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Form

990

Department of the Treasury  
Internal Revenue Service

Return of Organization Exempt From Income Tax

OMB No 1545-0047

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

2008

Open to Public Inspection

A For the 2008 calendar year, or tax year beginning 09-01-2008 and ending 08-31-2009

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

C Name of organization  
INSTITUTE FOR SUPPLY MANAGEMENT  
Doing Business As  
Number and street (or P O box if mail is not delivered to street address)  
2055 E CENTENNIAL CIRCLE PO BOX 22160  
Room/suite  
City or town, state or country, and ZIP + 4  
TEMPE, AZ 85285

D Employer identification number  
13-5265940  
E Telephone number  
(480) 752-6276  
G Gross receipts \$ 18,367,761

F Name and address of Principal Officer  
Deborah Webber  
2055 E Centennial Circle  
Tempe, AZ 85285

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 )  
H(c) Group Exemption Number

I Tax-exempt status ☒ 501(c) ( 3 ) ☐ (Insert no ) ☐ 4947(a)(1) or ☐ 527

J Web site: WWW ISM WS

K Type of organization ☒ Corporation ☐ trust ☐ association ☐ other ☐  
L Year of Formation 1915 M State of legal domicile NY

Part I Summary

Activities & Governance  
1 Briefly describe the organization's mission or most significant activities  
TO PROVIDE NATIONAL AND INTERNATIONAL LEADERSHIP IN PURCHASING AND MATERIALS MANAGEMENT RESEARCH AND EDUCATION  
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 13  
4 Number of independent voting members of the governing body (Part VI, line 1b) . . . . . 4 13  
5 Total number of employees (Part V, line 2a) . . . . . 5 85  
6 Total number of volunteers (estimate if necessary) . . . . . 6 294  
7a Total gross unrelated business revenue from Part VIII, line 12, column (C) . . . 7a 363,052  
7b Net unrelated business taxable income from Form 990-T, line 34 . . . 7b -207,404

Revenue  
8 Contributions and grants (Part VIII, line 1h) . . . . .  
9 Program service revenue (Part VIII, line 2g) . . . . . 18,361,624 11,700,353  
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . . 116,651 -298,882  
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)  
12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)  
18,478,275 15,592,215

Expenses  
13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)  
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)  
16a Professional fundraising fees (Part IX, column (A), line 11e)  
b (Total fundraising expenses, Part IX, column (D), line 25 171,223 )  
17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24f)  
18 Total expenses—add lines 13–17 (must equal Part IX, line 25, column (A))  
20,224,217 16,216,356  
19 Revenue less expenses Subtract line 18 from line 12  
-1,745,942 -624,141

Net Assets or Fund Balances  
20 Total assets (Part X, line 16)  
15,464,507 12,776,998  
21 Total liabilities (Part X, line 26)  
4,442,738 3,971,282  
22 Net assets or fund balances Subtract line 21 from line 20  
11,021,769 8,805,716

Part II Signature Block

Please Sign Here  
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  
Signature of officer 2010-01-15 Date  
Deborah Webber Senior VP and Treasurer  
Type or print name and title

Paid Preparer's Use Only  
Preparer's signature Maria S Schultz Date Check if self-employed ☐  
Firm's name (or yours if self-employed), address, and ZIP + 4 RSM McGladrey 501 N 44th St Ste 300 Phoenix, AZ 85008  
EIN Phone no (602) 636-6000

Part IIISTatement of Program Service Accomplishments (See the instructions.)

1

Briefly describe the organization’s mission

See Additional Data Table

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 (4) organizations and 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 \$ 2,524,633 including grants of \$ ) (Revenue \$ 1,402,505 )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
|    | Publications ISM publishes a members-only magazine (Inside Supply Management) that is distributed monthly to approximately 40,000 members. Inside Supply Management is the authoritative resource for supply management executives, focusing on leadership strategies and trends. The organization also publishes the Journal of Supply Chain Management, with a mission to be the journal of choice among supply chain management scholars, by attracting high-quality, high-impact research focusing on theory-building and empirical methodologies. Current subscription is approximately 300. |

|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
|----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 4b | (Code ) (Expenses \$ 1,811,224 including grants of \$ 94,737 ) (Revenue \$ 1,872,078 )                                                                                                                                                                                                                                                                                                                                                                                                                                           |
|    | CAPS Research CAPS Research, affiliated with ISM and the Arizona State University's W. P. Carey School of Business, has the mission to help organizations achieve competitive advantage by providing them with leading-edge research and benchmarking information to support the evolution of strategic purchasing and supply management. CAPS Research published 15 specific industry benchmark studies, and 2 critical issues and focus studies during 2008, along with holding numerous roundtable and best practices events. |

|    |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 4c | (Code ) (Expenses \$ 1,750,127 including grants of \$ 10,000 ) (Revenue \$ 2,192,967 )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|    | Conferences ISM held the 94th Annual International Supply Management Conference and Educational Exhibit in Charlotte, NC. Over 1,500 supply management professionals attended the 3-day event which included over 100 booths in the educational exhibit. Other conferences held by ISM included Services Purchasing, Hospitality Purchasing, Women's Executive Supply Management Summit, Black Executive Supply Management Summit, Hispanic Executive Supply Management Summit, Global Supply Management, Sustainability and Social Responsibility and the North American Research/Training Symposium. These additional conferences were each attended by between 45 and 200 supply management professionals. |

|  |                                                                                        |
|--|----------------------------------------------------------------------------------------|
|  | (Code ) (Expenses \$ 6,557,218 including grants of \$ 79,000 ) (Revenue \$ 6,232,803 ) |
|--|----------------------------------------------------------------------------------------|

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

|    |                                                                                       |
|----|---------------------------------------------------------------------------------------|
| 4e | Total program service expenses \$ 12,643,202 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)? <i>If "Yes," complete Schedule A</i>                                                                                                                    | 1   | Yes |
| 2   | Is the organization required to complete Schedule B, Schedule of Contributors?                                                                                                                                                                                                                                                               | 2   | No  |
| 3   | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>                                                                                                                                                  | 3   | No  |
| 4   | Section 501(c)(3) organizations Did the organization engage in lobbying activities? <i>If "Yes," complete Schedule C, Part II</i>                                                                                                                                                                                                            | 4   | No  |
| 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? <i>If "Yes," complete Schedule C, Part III</i>                                                                                                                                  | 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? <i>If "Yes," complete Schedule D, Part I</i>                    | 6   | Yes |
| 7   | Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? <i>If "Yes," complete Schedule D, Part II</i>                                      | 7   | No  |
| 8   | Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>                                                                                                    | 8   | No  |
| 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? <i>If "Yes," complete Schedule D, Part IV</i>  | 9   | No  |
| 10  | Did the organization hold assets in term, permanent, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>                                                                                                                                    | 10  | No  |
| 11  | Did the organization report an amount in Part X, lines 10, 12, 13, 15, or 25? <i>If "Yes," complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable</i>                                                                                                                                                                              | 11  | Yes |
| 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? <i>If "Yes," complete Schedule D, Parts XI, XII, and XIII</i>                                  | 12  | Yes |
| 13  | Is the organization a school as described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>                                                                                                                                                                                                                                  | 13  | No  |
| 14a | Did the organization maintain an office, employees, or agents outside of the U S?                                                                                                                                                                                                                                                            | 14a | No  |
| 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? <i>If "Yes," complete Schedule F, Part I</i>                                                                                                                         | 14b | No  |
| 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? <i>If "Yes," complete Schedule F, Part II</i>                                                                                                                         | 15  | No  |
| 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? <i>If "Yes," complete Schedule F, Part III</i>                                                                                                                             | 16  | No  |
| 17  | Did the organization report more than \$15,000 on Part IX, column (A), line 11e? <i>If "Yes," complete Schedule G, Part I</i>                                                                                                                                                                                                                | 17  | No  |
| 18  | Did the organization report more than \$15,000 total on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>                                                                                                                                                                                                            | 18  | No  |
| 19  | Did the organization report more than \$15,000 on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>                                                                                                                                                                                                                         | 19  | No  |
| 20  | Did the organization operate one or more hospitals? <i>If "Yes," complete Schedule H</i>                                                                                                                                                                                                                                                     | 20  | No  |
| 21  | Did the organization report more than \$5,000 on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>                                                                                                                        | 21  | No  |
| 22  | Did the organization report more than \$5,000 on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>                                                                                                                       | 22  | Yes |
| 23  | Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5? <i>If "Yes," complete Schedule J</i>                                                                                                                                    | 23  | Yes |
| 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? <i>If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to question 25</i>                                                         | 24a | No  |
| 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? <i>If "Yes," complete Schedule L, Part I</i>                                                                                                                                          | 25a | No  |
| b   | Did the organization become aware that it had engaged in an excess benefit transaction with a disqualified person from a prior year? <i>If "Yes," complete Schedule L, Part I</i>                                                                                                                                                            | 25b | No  |
| 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? <i>If "Yes," complete Schedule L, Part II</i>                                                                                                | 26  | No  |
| 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? <i>If "Yes," complete Schedule L, Part III</i>                                                                                                            | 27  | No  |

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 . . . . . |     | No |
| b Have a family member who had a direct or indirect business relationship with the organization? If "Yes," complete Schedule L, Part IV . . . . .                                                                                                                                                                                                     |     | No |
| 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 . . . . .                                                                                                                       |     | No |
| 29 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M . . . . .                                                                                                                                                                                                                                 |     | No |
| 30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M . . . . .                                                                                                                                                                 |     | No |
| 31 Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I . . . . .                                                                                                                                                                                                                       |     | No |
| 32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II . . . . .                                                                                                                                                                                                     |     | No |
| 33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations section 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I . . . . .                                                                                                                                                      |     | No |
| 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 . . . . .                                                                                                                                                                                                        | Yes |    |
| 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 . . . . .                                                                                                                                                                                                  |     | No |
| 36 501(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 . . . . .                                                                                                                                                                          |     | No |
| 37 Did the organization conduct more than 5 percent 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 . . . . .                                                                                                     |     | No |

