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Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

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

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

OMB No 15-5-0047

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

Please use IRS label or print or type See Specific Instructions

C Name of organization: INDEPENDENT INSURANCE AGENTS &
Doing Business As: BROKERS OF AMERICA, INC
Number and street (or P O box if mail is not delivered to street address): 127 SOUTH PEYTON STREET
Room/suite:
City or town, state or country, and ZIP + 4: ALEXANDRIA, VA 22314

D Employer identification number: 13-5665571

E Telephone number: (703) 683-4422

G Gross receipts $ 17,492,242.

F Name and address of principal officer: ROBERT RUSBULDT, 127 S. PEYTON ST. ALEXANDRIA, VA 22314

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) (6) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ WWW.INDEPENDENTAGENT.COM

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

L Year of formation: 1896 **M** State of legal domicile: NY

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities
TO PROMOTE AND REPRESENT THE COMMON BUSINESS INTERESTS OF INDEPENDENT INSURANCE AGENTS AND BROKERS WITHIN THE INDUSTRY AND BEFORE GOVERNMENT AND THE PUBLIC.

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	53
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	51
5	Total number of employees (Part V, line 2a)	5	93
6	Total number of volunteers (estimate if necessary)	6	100
7a	Total gross unrelated business revenue from Part VIII, line 12, column (C)	7a	NONE
b	Net unrelated business taxable income from Form 990-T, line 34	7b	NONE

Revenue

		Prior Year	Current Year
8	Contribution and grants (Part VIII, line 1h)		
9	Program service revenue (Part VIII, line 2g)	10,661,155.	10,527,257.
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	293,529.	-1,293,090.
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	79,629.	96,812.
12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	11,034,313.	9,330,979.

Expenses

13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	100,000.	154,064.
14	Benefits paid to or for members (Part IX, column (A), line 4)		NONE
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	9,638,158.	9,598,127.
16a	Professional fundraising fees (Part IX, column (A), line 11e)		NONE
b	Total fundraising expenses, Part IX, column (D), line 25) ▶		
17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24f)	1,799,823.	659,687.
18	Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)	11,537,981.	10,411,878.
19	Revenue less expenses Subtract line 18 from line 12	-503,668.	-1,080,899.

Net Assets or Fund Balances

		Beginning of Year	End of Year
20	Total assets (Part X, line 16)	33,644,525.	30,653,316.
21	Total liabilities (Part X, line 26)	11,811,910.	8,494,211.
22	Net assets or fund balances Subtract line 21 from line 20	21,832,615.	22,159,105.

Part II Signature Block

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

Sign Here

▶ E. Stevenson Cocke — Signature of officer — Date 7-14-2010

▶ E. Stevenson Cocke — Type or print name and title

Paid Preparer's Use Only

Preparer's signature ▶ Ronald D. Orth — Date 7/14/10 — Check if self-employed ▶ ☐ — Preparer's identifying number (see instructions)

Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ WATKINS MEEGAN LLC, 7700 WISCONSIN AVENUE, SUITE 500 BETHESDA, MD 20814 — EIN ▶ 52-1297695 — Phone no ▶ 301-654-7555

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

For Privacy Act and Paperwork Reduction Act Notice, see the separate instructions. Form **990** (2008)

JSA
8E1010 2 000

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

1 Briefly describe the organization's mission.

TO PROMOTE AND REPRESENT THE COMMON BUSINESS INTERESTS OF INDEPENDENT INSURANCE AGENTS AND BROKERS WITHIN THE INDUSTRY AND BEFORE GOVERNMENT AND THE PUBLIC.

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

If "Yes" describe these new services on Schedule O

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

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

4 Describe the exempt purpose achievements for each of the organization's three largest program services by expenses Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code. _____) (Expenses $ _____ including grants of $ _____) (Revenue $ _____)

EDUCATIONAL PROGRAMS ARE PROVIDED FOR INDUSTRY MEMBERS TO ADDRESS CURRENT BUSINESS TOPICS RELEVANT TO THE INDEPENDENT INSURANCE AGENT. THE INDEPENDENT INSURANCE AGENCY SYSTEM IS PROMOTED THROUGH ADVERTISING AND OTHER METHODS.

4b (Code. _____) (Expenses $ _____ including grants of $ _____) (Revenue $ _____)

AGENTS COUNCIL FOR TECHNOLOGY "ACT" IS A PARTNERSHIP OF INDEPENDENT AGENTS, COMPANIES, TECHNOLOGY VENDORS, USER GROUPS, AND ASSOCIATIONS DEDICATED TO ENHANCING THE USE OF TECHNOLOGY AND IMPROVING WORK FLOWS WITHIN THE INDEPENDENT AGENCY SYSTEM.

