following the expenditure. If an advance is needed, it must be expended within 48 hours of receipt.

ii. VP of Finance will review the cash request with prior expenditures, prior payments, and determine if the request appears reasonable.

C. Project Reports

i. Project leads will submit expenditure reports to Sr. Director of Workforce by the deadline established in Exhibit B: Time of Performance.

ii. The reports will include narratives and metrics on progress achieved in accomplishing project goals and objectives. The report will also include difficulties encountered and activity anticipated in the next reporting period.

iii. Sr. Director of Workforce will review the project report. As needed, comments will be made on the report and feedback provided to the sub-recipient.

iv. Sr. Director of Workforce will compile the individual reports into a total project report that can be used with the Worrkforce Innovation in Regional Economic Development (WIRED) Board ,State, and DOL.

III Risk Assessment:

A. Sub-recipient risk factors:

i. Is the sub-recipient a new recipient to federal funds?

ii. Are they required to have an A-133 audit?

1. No-Higher risk

2. Yes-Obtain and review the report to determine risk.

iii. Amount of the award.

iv. Program complexity.

v. Project reports.

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

Department of the Treasury
Internal Revenue Service

# Supplemental Information to Form 990

► 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.

OMB No 1545-0047

2008

**Open to Public Inspection**

Name of the organization: Detroit Regional Chamber

Employer identification number: 38 0477570

Sched I, Part IV (cont.):

vi. Project lead observations of the program.

viii. Outside information, such as media, State, or DOL.

B. Assessment:

i. Detroit Regional Chamber (DRC) team will review the above items and determine appropriate monitoring steps.

IV Monitoring-Key Components:

A. Reports: The reports and activities listed in section II.

B. Phone calls and e-mail: Regular contact among the project leads to discuss the program.

C. Program Observation: DRC project lead site or program visits to observe and discuss the program.

D. WIRED Academies: Attendance at WIRED academies and sharing of information from the academies.

E. WIRED Board Meetings:

i. Regular information from DRC about DOL and State conference calls.

ii. Presentations of specific programs to the WIRED Board.

F. Formal Site Visits: Based upon the risk assessment in Section III and the above monitoring key components, formal site visits will be scheduled as it is deemed necessary. The following items are examples of what may be examined on a formal site visit:

i. Compliance with OMB Circulars.

1. Uniform administrative requirements.

2. Cost principles.

3. Standards of financial management.

ii. Performance of Objectives

1. Observation of program.

2. Supporting documentation.

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

Department of the Treasury
Internal Revenue Service

# Supplemental Information to Form 990

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OMB No 1545-0047

**2008**

**Open to Public Inspection**

| Name of the organization | Employer identification number |
|---|---|
| Detroit Regional Chamber | 38 0477570 |

Schedule R Part II Column B:

The Detroit Regional Chamber Foundation supports initiatives to create jobs, attract new business investment, develop a skilled and trained workforce and develop future leaders for the region.

Michigan Future, Inc's mission is to develop and advance a practical vision of Michigan's social, educational, and economic future.

**SCHEDULE R**
**(Form 990)**

Department of the Treasury
Internal Revenue Service

# Related Organizations and Unrelated Partnerships

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

▶ See separate instructions.

OMB No 1545-0047

2008

**Open to Public Inspection**

Name of the organization: Detroit Regional Chamber

Employer identification number: 38 0477570

## 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 |
|---|---|---|---|---|---|
| | | | | | |
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## 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 |
|---|---|---|---|---|---|
| Detroit Regional Chamber Foundation, Inc. EIN 38-2352462 PO Box 33840 Detroit MI 48226 | See schedule O | Michigan | 501(c) 3 | 11b II | N/A |
| Michigan Future, Inc. EIN 38-3001180 Ann Arbor MI 48113-0416 | See schedule O | Michigan | 501 (c) 3 | 11b I | N/A |
| | | | | | |
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## Part III Identification of Related Organizations Taxable as a Partnership

| (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, investment, unrelated) | (F) Share of total income | (G) Share of end-of-year assets | (H) Disproportionate allocations? Yes | (H) No | (I) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065) | (J) General or managing partner? Yes | (J) No |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | | | | |
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## Part IV Identification of Related Organizations Taxable as a Corporation or Trust

| (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 |
|---|---|---|---|---|---|---|---|
| Detroit Regional Chamber Services EIN 38-2479423 PO Box 33840 Detroit, MI 48226 | Insurance | Michigan | N/A | C | 8,936,066 | 1,894,726 | 100% |
| | | | | | | | |
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## Part V Transactions With Related Organizations

**Note.** Complete line 1 if any entity is listed in Parts II, III, or IV.

| | | Line | Yes | No |
|---|---|---|---|---|
| 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? | | | |
| a | Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity | 1a | | ✓ |
| b | Gift, grant, or capital contribution to other organization(s) | 1b | | ✓ |
| c | Gift, grant, or capital contribution from other organization(s) | 1c | | ✓ |
| d | Loans or loan guarantees to or for other organization(s) | 1d | | ✓ |
| e | Loans or loan guarantees by other organization(s) | 1e | | ✓ |
| f | Sale of assets to other organization(s) | 1f | | ✓ |
| g | Purchase of assets from other organization(s) | 1g | | ✓ |
| h | Exchange of assets | 1h | | ✓ |
| i | Lease of facilities, equipment, or other assets to other organization(s) | 1i | | ✓ |
| j | Lease of facilities, equipment, or other assets from other organization(s) | 1j | | ✓ |
| k | Performance of services or membership or fundraising solicitations for other organization(s) | 1k | | ✓ |
| l | Performance of services or membership or fundraising solicitations by other organization(s) | 1l | | ✓ |
| m | Sharing of facilities, equipment, mailing lists, or other assets | 1m | ✓ | |
| n | Sharing of paid employees | 1n | ✓ | |
| o | Reimbursement paid to other organization for expenses | 1o | | ✓ |
| p | Reimbursement paid by other organization for expenses | 1p | | ✓ |
| q | Other transfer of cash or property to other organization(s) | 1q | | ✓ |
| r | Other transfer of cash or property from other organization(s) | 1r | | ✓ |

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.

| | (A) Name of other organization(s) | (B) Transaction type (a–r) | (C) Amount involved |
|---|---|---|---|
| (1) | | | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |

## 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) Name, address, and EIN of entity | (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 (Form 1065) | (H) General or managing partner? | |
|---|---|---|---|---|---|---|---|---|---|---|
| | | | Yes | No | | Yes | No | | Yes | No |
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