Part V

Statements Regarding Other IRS Filings and Tax Compliance

|     |                                                                                                                                                                                                                                                                                               |       |     |    |
|-----|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|-----|----|
|     |                                                                                                                                                                                                                                                                                               |       | Yes | No |
| 1a  | Enter the number reported in Box 3 of Form 1096, <i>Annual Summary and Transmittal of U.S. Information Returns</i> . Enter -0- if not applicable . . . . .                                                                                                                                    | 1a161 |     |    |
| b   | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable                                                                                                                                                                                                               | 1b0   |     |    |
| c   | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners? . . . . .                                                                                                                            | 1c    | Yes |    |
| 2a  | Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this return . . . . .                                                                                                 | 2a85  |     |    |
| b   | If at least one is reported in 2a, did the organization file all required federal employment tax returns? . . .<br><b>Note:</b> <i>If the sum of lines 1a and 2a is greater than 250, you may be required to e-file this return.</i>                                                          | 2b    |     |    |
| 3a  | Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return? . . . . .                                                                                                                                                                | 3a    | Yes |    |
| b   | If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O . . . . .                                                                                                                                                                                    | 3b    | Yes |    |
| 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    |     | No |
| b   | If "Yes," enter the name of the foreign country _____<br>See the instructions for exceptions and filing requirements for <b>Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts</b> .                                                                                            |       |     |    |
| 5a  | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? . . .                                                                                                                                                                                   | 5a    |     | No |
| b   | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?                                                                                                                                                                              | 5b    |     | No |
| c   | If "Yes," to 5a or 5b, did the organization file Form 8886-T, <i>Disclosure by Tax-Exempt Entity Regarding Prohibited Tax Shelter Transaction</i> ? . . . . .                                                                                                                                 | 5c    |     |    |
| 6a  | Did the organization solicit any contributions that were not tax deductible? . . . . .                                                                                                                                                                                                        | 6a    |     | No |
| 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 \$75 or more? . . . . .                                                                                                                                                                       | 7a    |     | No |
| 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    |     | No |
| 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    |     | No |
| f   | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? . . .                                                                                                                                                                            | 7f    |     | No |
| g   | For all contributions of qualified intellectual property, did the organization file Form 8899 as required? . . . .                                                                                                                                                                            | 7g    |     | No |
| h   | For contributions of cars, boats, airplanes, and other vehicles, did the organization file a Form 1098-C as required? . . . . .                                                                                                                                                               | 7h    |     | No |
| 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     |     | No |
| 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    |     | No |
| b   | Did the organization make a distribution to a donor, donor advisor, or related person? . . . . .                                                                                                                                                                                              | 9b    |     | No |
| 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 2-7 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 . . . . .                                                                                                                                                            |     |    |
| 1b | Enter the number of voting members that are independent . . . . .                                                                                                                                                             |     |    |
| 2  | Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? . . . . .                                               |     | No |
| 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? . . . . . |     | No |
| 4  | Did the organization make any significant changes to its organizational documents since the prior Form 990 was filed? . . . . .                                                                                               |     | No |
| 5  | Did the organization become aware during the year of a material diversion of the organization's assets? . . . . .                                                                                                             |     | No |
| 6  | Does the organization have members or stockholders? . . . . .                                                                                                                                                                 | Yes |    |
| 7a | Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body? . . . . .                                                                                         | Yes |    |
| 7b | Are any decisions of the governing body subject to approval by members, stockholders, or other persons? . . . . .                                                                                                             | Yes |    |
| 8  | Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following . . . . .                                                                                    |     |    |
| 8a | the governing body? . . . . .                                                                                                                                                                                                 | Yes |    |
| 8b | each committee with authority to act on behalf of the governing body? . . . . .                                                                                                                                               | Yes |    |
| 9a | Does the organization have local chapters, branches, or affiliates? . . . . .                                                                                                                                                 | Yes |    |
| 9b | 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? . . . . .  | Yes |    |
| 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 . . . . .       |     | No |
| 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 . . . . .      |     | No |

Section B. Policies

|     |                                                                                                                                                                                                                                                                                                          |     |    |
|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
|     |                                                                                                                                                                                                                                                                                                          | Yes | No |
| 12a | Does the organization have a written conflict of interest policy? If "No", go to line 13 . . . . .                                                                                                                                                                                                       | Yes |    |
| 12b | Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts? . . . . .                                                                                                                                                              | Yes |    |
| 12c | Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this is done . . . . .                                                                                                                                             | Yes |    |
| 13  | Does the organization have a written whistleblower policy? . . . . .                                                                                                                                                                                                                                     | Yes |    |
| 14  | Does the organization have a written document retention and destruction policy? . . . . .                                                                                                                                                                                                                |     | No |
| 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 . . . . .                                                                            |     |    |
| 15a | The organization's CEO, Executive Director, or top management official? . . . . .                                                                                                                                                                                                                        | Yes |    |
| 15b | Other officers or key employees of the organization? . . . . .                                                                                                                                                                                                                                           | Yes |    |
|     | Describe the process in Schedule O . . . . .                                                                                                                                                                                                                                                             |     |    |
| 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? . . . . .                                                                                                                                          |     | No |
| 16b | 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? . . . . . |     |    |

Section C. Disclosure

|    |                                                                                                                                                                                                                                                                                                                                                         |    |
|----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|
| 17 | List the States with which a copy of this Form 990 is required to be filed . . . . .                                                                                                                                                                                                                                                                    | AZ |
| 18 | Section 6104 requires an organization to make its Form 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.<br><input type="checkbox"/> own website <input type="checkbox"/> another's website <input checked="" type="checkbox"/> 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. See Additional Data Table.                                                                                                                                              |    |
| 20 | State the name, physical address, and telephone number of the person who possesses the books and records of the organization.<br>Debbie Webber<br>2055 E Centennial Circle<br>Tempe, AZ 85284<br>(480) 752-6276                                                                                                                                         |    |

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

☐ Check this box if the organization did not compensate any officer, director, trustee or key employee

Form 990 (2008)



Additional Data

Software ID:  
Software Version:  
EIN: 13-5265940  
Name: INSTITUTE FOR SUPPLY MANAGEMENT

Form 990, Part VII - Section Aaa

| (A)<br>Name and Title                 | (B)<br>Average hours per week | (C)<br>Position (check all that apply) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W-2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W-2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|---------------------------------------|-------------------------------|----------------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|                                       |                               | Individual Trustee or Director         | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former |                                                                      |                                                                           |                                                                                               |
| LISA MARTIN , 2008 BOARD CHAIR        | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| JOHN D BLASCOVICH , DIRECTOR          | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| R DAVID NELSON , DIRECTOR             | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| AARON DENT , DIRECTOR                 | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| GRACE PUMA , DIRECTOR                 | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| SHELLEY STEWART JR , 2009 BOARD CHAIR | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| TYron ALEXANDER , DIRECTOR            | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| CHRISTINA DE LUCA , DIRECTOR          | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| MICHAEL ORRIS , DIRECTOR              | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| Julia Brown , DIRECTOR                | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| Craig Reed , DIRECTOR                 | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| Anthony E Santiago , DirECTOR         | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| JEAN BADERSCHNEIDER , DIRECTOR        | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| SIDNEY JOHNSON , DIRECTOR             | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| RON SCHNUR , DIRECTOR                 | 1 00                          | X                                      |                       |         |              |                              |        | 0                                                                    | 0                                                                         | 0                                                                                             |
| PAUL NOVAK , CEO                      | 40 00                         |                                        |                       | X       |              |                              |        | 321,295                                                              | 0                                                                         | 6,956                                                                                         |
| DEBorah WEBBER , SR VP/TREASURER      | 40 00                         |                                        |                       | X       |              |                              |        | 215,750                                                              | 0                                                                         | 6,651                                                                                         |
| HOLLY JOHNSON , SR VP/SECRETARY       | 40 00                         |                                        |                       | X       |              |                              |        | 179,256                                                              | 0                                                                         | 7,717                                                                                         |
| NORA NEIBERGALL , SR VP/SECRETARY     | 40 00                         |                                        |                       | X       |              |                              |        | 173,656                                                              | 0                                                                         | 4,685                                                                                         |
| THERESA Tracey , VP Technology        | 40 00                         |                                        |                       |         |              | X                            |        | 151,571                                                              | 0                                                                         | 1,468                                                                                         |
| SCOTT STURZL , VP EDUCATION           | 40 00                         |                                        |                       |         |              | X                            |        | 142,156                                                              | 0                                                                         | 1,401                                                                                         |
| JANET MILLER , VICE PRESIDENT         | 40 00                         |                                        |                       |         |              | X                            |        | 120,991                                                              | 0                                                                         | 1,227                                                                                         |
| cindy urbaytis , vice PRESIDENT       | 40 00                         |                                        |                       |         |              | X                            |        | 122,744                                                              | 0                                                                         | 1,235                                                                                         |
| andrea waas , vice president          | 40 00                         |                                        |                       |         |              | X                            |        | 125,376                                                              | 0                                                                         | 1,245                                                                                         |



Part VIII

Statement of Revenue

|                                                           |                                                                                     |                                                                                                                                                                                        | (A)<br>Total Revenue | (B)<br>Related or<br>Exempt<br>Function<br>Revenue | (C)<br>Unrelated<br>Business<br>Revenue | (D)<br>Revenue<br>Excluded from<br>Tax under IRC<br>512, 513, or 514 |
|-----------------------------------------------------------|-------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|----------------------------------------------------|-----------------------------------------|----------------------------------------------------------------------|
| Contributions, gifts, grants<br>and other similar amounts | 1a                                                                                  | Federated campaigns . . . . .                                                                                                                                                          | 1a                   |                                                    |                                         |                                                                      |
|                                                           | b                                                                                   | Membership dues . . . . .                                                                                                                                                              | 4,190,744            |                                                    |                                         |                                                                      |
|                                                           |                                                                                     |                                                                                                                                                                                        | 1b                   |                                                    |                                         |                                                                      |
|                                                           | c                                                                                   | Fundraising events . . . . .                                                                                                                                                           |                      |                                                    |                                         |                                                                      |
|                                                           |                                                                                     |                                                                                                                                                                                        | 1c                   |                                                    |                                         |                                                                      |
|                                                           | d                                                                                   | Related organizations . . . . .                                                                                                                                                        | 1d                   |                                                    |                                         |                                                                      |
|                                                           | e                                                                                   | Government grants (contributions)                                                                                                                                                      | 1e                   |                                                    |                                         |                                                                      |
|                                                           | f                                                                                   | All other contributions, gifts, grants, and<br>similar amounts not included above                                                                                                      |                      |                                                    |                                         |                                                                      |
|                                                           |                                                                                     |                                                                                                                                                                                        | 1f                   |                                                    |                                         |                                                                      |
| g                                                         | Noncash contributions included in<br>lines 1a-1f \$                                 |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
| h                                                         | Total (Add lines 1a-1f) . . . . .                                                   |                                                                                                                                                                                        | 4,190,744            |                                                    |                                         |                                                                      |
| Program Service Revenue                                   |                                                                                     |                                                                                                                                                                                        | Business Code        |                                                    |                                         |                                                                      |
|                                                           | 2a                                                                                  | CERTIFICATIONS                                                                                                                                                                         |                      | 2,590,603                                          | 2,590,603                               |                                                                      |
|                                                           | b                                                                                   | CONFERENCES                                                                                                                                                                            |                      | 2,192,967                                          | 2,192,967                               |                                                                      |
|                                                           | c                                                                                   | Educational Developmen                                                                                                                                                                 |                      | 1,927,434                                          | 1,927,434                               |                                                                      |
|                                                           | d                                                                                   | CAPS PROGRAMS                                                                                                                                                                          |                      | 1,872,078                                          | 1,872,078                               |                                                                      |
|                                                           | e                                                                                   | PUBLICATIONS                                                                                                                                                                           |                      | 1,402,505                                          | 1,039,453                               | 363,052                                                              |
|                                                           | f                                                                                   | All other program service revenue                                                                                                                                                      |                      | 1,714,766                                          | 1,714,766                               |                                                                      |
|                                                           | g                                                                                   | Total. Add lines 2a-2f . . . . .<br>\$ 11,700,353                                                                                                                                      |                      |                                                    |                                         |                                                                      |
| Other Revenue                                             | 3                                                                                   | Investment income (including dividends, interest<br>other similar amounts) . . . . .                                                                                                   |                      | 50,381                                             |                                         | 50,381                                                               |
|                                                           | 4                                                                                   | Income from investment of tax-exempt bond proceeds . . . . .                                                                                                                           |                      |                                                    |                                         |                                                                      |
|                                                           | 5                                                                                   | Royalties . . . . .                                                                                                                                                                    |                      |                                                    |                                         |                                                                      |
|                                                           |                                                                                     | (i) Real                                                                                                                                                                               | (ii) Personal        |                                                    |                                         |                                                                      |
|                                                           | 6a                                                                                  | Gross Rents                                                                                                                                                                            |                      |                                                    |                                         |                                                                      |
|                                                           | b                                                                                   | Less rental<br>expenses                                                                                                                                                                |                      |                                                    |                                         |                                                                      |
|                                                           | c                                                                                   | Rental income<br>or (loss)                                                                                                                                                             |                      |                                                    |                                         |                                                                      |
|                                                           | d                                                                                   | Net rental income or (loss) . . . . .                                                                                                                                                  |                      |                                                    |                                         |                                                                      |
|                                                           |                                                                                     | (i) Securities                                                                                                                                                                         | (ii) Other           |                                                    |                                         |                                                                      |
|                                                           | 7a                                                                                  | Gross amount<br>from sales of<br>assets other<br>than inventory                                                                                                                        | 2,425,533            | 750                                                |                                         |                                                                      |
|                                                           | b                                                                                   | Less cost or<br>other basis and<br>sales expenses                                                                                                                                      | 2,769,533            | 6,013                                              |                                         |                                                                      |
|                                                           | c                                                                                   | Gain or (loss)                                                                                                                                                                         | -344,000             | -5,263                                             |                                         |                                                                      |
|                                                           | d                                                                                   | Net gain or (loss) . . . . .                                                                                                                                                           |                      | -349,263                                           | -349,263                                |                                                                      |
|                                                           | 8a                                                                                  | Gross income from fundraising<br>events (not including<br>\$ of contributions reported on line<br>1c) See Part IV, line 18<br>Attach Schedule G if total exceeds<br>\$15,000 . . . . . |                      |                                                    |                                         |                                                                      |
|                                                           |                                                                                     |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
|                                                           | b                                                                                   | Less direct expenses . . . . .                                                                                                                                                         |                      |                                                    |                                         |                                                                      |
|                                                           | c                                                                                   | Net income or (loss) from fundraising events . . . . .                                                                                                                                 |                      |                                                    |                                         |                                                                      |
|                                                           | 9a                                                                                  | Gross income from gaming<br>activities See part IV, line 19<br>Complete Schedule G if total<br>exceeds \$15,000 . . . . .                                                              |                      |                                                    |                                         |                                                                      |
|                                                           |                                                                                     |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
|                                                           | b                                                                                   | Less direct expenses . . . . .                                                                                                                                                         |                      |                                                    |                                         |                                                                      |
|                                                           | c                                                                                   | Net income or (loss) from gaming activities . . . . .                                                                                                                                  |                      |                                                    |                                         |                                                                      |
|                                                           | 10a                                                                                 | Gross sales of inventory, less<br>returns and allowances . . . . .                                                                                                                     |                      |                                                    |                                         |                                                                      |
|                                                           |                                                                                     |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
| b                                                         | Less cost of goods sold . . . . .                                                   |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
| c                                                         | Net income or (loss) from sales of inventory . . . . .                              |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
|                                                           | Miscellaneous Revenue                                                               |                                                                                                                                                                                        | Business Code        |                                                    |                                         |                                                                      |
| 11a                                                       |                                                                                     |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
| b                                                         |                                                                                     |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
| c                                                         |                                                                                     |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
| d                                                         | All other revenue                                                                   |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
| e                                                         | Total. Add lines 11a-11d . . . . . \$                                               |                                                                                                                                                                                        |                      |                                                    |                                         |                                                                      |
| 12                                                        | Total Revenue. Add lines 1h, 2g, 3, 4, 5, 6d, 7d,<br>8c, 9c, 10c, and 11e . . . . . |                                                                                                                                                                                        | 15,592,215           | 10,988,038                                         | 363,052                                 | 50,381                                                               |

Form 990, Part VIII - Statement of Revenue - 2a - 2g Program Service Revenue -

|                          | Business Code | (A)<br>Total Revenue | (B)<br>Related or<br>Exempt<br>Function<br>Revenue | (C)<br>Unrelated<br>Business<br>Revenue | (D)<br>Revenue<br>Excluded from<br>Tax under IRC<br>512, 513, or 514 |
|--------------------------|---------------|----------------------|----------------------------------------------------|-----------------------------------------|----------------------------------------------------------------------|
| a CERTIFICATIONS         |               | 2,590,603            | 2,590,603                                          |                                         |                                                                      |
| b CONFERENCES            |               | 2,192,967            | 2,192,967                                          |                                         |                                                                      |
| c Educational Developmen |               | 1,927,434            | 1,927,434                                          |                                         |                                                                      |
| d CAPS PROGRAMS          |               | 1,872,078            | 1,872,078                                          |                                         |                                                                      |
| e PUBLICATIONS           |               | 1,402,505            | 1,039,453                                          | 363,052                                 |                                                                      |

Form 990, Part III, Line 1 - Briefly describe the organization's mission:

By executing and extending its mission through education, research, standards of excellence, influence building and information dissemination - including the renowned monthly ISM Report on Business - ISM continues to extend the global impact of supply management. ISM is a not-for-profit membership association serving more than 40,000 supply management professionals in 75 countries. ISM offers credentialing to professionals around the world with the Certified Professional in Supply Management (CPSM) qualification.

Part IX

Statement of Functional Expenses

| Section 501(c)(3) and 501(c)(4) organizations must complete all columns.<br>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)<br>Total expenses | (B)<br>Program service expenses | (C)<br>Management and general expenses | (D)<br>Fundraising expenses |
| 1                                                                                                                                                                                        | Grants and other assistance to governments and organizations in the U S See Part IV, line 21                                                                                                                       |                       |                                 |                                        |                             |
| 2                                                                                                                                                                                        | Grants and other assistance to individuals in the U S See Part IV, line 22                                                                                                                                         | 183,738               | 183,738                         |                                        |                             |
| 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 . . . . .                                                                                                                                 | 776,220               | 582,165                         | 194,055                                |                             |
| 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                                                                                                                                                                                           | 5,069,265             | 3,962,155                       |                                        | 162,314                     |
| 8                                                                                                                                                                                        | Pension plan contributions (include section 401(k) and section 403(b) employer contributions) . . . . .                                                                                                            | 494,687               | 371,015                         | 123,672                                |                             |
| 9                                                                                                                                                                                        | Other employee benefits . . . . .                                                                                                                                                                                  | 369,335               | 277,001                         | 92,334                                 |                             |
| 10                                                                                                                                                                                       | Payroll taxes . . . . .                                                                                                                                                                                            | 313,645               | 235,234                         | 78,411                                 |                             |
| 11                                                                                                                                                                                       | Fees for services (non-employees)                                                                                                                                                                                  |                       |                                 |                                        |                             |
| a                                                                                                                                                                                        | Management . . . . .                                                                                                                                                                                               |                       |                                 |                                        |                             |
| b                                                                                                                                                                                        | Legal . . . . .                                                                                                                                                                                                    | 156,218               | 156,218                         |                                        |                             |
| c                                                                                                                                                                                        | Accounting . . . . .                                                                                                                                                                                               | 42,575                |                                 | 42,575                                 |                             |
| d                                                                                                                                                                                        | Lobbying . . . . .                                                                                                                                                                                                 |                       |                                 |                                        |                             |
| e                                                                                                                                                                                        | Professional fundraising See Part IV, line 17 . . . . .                                                                                                                                                            |                       |                                 |                                        |                             |
| f                                                                                                                                                                                        | Investment management fees . . . . .                                                                                                                                                                               | 19,310                |                                 | 19,310                                 |                             |
| g                                                                                                                                                                                        | Other . . . . .                                                                                                                                                                                                    | 1,170,982             | 922,252                         | 245,730                                | 3,000                       |
| 12                                                                                                                                                                                       | Advertising and promotion . . . . .                                                                                                                                                                                | 335,133               | 335,133                         |                                        |                             |
| 13                                                                                                                                                                                       | Office expenses . . . . .                                                                                                                                                                                          | 541,171               | 87,097                          | 451,764                                | 2,310                       |
| 14                                                                                                                                                                                       | Information technology . . . . .                                                                                                                                                                                   | 111,441               | 107,669                         | 2,641                                  | 1,131                       |
| 15                                                                                                                                                                                       | Royalties . . . . .                                                                                                                                                                                                | 72,276                | 69,810                          | 2,466                                  |                             |
| 16                                                                                                                                                                                       | Occupancy . . . . .                                                                                                                                                                                                | 244,795               | 1,501                           | 243,294                                |                             |
| 17                                                                                                                                                                                       | Travel . . . . .                                                                                                                                                                                                   | 1,696,757             | 1,671,117                       | 23,184                                 | 2,456                       |
| 18                                                                                                                                                                                       | Payments of travel or entertainment expenses for any Federal, state or local public officials . . . . .                                                                                                            |                       |                                 |                                        |                             |
| 19                                                                                                                                                                                       | Conferences, conventions and meetings . . . . .                                                                                                                                                                    | 927,941               | 923,731                         | 4,210                                  |                             |
| 20                                                                                                                                                                                       | Interest . . . . .                                                                                                                                                                                                 |                       |                                 |                                        |                             |
| 21                                                                                                                                                                                       | Payments to affiliates . . . . .                                                                                                                                                                                   |                       |                                 |                                        |                             |
| 22                                                                                                                                                                                       | Depreciation, depletion, and amortization . . . . .                                                                                                                                                                | 464,019               | 60,237                          | 403,782                                |                             |
| 23                                                                                                                                                                                       | Insurance . . . . .                                                                                                                                                                                                | 102,762               | 5,571                           | 97,191                                 |                             |
| 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                                                                                                                                                                                        | PRINTING/PUBLICATIONS                                                                                                                                                                                              | 915,749               | 744,702                         | 171,047                                |                             |
| b                                                                                                                                                                                        | EXAM EXPENSES                                                                                                                                                                                                      | 697,835               | 697,835                         |                                        |                             |
| c                                                                                                                                                                                        | POSTAGE/SHIPPING                                                                                                                                                                                                   | 686,312               | 585,969                         | 100,331                                | 12                          |
| d                                                                                                                                                                                        | EQUIPMENT RENTAL                                                                                                                                                                                                   | 475,807               | 367,824                         | 107,983                                |                             |
| e                                                                                                                                                                                        | COST OF GOODS SOLD                                                                                                                                                                                                 | 166,252               | 166,252                         |                                        |                             |
| f                                                                                                                                                                                        | All other expenses                                                                                                                                                                                                 | 182,131               | 128,976                         | 53,155                                 |                             |
| 25                                                                                                                                                                                       | Total functional expenses. Add lines 1 through 24f                                                                                                                                                                 | 16,216,356            | 12,643,202                      | 3,401,931                              | 171,223                     |
| 26                                                                                                                                                                                       | Joint Costs. Check <input type="checkbox"/> 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)               |              | (B)         |
|-----------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|--------------|-------------|
|                             |                                                                                                                                                         |                                                                                                                                                                                     | Beginning of year |              | End of year |
| Assets                      | 1                                                                                                                                                       | Cash—non-interest-bearing . . . . .                                                                                                                                                 | 2,733,857         | 1            | 5,145,266   |
|                             | 2                                                                                                                                                       | Savings and temporary cash investments . . . . .                                                                                                                                    |                   | 2            |             |
|                             | 3                                                                                                                                                       | Pledges and grants receivable, net . . . . .                                                                                                                                        |                   | 3            |             |
|                             | 4                                                                                                                                                       | Accounts receivable, net . . . . .                                                                                                                                                  | 636,435           | 4            | 379,746     |
|                             | 5                                                                                                                                                       | Receivables from current and former officers, directors, trustees, key employees or other related parties <i>Complete Part II of Schedule L</i> . . . . .                           |                   | 5            |             |
|                             | 6                                                                                                                                                       | Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) <i>Complete Part II of Schedule L</i> . . . . .    |                   | 6            |             |
|                             | 7                                                                                                                                                       | Notes and loans receivable, net . . . . .                                                                                                                                           |                   | 7            |             |
|                             | 8                                                                                                                                                       | Inventories for sale or use . . . . .                                                                                                                                               | 211,034           | 8            | 109,640     |
|                             | 9                                                                                                                                                       | Prepaid expenses and deferred charges . . . . .                                                                                                                                     | 388,300           | 9            | 262,997     |
|                             | 10a                                                                                                                                                     | Land, buildings, and equipment cost basis                                                                                                                                           | 10a5,471,377      |              |             |
| b                           | Less accumulated depreciation <i>Complete Part VI of Schedule D</i> . . . . .                                                                           | 10b4,040,194                                                                                                                                                                        | 1,685,294         | 10c1,431,183 |             |
| 11                          | Investments—publicly traded securities . . . . .                                                                                                        | 889,572                                                                                                                                                                             | 11                | 627          |             |
| 12                          | Investments—other securities See Part IV, line 11 <i>Complete Part VII of Schedule D</i> . . . . .                                                      | 8,920,015                                                                                                                                                                           | 12                | 5,447,539    |             |
| 13                          | Investments—program-related See Part IV, line 11 <i>Complete Part VIII of Schedule D</i> . . . . .                                                      |                                                                                                                                                                                     | 13                |              |             |
| 14                          | Intangible assets . . . . .                                                                                                                             |                                                                                                                                                                                     | 14                |              |             |
| 15                          | Other assets See Part IV, line 11 <i>Complete Part IX of Schedule D</i> . . . . .                                                                       |                                                                                                                                                                                     | 15                |              |             |
| 16                          | <b>Total assets.</b> <i>Add lines 1 through 15 (must equal line 34)</i>                                                                                 |                                                                                                                                                                                     | 15,464,507        | 16           | 12,776,998  |
| Liabilities                 | 17                                                                                                                                                      | Accounts payable and accrued expenses . . . . .                                                                                                                                     | 1,753,687         | 17           | 975,197     |
|                             | 18                                                                                                                                                      | Grants payable . . . . .                                                                                                                                                            |                   | 18           |             |
|                             | 19                                                                                                                                                      | Deferred revenue . . . . .                                                                                                                                                          |                   | 19           |             |
|                             | 20                                                                                                                                                      | Tax-exempt bond liabilities . . . . .                                                                                                                                               |                   | 20           |             |
|                             | 21                                                                                                                                                      | Escrow account liability <i>Complete Part IV of Schedule D</i> . . . . .                                                                                                            |                   | 21           |             |
|                             | 22                                                                                                                                                      | Payable to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons <i>Complete Part II of Schedule L</i> . . . . . |                   | 22           |             |
|                             | 23                                                                                                                                                      | Secured mortgages and notes payable to unrelated third parties . . . . .                                                                                                            |                   | 23           |             |
|                             | 24                                                                                                                                                      | Unsecured notes and loans payable . . . . .                                                                                                                                         |                   | 24           |             |
|                             | 25                                                                                                                                                      | Other liabilities <i>Complete Part X of Schedule D</i> . . . . .                                                                                                                    | 2,689,051         | 25           | 2,996,085   |
|                             | 26                                                                                                                                                      | <b>Total liabilities.</b> <i>Add lines 17 through 25</i> . . . . .                                                                                                                  | 4,442,738         | 26           | 3,971,282   |
| Net Assets or Fund Balances | <b>Organizations that follow SFAS 117, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27 through 29, and lines 33 and 34.</b> |                                                                                                                                                                                     |                   |              |             |
|                             | 27                                                                                                                                                      | Unrestricted net assets . . . . .                                                                                                                                                   | 11,021,769        | 27           | 8,528,037   |
|                             | 28                                                                                                                                                      | Temporarily restricted net assets . . . . .                                                                                                                                         | 0                 | 28           | 277,679     |
|                             | 29                                                                                                                                                      | Permanently restricted net assets . . . . .                                                                                                                                         |                   | 29           |             |
|                             | <b>Organizations that do not follow SFAS 117, check here</b> <input type="checkbox"/> <b>and complete lines 30 through 34.</b>                          |                                                                                                                                                                                     |                   |              |             |
|                             | 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 . . . . .                                                                                                                                         | 11,021,769        | 33           | 8,805,716   |
|                             | 34                                                                                                                                                      | Total liabilities and net assets/fund balances . . . . .                                                                                                                            | 15,464,507        | 34           | 12,776,998  |

Part XI

Financial Statements and Reporting

|    |                                                                                                                                                                                                                                     |                                                                                                          | Yes | No |
|----|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|-----|----|
| 1  | Accounting method used to prepare the Form 990                                                                                                                                                                                      | <input type="checkbox"/> cash <input checked="" type="checkbox"/> accrual <input type="checkbox"/> other |     |    |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? . . . . .                                                                                                                           | 2a                                                                                                       | Yes |    |
| b  | Were the organization's financial statements audited by an independent accountant? . . . . .                                                                                                                                        | 2b                                                                                                       | Yes |    |
| 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                                                                                                       | Yes |    |
| 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                                                                                                       |     | No |
| b  | If "Yes," did the organization undergo the required audit or audits? . . . . .                                                                                                                                                      | 3b                                                                                                       |     |    |

SCHEDULE A

(Form 990 or 990EZ)

Department of the Treasury  
Internal Revenue Service

Public Charity Status and Public Support

To be completed by all section 501(c)(3) organizations and section 4947(a)(1) nonexempt charitable trusts.  
Attach to Form 990 or Form 990-EZ. See separate instructions.

OMB No 1545-0047

2008

Open to Public Inspection

|                                                             |                                              |
|-------------------------------------------------------------|----------------------------------------------|
| Name of the organization<br>INSTITUTE FOR SUPPLY MANAGEMENT | Employer identification number<br>13-5265940 |
|-------------------------------------------------------------|----------------------------------------------|

Part I Reason for Public Charity Status (to be completed by all organizations) (See Instructions)

The organization is not a private foundation because it is (Please check only **one** organization )

|    |                                     |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |
|----|-------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1  | <input type="checkbox"/>            | A church, convention of churches, or association of churches described in <b>Section 170(b)(1)(A)(i).</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                    |
| 2  | <input type="checkbox"/>            | A school described in <b>Section 170(b)(1)(A)(ii).</b> (Attach Schedule E )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 3  | <input type="checkbox"/>            | A hospital or a cooperative hospital service organization described in <b>Section 170(b)(1)(A)(iii).</b> (Attach Schedule H )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |
| 4  | <input type="checkbox"/>            | A medical research organization operated in conjunction with a hospital described in <b>Section 170(b)(1)(A)(iii).</b> Enter the hospital's name, city, and state                                                                                                                                                                                                                                                                                                                                                                                                                                            |
| 5  | <input type="checkbox"/>            | An organization operated for the benefit of a college or university owned or operated by a governmental unit described in <b>Section 170(b)(1)(A)(iv).</b> (Complete Part II )                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 6  | <input type="checkbox"/>            | A federal, state, or local government or governmental unit described in <b>Section 170(b)(1)(A)(v).</b>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
| 7  | <input type="checkbox"/>            | An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in <b>Section 170(b)(1)(A)(vi)</b> (Complete Part II )                                                                                                                                                                                                                                                                                                                                                                                                                |
| 8  | <input type="checkbox"/>            | A community trust described in <b>Section 170(b)(1)(A)(vi)</b> (Complete Part II )                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| 9  | <input checked="" type="checkbox"/> | An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See <b>Section 509(a)(2).</b> (Complete Part III )                                                                                                                                 |
| 10 | <input type="checkbox"/>            | An organization organized and operated exclusively to test for public safety See <b>Section 509(a)(4).</b> (See instructions )                                                                                                                                                                                                                                                                                                                                                                                                                                                                               |
| 11 | <input type="checkbox"/>            | An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2) See <b>Section 509(a)(3).</b> Check the box that describes the type of supporting organization and complete lines 11e through 11h<br><div><div>a <input type="checkbox"/> Type I</div><div>b <input type="checkbox"/> Type II</div><div>c <input type="checkbox"/> Type III - Functionally Integrated</div><div>d <input type="checkbox"/> Type III - Other</div></div> |
| e  | <input type="checkbox"/>            | By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2)                                                                                                                                                                                                                                                                                                                            |
| f  | <input type="checkbox"/>            | If the organization received a written determination from the IRS that it is a Type I, Type II or Type III supporting organization, check this box                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
| g  | <input type="checkbox"/>            | Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?<br><div><div>(i) a person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the the supported organization?</div><div>(ii) a family member of a person described in (i) above?</div><div>(iii) a 35% controlled entity of a person described in (i) or (ii) above?</div></div>                                                                                                                            |
| h  | <input type="checkbox"/>            | Provide the following information about the organizations the organization supports                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |

|          | Yes | No |
|----------|-----|----|
| 11g(i)   |     |    |
| 11g(ii)  |     |    |
| 11g(iii) |     |    |

| (i) Name of Supported Organization | (ii) EIN | (iii) Type of organization (described on lines 1- 9 above or IRC section (See Instructions)) | (iv) Is the organization in col (i) listed in your governing document? |    | (v) Did you notify the organization in col (i) of your support? |    | (vi) Is the organization in col (i) organized in the U S ? |    | (vii) Amount of support? |
|------------------------------------|----------|----------------------------------------------------------------------------------------------|------------------------------------------------------------------------|----|-----------------------------------------------------------------|----|------------------------------------------------------------|----|--------------------------|
|                                    |          |                                                                                              | Yes                                                                    | No | Yes                                                             | No | Yes                                                        | No |                          |
|                                    |          |                                                                                              |                                                                        |    |                                                                 |    |                                                            |    |                          |
|                                    |          |                                                                                              |                                                                        |    |                                                                 |    |                                                            |    |                          |
|                                    |          |                                                                                              |                                                                        |    |                                                                 |    |                                                            |    |                          |
|                                    |          |                                                                                              |                                                                        |    |                                                                 |    |                                                            |    |                          |
|                                    |          |                                                                                              |                                                                        |    |                                                                 |    |                                                            |    |                          |
|                                    |          |                                                                                              |                                                                        |    |                                                                 |    |                                                            |    |                          |
| Total                              |          |                                                                                              |                                                                        |    |                                                                 |    |                                                            |    |                          |

Part II

Support Schedule for Organizations Described in IRC 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)  
(Complete only if you checked the box on line 5, 7, or 8 of Part I.)

| Public Support                                                                                                                                                                                    |          |          |          |          |          |           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|-----------|
| Calendar year (or fiscal year beginning in)                                                                                                                                                       | (a) 2004 | (b) 2005 | (c) 2006 | (d) 2007 | (e) 2008 | (f) Total |
| 1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ")                                                                                               |          |          |          |          |          |           |
| 2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf                                                                                                 |          |          |          |          |          |           |
| 3 The value of services or facilities furnished by a governmental unit to the organization without charge                                                                                         |          |          |          |          |          |           |
| 4 Total. Add line 1-3                                                                                                                                                                             |          |          |          |          |          |           |
| 5 The portion of total contribution by each person (other than a government unit or publicly supported organization) included on line 1 that exceed 2% of the amount shown on line 11, column (f) |          |          |          |          |          |           |
| 6 Public Support subtract line 5 from line 4                                                                                                                                                      |          |          |          |          |          |           |

| Total Support                                                                                                                                                            |          |          |          |          |          |           |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|----------|----------|----------|----------|-----------|
| Calendar year (or fiscal year beginning in)                                                                                                                              | (a) 2004 | (b) 2005 | (c) 2006 | (d) 2007 | (e) 2008 | (f) Total |
| 7 Amounts from line 4                                                                                                                                                    |          |          |          |          |          |           |
| 8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources                                         |          |          |          |          |          |           |
| 9 Net income from unrelated business activities, whether or not the business is regularly carried on                                                                     |          |          |          |          |          |           |
| 10 Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV )                                                                        |          |          |          |          |          |           |
| 11 Total Support (Add lines 7 through 10)                                                                                                                                |          |          |          |          |          |           |
| 12 Gross receipts from related activities, etc (See instructions )                                                                                                       |          |          |          |          | 12       |           |
| 13 First Five Years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and stop here |          |          |          |          |          |           |

| Computation of Public Support Percentage                                                                                                                                                                                                                                                                                                                                                     |    |  |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|--|
| 14 Public Support Percentage for 2008 (line 6 column (f) divided by line 11 column (f))                                                                                                                                                                                                                                                                                                      | 14 |  |
| 15 Public Support Percentage for 2007 Schedule A, Part IV-A, line 26f                                                                                                                                                                                                                                                                                                                        | 15 |  |
| 16a 33 1/3% Test - 2008. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization                                                                                                                                                                                 |    |  |
| b 33 1/3% Test - 2007. If the organization did not check the box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization                                                                                                                                                                            |    |  |
| 17a 10% Facts and Circumstances Test - 2008. If the organization did not check a box on line 13, 16a, or 16b and line 14 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization    |    |  |
| b 10% Facts and Circumstances Test - 2007. If the organization did not check a box on line 13, 16a, 16b, or 17a and line 15 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization |    |  |
| 18 Private Foundation. If the organization did not check the box on line 13, 16a, 16b, 17a or 17b, check this box and see instructions                                                                                                                                                                                                                                                       |    |  |



Part IIISupport Schedule for Organizations Described in IRC 509(a)(2)  
(Complete only if you checked the box on line 9 of Part I.)

| Section A. Public Support                                                                                                                                                        |            |            |            |            |            |            |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|------------|------------|------------|------------|------------|
| Calendar year (or fiscal year beginning in)                                                                                                                                      | (a) 2004   | (b) 2005   | (c) 2006   | (d) 2007   | (e) 2008   | (f) Total  |
| 1Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ")                                                                               | 3,904,323  | 4,245,566  | 4,378,494  | 4,261,643  | 4,190,744  | 20,980,770 |
| 2Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose        | 13,593,253 | 13,072,810 | 14,448,691 | 14,099,981 | 11,700,353 | 66,915,088 |
| 3Gross receipts from activities that are not an unrelated trade or business under section 513                                                                                    |            |            |            |            |            |            |
| 4Tax revenues levied for the organization's benefit and either paid to or expended on its behalf                                                                                 |            |            |            |            |            |            |
| 5The value of services or facilities furnished by a governmental unit to the organization without charge                                                                         |            |            |            |            |            |            |
| 6Total Add lines 1- 5                                                                                                                                                            | 17,497,576 | 17,318,376 | 18,827,185 | 18,361,624 | 15,891,097 | 87,895,858 |
| 7aAmounts included on lines 1, 2, and 3 received from disqualified persons                                                                                                       |            |            |            |            |            |            |
| 7bAmounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of 1% of the total of lines 9, 10c, 11, and 12 for the year or \$5,000 |            |            |            |            |            |            |
| 7cTotal of lines 7a and 7b                                                                                                                                                       |            |            |            |            |            |            |
| 8Public Support (Subtract line 7c from line 6)                                                                                                                                   |            |            |            |            |            | 87,895,858 |

| Total Support                                                                                                                                                          |                          |            |            |            |            |            |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|------------|------------|------------|------------|------------|
| Calendar year (or fiscal year beginning in)                                                                                                                            | (a) 2004                 | (b) 2005   | (c) 2006   | (d) 2007   | (e) 2008   | (f) Total  |
| 9Amounts from line 6                                                                                                                                                   | 17,497,576               | 17,318,376 | 18,827,185 | 18,361,624 | 15,891,097 | 87,895,858 |
| 10aGross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources                                      | 88,577                   | 211,100    | 228,963    | 119,207    | 50,381     | 698,228    |
| 10bUnrelated business taxable income (less section 511 taxes) from businesses acquired after 30 June, 1975                                                             |                          |            |            |            |            |            |
| 10cAdd lines 10a and 10b                                                                                                                                               | 88,577                   | 211,100    | 228,963    | 119,207    | 50,381     | 698,228    |
| 11Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on                                          |                          |            |            |            |            |            |
| 12Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV )                                                                       | 1,401                    |            | 18,124     |            |            | 19,525     |
| 13Total Support (Add lines 9, 10c, 11 and 12)                                                                                                                          |                          |            |            |            |            | 88,613,611 |
| 14First Five Years If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and stop here | <input type="checkbox"/> |            |            |            |            |            |

| Computation of Public Support Percentage |                                                                                      |    |          |
|------------------------------------------|--------------------------------------------------------------------------------------|----|----------|
| 15                                       | Public Support Percentage for 2008 (line 8 column (f) divided by line 13 column (f)) | 15 | 99 190 % |
| 16                                       | Public Support Percentage for 2007 Schedule A, Part IV -A, line 27g                  | 16 | 99 140 % |

| Computation of Investment Income Percentage |                                                                                                                                                                                                                                                            |                          |         |
|---------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|---------|
| 17                                          | Investment Income Percentage for 2008 (line 10c column (f) divided by line 13 column (f))                                                                                                                                                                  | 17                       | 0 790 % |
| 18                                          | Investment Income Percentage from 2007 Schedule A, Part IV -A, line 27h                                                                                                                                                                                    | 18                       | 0 830 % |
| 19a                                         | 33 1/3% Tests - 2008. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization          | <input type="checkbox"/> |         |
| 19b                                         | 33 1/3% Tests - 2007. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization | <input type="checkbox"/> |         |
| 20                                          | Private Foundation If the organization did not check a box on line 14, 19a or 19b, check this box and see instructions                                                                                                                                     | <input type="checkbox"/> |         |

Part IV

**Supplemental Information.** Complete this part to provide the information required by Part II, line 10; Part II, line 17a or 17b, or Part III, line 12. Provide and any other additional information. (see instructions)

|                              |
|------------------------------|
| Facts and Circumstances Test |
|                              |

SCHEDULE D  
(Form 990)

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

Department of the Treasury  
Internal Revenue Service

|                                                             |                                              |
|-------------------------------------------------------------|----------------------------------------------|
| Name of the organization<br>INSTITUTE FOR SUPPLY MANAGEMENT | Employer identification number<br>13-5265940 |
|-------------------------------------------------------------|----------------------------------------------|

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                                                                                                                                                                                                             | 1                                                                   |                              |
| 2 Aggregate Contributions to (during year)                                                                                                                                                                                                | 287,679                                                             |                              |
| 3 Aggregate Grants from (during year)                                                                                                                                                                                                     | 10,000                                                              |                              |
| 4 Aggregate value at end of year                                                                                                                                                                                                          | 277,679                                                             |                              |
| 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?                                | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> 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? | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> 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 importantly 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 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

► \$

For Paperwork Reduction Act Notice, see the Intructions for Form 990

Cat No 52283D

Schedule D (Form 990) 2008

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 the 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 why in Part XIV and complete the following table

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

|    |        |
|----|--------|
|    | Amount |
| 1c |        |
| 1d |        |
| 1e |        |
| 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 the 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

(i)

unrelated organizations . . . . .

(ii)

related organizations . . . . .

3a(i)

Yes

No

3a(ii)

3b

b

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

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 . . . . .                                                         |                                      | 2,497,766                      | 2,046,602        | 451,164        |
| d Equipment . . . . .                                                                      |                                      | 2,973,611                      | 1,993,592        | 980,019        |
| e Other . . . . .                                                                          |                                      |                                |                  | 0              |
| Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) |                                      |                                |                  | 1,431,183      |

| (a) Description of security or category<br>(including name of security)      | (b) Book value | (c) Method of valuation<br>Cost or end-of-year market value |
|------------------------------------------------------------------------------|----------------|-------------------------------------------------------------|
| Financial derivatives and other financial products                           |                |                                                             |
| Closely-held equity interests                                                |                |                                                             |
| Other investments - ny life                                                  | 67,055         | F                                                           |
| Other investments - ivy                                                      | 2,542,334      | F                                                           |
| Other Investments - chalkstream                                              | 2,838,150      | F                                                           |
|                                                                              |                |                                                             |
|                                                                              |                |                                                             |
|                                                                              |                |                                                             |
|                                                                              |                |                                                             |
|                                                                              |                |                                                             |
|                                                                              |                |                                                             |
| <b>Total.</b> (Column (b) should equal Form 990, Part X, col (B) line 12 ) ▶ | 5,447,539      |                                                             |

| (a) Description of investment type                                                                                                                             | (b) Book value | (c) Method of valuation<br>Cost or end-of-year market value |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|-------------------------------------------------------------|
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
|                                                                                                                                                                |                |                                                             |
| <b>Total.</b> (Column (b) should equal Form 990, Part X, col (B) line 13 )  |                |                                                             |

| (a) Description                                                            | (b) Book value |
|----------------------------------------------------------------------------|----------------|
|                                                                            |                |
|                                                                            |                |
|                                                                            |                |
|                                                                            |                |
|                                                                            |                |
|                                                                            |                |
|                                                                            |                |
|                                                                            |                |
|                                                                            |                |
|                                                                            |                |
| <b>Total.</b> (Column (b) should equal Form 990, Part X, col.(B) line 15.) |                |

| (a) Description of Liability                                               | (b) Amount |
|----------------------------------------------------------------------------|------------|
| Federal Income Taxes                                                       |            |
| DEFERRED REVENUE                                                           | 2,996,085  |
|                                                                            |            |
|                                                                            |            |
|                                                                            |            |
|                                                                            |            |
|                                                                            |            |
|                                                                            |            |
|                                                                            |            |
|                                                                            |            |
|                                                                            |            |
| <b>Total.</b> (Column (b) should equal Form 990, Part X, col (B) line 25 ) | 2,996,085  |

**Schedule D (Form 990) 2008**

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  | 15,592,215 |
| 2  | Total expenses (Form 990, Part IX, column (A), line 25)                         | 2  | 16,216,356 |
| 3  | Excess or (deficit) for the year Subtract line 2 from line 1                    | 3  | -624,141   |
| 4  | Net unrealized gains (losses) on investments                                    | 4  |            |
| 5  | Donated services and use of facilities                                          | 5  |            |
| 6  | Investment expenses                                                             | 6  |            |
| 7  | Prior period adjustments                                                        | 7  |            |
| 8  | Other (Describe in Part XIV)                                                    | 8  | -1,591,912 |
| 9  | Total adjustments (net) Add lines 4 - 8                                         | 9  | -1,591,912 |
| 10 | Excess or (deficit) for the year per financial statements Combine lines 3 and 9 | 10 | -2,216,053 |

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  | 14,287,982 |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12                         |    |            |
| a | Net unrealized gains on investments . . . . .                                              | 2a | -1,591,912 |
| b | Donated services and use of facilities . . . . .                                           | 2b |            |
| c | Recoveries of prior year grants . . . . .                                                  | 2c |            |
| d | Other (Describe in Part XIV) . . . . .                                                     | 2d | 287,679    |
| e | Add lines 2a through 2d . . . . .                                                          | 2e | -1,304,233 |
| 3 | Subtract line 2e from line 1 . . . . .                                                     | 3  | 15,592,215 |
| 4 | Amounts included on Form 990, Part VIII, line 12, but not on line 1:                       |    |            |
| a | Investment expenses not included on Form 990, Part VIII, line 7b . . . . .                 | 4a |            |
| b | Other (Describe in Part XIV) . . . . .                                                     | 4b |            |
| 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  | 15,592,215 |

Part XIII

Reconciliation of Expenses per Audited Financial Statements With Expenses per Return

|   |                                                                                             |    |            |
|---|---------------------------------------------------------------------------------------------|----|------------|
| 1 | Total expenses and losses per audited financial statements . . . . .                        | 1  | 16,504,035 |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25                            |    |            |
| a | Donated services and use of facilities . . . . .                                            | 2a |            |
| b | Prior year adjustments . . . . .                                                            | 2b |            |
| c | Losses reported on Form 990, Part IX, line 25 . . . . .                                     | 2c |            |
| d | Other (Describe in Part XIV) . . . . .                                                      | 2d | 287,679    |
| e | Add lines 2a through 2d . . . . .                                                           | 2e | 287,679    |
| 3 | Subtract line 2e from line 1 . . . . .                                                      | 3  | 16,216,356 |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1:                          |    |            |
| a | Investment expenses not included on Form 990, Part VIII, line 7b . . . . .                  | 4a |            |
| b | Other (Describe in Part XIV) . . . . .                                                      | 4b |            |
| 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  | 16,216,356 |

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 XIV, 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

| Identifier | Return Reference | Explanation |
|------------|------------------|-------------|
|            |                  |             |
|            |                  |             |
|            |                  |             |
|            |                  |             |
|            |                  |             |
|            |                  |             |
|            |                  |             |

Schedule I  
(Form 990)

Department of the Treasury  
Internal Revenue Service

Name of the organization  
INSTITUTE FOR SUPPLY MANAGEMENT

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

Employer identification number  
13-5265940

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 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 |
|-----------------------------------------------------|---------|-------------------------------|--------------------------|-----------------------------------|-------------------------------------------------------|----------------------------------------|------------------------------------|
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |
|                                                     |         |                               |                          |                                   |                                                       |                                        |                                    |

- 2

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

Enter total number of other organizations . . . . .

**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 |
|--------------------------------|-------------------------|-------------------------|----------------------------------|--------------------------------------------------------|---------------------------------------|
| See Additional Data Table      |                         |                         |                                  |                                                        |                                       |
|                                |                         |                         |                                  |                                                        |                                       |
|                                |                         |                         |                                  |                                                        |                                       |
|                                |                         |                         |                                  |                                                        |                                       |
|                                |                         |                         |                                  |                                                        |                                       |
|                                |                         |                         |                                  |                                                        |                                       |
|                                |                         |                         |                                  |                                                        |                                       |

**Part IV**

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

| Identifier                                 | Return Reference | Explanation                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|--------------------------------------------|------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Procedure for Monitoring Grants in the U S | Part I, Line 2   | Schedule I, Part I, Line 2 The organization maintains accounting records to verify grant amounts The organization also has a written process that defines eligibility requirements which require the organization to verify that grant recipients are a student These same written processes outline the award process In paying its research stipends, CAPS requires certain deliverables (e g , survey completed, interviews completed, case studies written, final written document delivered), as contracted with the researcher |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |
|                                            |                  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |



Software ID:

Software Version:

EIN: 13-5265940

Name: INSTITUTE FOR SUPPLY MANAGEMENT

Form 990, Schedule I, Part III, Grants and Other Assistance to Individuals in the United States

| (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 |
|---------------------------------------------------------------------------------------------------------------------------|-------------------------|-------------------------|----------------------------------|--------------------------------------------------------|---------------------------------------|
| SNR RESEARCH FELLOWSHIP - to support emerging high potential scholars who teach and conduct research in supply management | 2                       | 10,000                  |                                  |                                                        |                                       |
| DOCTORAL GRANTS - awarded to students to support their research in their doctoral studies                                 | 3                       | 24,000                  |                                  |                                                        |                                       |
| RICHTER SCHOLARSHIP - program to provide students an executive mentor                                                     | 2                       | 10,000                  |                                  |                                                        |                                       |
| SCC AT BESMS AWARD WINNERS - provide funding to students to attend ISM annual conference                                  | 4                       | 10,000                  |                                  |                                                        |                                       |
| CAMP BRADSHAW SCHOLARSHIP - awarded to a student who excels in supply management studies                                  | 1                       | 1,000                   |                                  |                                                        |                                       |
| BRADSHAW SCHOLARSHIP - awarded to a student who excels in supply management studies                                       | 2                       | 2,000                   |                                  |                                                        |                                       |
| 2008 SCHOLARSHIP - awarded to students who excel in supply management studies                                             | 16                      | 32,000                  |                                  |                                                        |                                       |
| CAPS OUTGOING WIRE GRANT - research stipend for CAPS research focus study                                                 | 2                       | 12,000                  |                                  |                                                        |                                       |
| JQ HU STIPEND - research stipend for CAPS research focus study                                                            | 1                       | 7,000                   |                                  |                                                        |                                       |
| YUE DAI STIPEND - research stipend for CAPS research focus study                                                          | 1                       | 7,000                   |                                  |                                                        |                                       |
| ENVIRONMENTAL PRACTICES FOCUS - research stipend for CAPS research focus study                                            | 1                       | 5,000                   |                                  |                                                        |                                       |
| FOCUS STUDY ROLE OF OPTIMIZATION - research stipend for CAPS research focus study                                         | 1                       | 10,000                  |                                  |                                                        |                                       |
| FOCUS STUDY SUSTAINABLE PRACTICES - research stipend for CAPS research focus study                                        | 1                       | 5,000                   |                                  |                                                        |                                       |
| SUSTAINABLE PRACTICES STUDY - research stipend for CAPS research focus study                                              | 1                       | 5,000                   |                                  |                                                        |                                       |
| CAPS RESEARCH ENVIRONMENTAL SUSTAINABILITY STIPEND - research stipend for CAPS research focus study                       | 1                       | 1,000                   |                                  |                                                        |                                       |
| IBM/SAMSUNG CASE STUDIES - research stipend for CAPS research focus study                                                 | 1                       | 2,313                   |                                  |                                                        |                                       |
| CAPS RESEARCH SERVICES - research stipend for CAPS research focus study                                                   | 1                       | 5,625                   |                                  |                                                        |                                       |
| CAPS EXECUTIVE ASSESSMENT ANUAL SUMMER SERVICES - research stipend for CAPS research focus study                          | 1                       | 3,000                   |                                  |                                                        |                                       |
| KI PETERSON CAPS - research stipend for CAPS research focus study                                                         | 1                       | 7,500                   |                                  |                                                        |                                       |
| EXECUTIVE ASSESSMENT RESEARCH SERVICES - research stipend for CAPS research focus study                                   | 1                       | 7,500                   |                                  |                                                        |                                       |
| CAPS RESEARCH 10X - research stipend for CAPS research focus study                                                        | 1                       | 7,500                   |                                  |                                                        |                                       |
| CAPS EXECUTIVE ASSESSMENT RESEARCH SERVICES - research stipend for CAPS research focus study                              | 1                       | 7,500                   |                                  |                                                        |                                       |
| CHINA ECONOMIC CONDITION RESEARCH - stipend for research analysis on China's current economic condition                   | 1                       | 1,800                   |                                  |                                                        |                                       |

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  
INSTITUTE FOR SUPPLY MANAGEMENT

Employer identification number  
13-5265940

| 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 |                                                                                     |     |    |
|        | <input checked="" type="checkbox"/> First class or charter travel                                                                                                                                                               | <input type="checkbox"/> Housing allowance or residence for personal use            |     |    |
|        | <input checked="" type="checkbox"/> Travel for companions                                                                                                                                                                       | <input type="checkbox"/> Payments for business use of personal residence            |     |    |
|        | <input checked="" type="checkbox"/> Tax idemnification and gross-up payments                                                                                                                                                    | <input type="checkbox"/> Health or social club dues or initiation fees              |     |    |
|        | <input type="checkbox"/> Discretionary spending account                                                                                                                                                                         | <input type="checkbox"/> 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 the expenses described above? If "No," complete Part III to explain                                  | 1b                                                                                  | Yes |    |
| 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                                                                                   | Yes |    |
| 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                                                                  |                                                                                     |     |    |
|        | <input checked="" type="checkbox"/> Compensation committee                                                                                                                                                                      | <input checked="" type="checkbox"/> Written employment contract                     |     |    |
|        | <input type="checkbox"/> Independent compensation consultant                                                                                                                                                                    | <input type="checkbox"/> Compensation survey or study                               |     |    |
|        | <input type="checkbox"/> Form 990 of other organizations                                                                                                                                                                        | <input checked="" type="checkbox"/> Approval by the board or compensation committee |     |    |
|        |                                                                                                                                                                                                                                 |                                                                                     |     |    |
| 4      | During the year, did any person listed in Form 990, Part VII, Section A, line 1a                                                                                                                                                |                                                                                     |     |    |
| a      | Receive a severance payment or change of control payment?                                                                                                                                                                       | 4a                                                                                  |     | No |
| b      | Participate in, or receive payment from, a supplemental nonqualified retirement plan?                                                                                                                                           | 4b                                                                                  |     | No |
| c      | Participate in, or receive payment from, an equity-based compensation arrangement?                                                                                                                                              | 4c                                                                                  |     | No |
|        | If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III                                                                                                                    |                                                                                     |     |    |
|        | 501(c)(3) and 501(c)(4) organizations only 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                                                                                  |     | No |
| b      | Any related organization?                                                                                                                                                                                                       | 5b                                                                                  |     | No |
|        | 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                                                                                  |     | No |
| b      | Any related organization?                                                                                                                                                                                                       | 6b                                                                                  |     | No |
|        | 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                                                                                   | Yes |    |
| 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                                                                                   |     | No |

Part II

Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use Schedule J-1 if additional space 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 compensation |                           |                         |                                 |                                                            |
| PAUL NOVAK      | (i)<br>(ii) | 280,908                                            |                                     | 40,387                   |                           | 6,956                   | 328,251                         | 334,156                                                    |
| DEBorah WEBBER  | (i)<br>(ii) | 188,493                                            |                                     | 27,257                   |                           | 6,651                   | 222,401                         | 217,821                                                    |
| HOLLY JOHNSON   | (i)<br>(ii) | 155,910                                            |                                     | 23,346                   |                           | 7,717                   | 186,973                         | 191,911                                                    |
| NORA NEIBERGALL | (i)<br>(ii) | 150,909                                            |                                     | 22,747                   |                           | 4,685                   | 178,341                         |                                                            |
| THERESA Tracey  | (i)<br>(ii) | 131,190                                            |                                     | 20,381                   |                           | 1,468                   | 153,039                         |                                                            |
|                 | (ii)        |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (i)         |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (ii)        |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (i)         |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (ii)        |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (i)         |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (ii)        |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (i)         |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (ii)        |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (i)         |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (ii)        |                                                    |                                     |                          |                           |                         |                                 |                                                            |
|                 | (i)         |                                                    |                                     |                          |                           |                         |                                 |                                                            |



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

|                                                                    |                                                     |
|--------------------------------------------------------------------|-----------------------------------------------------|
| <b>Name of the organization</b><br>INSTITUTE FOR SUPPLY MANAGEMENT | <b>Employer identification number</b><br>13-5265940 |
|--------------------------------------------------------------------|-----------------------------------------------------|

| Identifier                  | Return Reference       | Explanation                                                                            |
|-----------------------------|------------------------|----------------------------------------------------------------------------------------|
| Form 990, Part III, line 4d | Other Program Services | Certification and Exam Expenses \$ 1658212 including grants of \$ 0 Revenue \$ 2590603 |

| Identifier                  | Return Reference       | Explanation                                                                                         |
|-----------------------------|------------------------|-----------------------------------------------------------------------------------------------------|
| Form 990, Part III, line 4d | Other Program Services | EDUCATIONAL DEVELOPMENT AND PRODUCTS Expenses \$ 862316 including grants of \$ 0 Revenue \$ 1927434 |

| Identifier                  | Return Reference       | Explanation                                                                     |
|-----------------------------|------------------------|---------------------------------------------------------------------------------|
| Form 990, Part III, line 4d | Other Program Services | ACADEMIC ACTIVITIES Expenses \$ 54400 including grants of \$ 34000 Revenue \$ 0 |

| Identifier                  | Return Reference       | Explanation                                                                           |
|-----------------------------|------------------------|---------------------------------------------------------------------------------------|
| Form 990, Part III, line 4d | Other Program Services | EDUCATIONAL SUPPORT Expenses \$ 948880 including grants of \$ 10000 Revenue \$ 138000 |

| Identifier                  | Return Reference       | Explanation                                                                                               |
|-----------------------------|------------------------|-----------------------------------------------------------------------------------------------------------|
| Form 990, Part III, line 4d | Other Program Services | MEMBERSHIP DEVELOPMENT AND SUPPORT/DUES AND FEES Expenses \$ 676935 including grants of \$ 0 Revenue \$ 0 |

| Identifier                  | Return Reference       | Explanation                                                                                        |
|-----------------------------|------------------------|----------------------------------------------------------------------------------------------------|
| Form 990, Part III, line 4d | Other Program Services | VOLUNTEER AND ASSOCIATION GOVERNANCE Expenses \$ 1302372 including grants of \$ 0 Revenue \$ 32701 |

| Identifier                  | Return Reference       | Explanation                                                                              |
|-----------------------------|------------------------|------------------------------------------------------------------------------------------|
| Form 990, Part III, line 4d | Other Program Services | NATIONAL GROUPS/FORUMS Expenses \$ 467114 including grants of \$ 35000 Revenue \$ 404669 |

| Identifier                  | Return Reference       | Explanation                                                             |
|-----------------------------|------------------------|-------------------------------------------------------------------------|
| Form 990, Part III, line 4d | Other Program Services | SEMINARS Expenses \$ 586989 including grants of \$ 0 Revenue \$ 1139396 |

| Identifier                           | Return Reference | Explanation                                                                                                                                                                                                                                                                       |
|--------------------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Form 990, Part VI, Section A, line 6 |                  | The classes of members with the right to elect members of the governing body or approve significant decisions of the governing body are Regular Members, who belong to both the national and affiliate organizations, and Direct Members, who belong to the national organization |

| Identifier                            | Return Reference | Explanation                                                                                                                                                                                                                                                 |
|---------------------------------------|------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Form 990, Part VI, Section A, line 7a |                  | Regular Members w ho belong to both the national and affiliate organizations and Direct Members w ho belong to the national organization may elect members of the governing body The nature of their voting rights is defined in the organization's bylaw s |

| Identifier                            | Return Reference | Explanation                                                                                                                                                                                         |
|---------------------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Form 990, Part VI, Section A, line 7b |                  | Regular and Direct Members must approve the election of the governing body and any changes to the organization's bylaw s The nature of their voting rights is defined in the organization's bylaw s |

| Identifier                            | Return Reference | Explanation                          |
|---------------------------------------|------------------|--------------------------------------|
| Form 990, Part VI, Section A, line 10 |                  | No review w as or w ill be conducted |

| Identifier                             | Return Reference | Explanation                                                                                            |
|----------------------------------------|------------------|--------------------------------------------------------------------------------------------------------|
| Form 990, Part VI, Section B, line 12c |                  | Officers and key employees are required to sign a conflict of interest agreement/disclosure every year |

| Identifier                            | Return Reference | Explanation                                                                                                                                   |
|---------------------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| Form 990, Part VI, Section B, line 15 |                  | The CEO's contract is review ed by the Board's Compensation Committee and all other positions w ith the company are benchmarked every 3 years |

| Identifier                            | Return Reference | Explanation                                                                                                                                                                                         |
|---------------------------------------|------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Form 990, Part VI, Section C, line 19 |                  | ISM's governing documents and the annual report w hich contains Financial Statements are available online at w w w .ism.w s The conflict of interest policy and Form 990 are available upon request |

SCHEDULE R  
(Form 990)

Department of the Treasury  
Internal Revenue Service

Related Organizations and Unrelated Partnerships

OMB No 1545-0047

2008

Open to Public Inspection

Name of the organization  
INSTITUTE FOR SUPPLY MANAGEMENT

Employer identification number  
13-5265940

Part I

Identification of Disregarded Entities

| (A)<br>Name, address, and EIN of disregarded entity | (B)<br>Primary activity | (C)<br>Legal domicile (state or foreign country) | (D)<br>Total income | (E)<br>End-of-year assets | (F)<br>Direct controlling entity |
|-----------------------------------------------------|-------------------------|--------------------------------------------------|---------------------|---------------------------|----------------------------------|
|                                                     |                         |                                                  |                     |                           |                                  |
|                                                     |                         |                                                  |                     |                           |                                  |
|                                                     |                         |                                                  |                     |                           |                                  |
|                                                     |                         |                                                  |                     |                           |                                  |
|                                                     |                         |                                                  |                     |                           |                                  |
|                                                     |                         |                                                  |                     |                           |                                  |

Part II

Identification of Related Tax-Exempt Organizations

| (A)<br>Name, address, and EIN of related organization                                                         | (B)<br>Primary activity | (C)<br>Legal domicile (state or foreign country) | (D)<br>Exempt Code section | (E)<br>Public charity status (if section 501(c)(3)) | (F)<br>Direct controlling entity |
|---------------------------------------------------------------------------------------------------------------|-------------------------|--------------------------------------------------|----------------------------|-----------------------------------------------------|----------------------------------|
| Canadian Institute for Supply Management<br><br>130 King Street West Ste 1800<br>Toronto, canada M5X1E3<br>CA | training/education      | CA                                               |                            |                                                     |                                  |
|                                                                                                               |                         |                                                  |                            |                                                     |                                  |
|                                                                                                               |                         |                                                  |                            |                                                     |                                  |
|                                                                                                               |                         |                                                  |                            |                                                     |                                  |
|                                                                                                               |                         |                                                  |                            |                                                     |                                  |
|                                                                                                               |                         |                                                  |                            |                                                     |                                  |
|                                                                                                               |                         |                                                  |                            |                                                     |                                  |

Part III

Identification of Related Organizations Taxable as a Partnership

| (A)<br>Name, address, and EIN of<br>related organization | (B)<br>Primary activity | (C)<br>Legal<br>domicile<br>(state or<br>foreign<br>country) | (D)<br>Direct controlling<br>entity | (E)<br>Predominant<br>income(related,<br>investment,<br>unrelated) | (F)<br>Share of total income | (G)<br>Share of end-of-<br>year assets | (H)<br>Disproporionate<br>allocations? |    | (I)<br>Code V—UBI amount<br>on<br>Box 20 of K-1 | (J)<br>General or<br>managing<br>partner? |    |
|----------------------------------------------------------|-------------------------|--------------------------------------------------------------|-------------------------------------|--------------------------------------------------------------------|------------------------------|----------------------------------------|----------------------------------------|----|-------------------------------------------------|-------------------------------------------|----|
|                                                          |                         |                                                              |                                     |                                                                    |                              |                                        | Yes                                    | No |                                                 | Yes                                       | No |
|                                                          |                         |                                                              |                                     |                                                                    |                              |                                        |                                        |    |                                                 |                                           |    |
|                                                          |                         |                                                              |                                     |                                                                    |                              |                                        |                                        |    |                                                 |                                           |    |
|                                                          |                         |                                                              |                                     |                                                                    |                              |                                        |                                        |    |                                                 |                                           |    |
|                                                          |                         |                                                              |                                     |                                                                    |                              |                                        |                                        |    |                                                 |                                           |    |
|                                                          |                         |                                                              |                                     |                                                                    |                              |                                        |                                        |    |                                                 |                                           |    |
|                                                          |                         |                                                              |                                     |                                                                    |                              |                                        |                                        |    |                                                 |                                           |    |
|                                                          |                         |                                                              |                                     |                                                                    |                              |                                        |                                        |    |                                                 |                                           |    |

Part IV

Identification of Related Organizations Taxable as a Corporation or Trust

| (A)<br>Name, address, and EIN of related organization | (B)<br>Primary activity | (C)<br>Legal domicile<br>(state or<br>foreign<br>country) | (D)<br>Direct controlling<br>entity | (E)<br>Type of entity<br>(C corp, S corp,<br>or trust) | (F)<br>Share of total<br>income | (G)<br>Share of<br>end-of-year<br>assets | (H)<br>Percentage<br>ownership |
|-------------------------------------------------------|-------------------------|-----------------------------------------------------------|-------------------------------------|--------------------------------------------------------|---------------------------------|------------------------------------------|--------------------------------|
|                                                       |                         |                                                           |                                     |                                                        |                                 |                                          |                                |
|                                                       |                         |                                                           |                                     |                                                        |                                 |                                          |                                |
|                                                       |                         |                                                           |                                     |                                                        |                                 |                                          |                                |
|                                                       |                         |                                                           |                                     |                                                        |                                 |                                          |                                |
|                                                       |                         |                                                           |                                     |                                                        |                                 |                                          |                                |
|                                                       |                         |                                                           |                                     |                                                        |                                 |                                          |                                |
|                                                       |                         |                                                           |                                     |                                                        |                                 |                                          |                                |



Part V

Transactions with Related Organizations

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

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

b Gift, grant, or capital contribution to other organization(s)

c Gift, grant, or capital contribution from other organization(s)

d Loans or loan guarantees to or for other organization(s)

e Loans or loan guarantees by other organization(s)

f Sale of assets to other organization(s)

g Purchase of assets from other organization(s)

h Exchange of assets

i Lease of facilities, equipment, or other assets to other organization(s)

j Lease of facilities, equipment, or other assets from other organization(s)

k Performance of services or membership or fundraising solicitations for other organization(s)

l Performance of services or membership or fundraising solicitations by other organization(s)

m Sharing of facilities, equipment, mailing lists, or other assets

n Sharing of paid employees

o Reimbursement paid to other organization for expenses

p Reimbursement paid by other organization for expenses

q Other transfer of cash or property to other organization(s)

r Other transfer of cash or property from other organization(s)

Yes

No

1a

1b

1c

1d

1e

1f

1g

1h

1i

1j

1k

1l

1m

1n

1o

1p

1q

1r

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

No

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)<br>Name of other organization(s) | (B)<br>Transaction<br>type(a-r) | (C)<br>Amount Involved |
|--------------------------------------|---------------------------------|------------------------|
| (1)                                  |                                 |                        |
| (2)                                  |                                 |                        |
| (3)                                  |                                 |                        |
| (4)                                  |                                 |                        |
| (5)                                  |                                 |                        |
| (6)                                  |                                 |                        |

Schedule R (Form 990) 2008

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.

[illegible]