4c (Code. _____) (Expenses $ _____ including grants of $ _____) (Revenue $ _____)

FUTURE ONE IS A PARTNERSHIP BETWEEN IIABA AND COMPANIES FOR THE DEVELOPMENT AND RESEARCH OF AGENCY COORDINATION AND PROMOTION.

4d Other program services (Describe in Schedule O) SEE STATEMENT 1

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

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

Part IV · Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1		X
2	Is the organization required to complete Schedule B, Schedule of Contributors?	2		X
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3	X	
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities? *If "Yes," complete Schedule C, Part II*	4		
5	**Sections 501(c)(4), 501(c)(5), and 501(c)(6) organizations.** Is the organization subject to the section 6033(e) notice and reporting requirement and proxy tax? *If "Yes," complete Schedule C, Part III*	5	X	
6	Did the organization maintain any donor advised funds or any accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		X
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		X
10	Did the organization hold assets in term, permanent, or quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		X
11	Did the organization report an amount in Part X, lines 10, 12, 13, 15, or 25? *If "Yes," complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable*	11	X	
12	Did the organization receive an audited financial statement for the year for which it is completing this return that was prepared in accordance with GAAP? *If "Yes," complete Schedule D, Parts XI, XII, and XIII*	12	X	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		X
14a	Did the organization maintain an office, employees, or agents outside of the U S ?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, and program service activities outside the U S ? *If "Yes," complete Schedule F, Part I*	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or assistance to any organization or entity located outside the United States? *If "Yes," complete Schedule F, Part II*	15		X
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or assistance to individuals located outside the United States? *If "Yes," complete Schedule F, Part III*	16		X
17	Did the organization report more than $15,000 on Part IX, column (A), line 11e? *If "Yes," complete Schedule G, Part I*	17		X
18	Did the organization report more than $15,000 total on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		X
19	Did the organization report more than $15,000 on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		X
20	Did the organization operate one or more hospitals? *If "Yes," complete Schedule H*	20		X
21	Did the organization report more than $5,000 on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21	X	
22	Did the organization report more than $5,000 on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22	X	
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5,? *If "Yes," complete Schedule J*	23	X	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer questions 24b-24d and complete Schedule K If "No," go to question 25*	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3) and 501(c)(4) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		
b	Did the organization become aware that it had engaged in an excess benefit transaction with a disqualified person from a prior year? *If "Yes," complete Schedule L, Part I*	25b		
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? *If "Yes," complete Schedule L, Part II*	26		X
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, or substantial contributor, or to a person related to such an individual? *If "Yes," complete Schedule L, Part III*	27		X

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
28	During the tax year, did any person who is a current or former officer, director, trustee, or key employee:			
a	Have a direct business relationship with the organization (other than as an officer, director, trustee, or employee), or an indirect business relationship through ownership of more than 35% in another entity (individually or collectively with other person(s) listed in Part VII, Section A)? *If "Yes," complete Schedule L, Part IV*	28a		X
b	Have a family member who had a direct or indirect business relationship with the organization? *If "Yes," complete Schedule L, Part IV*	28b	X	
c	Serve as an officer, director, trustee, key employee, partner, or member of an entity (or a shareholder of a professional corporation) doing business with the organization? *If "Yes," complete Schedule L, Part IV*	28c		X
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29		X
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations section 301.7701-2 and 301 7701-3? *If "Yes," complete Schedule R, Part I*	33		X
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1*	34	X	
35	Is any related organization a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35	X	
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		X

Part V Statements Regarding Other IRS Filings and Tax Compliance

				Yes	No
1a	Enter the number reported in Box 3 of Form 1096, Annual Summary and Transmittal of U S Information Returns Enter -0- if not applicable	1a	26		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b	NONE		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c			
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	93		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b		X	
	Note: If the sum of lines 1a and 2a is greater than 250, you may be required to *e-file* this return. (see instructions)				
3a	Did the organization have unrelated business gross income of $1,000 or more during the year covered by this return?	3a			X
b	If "Yes," has it filed a Form 990-T for this year? *If "No," provide an explanation in Schedule O*	3b			
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a			X
b	If "Yes," enter the name of the foreign country. ▶ See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.				
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a			X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b			X
c	If "Yes," to question 5a or 5b, did the organization file Form 8886-T, Disclosure by Tax-Exempt Entity Regarding Prohibited Tax Shelter Transaction?	5c			
6a	Did the organization solicit any contributions that were not tax deductible?	6a			X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b			
7	**Organizations that may receive deductible contributions under section 170(c).**				
a	Did the organization provide goods or services in exchange for any quid pro quo contribution of more than $75?	7a			
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b			
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c			
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d			
e	Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e			
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f			
g	For all contributions of qualified intellectual property, did the organization file Form 8899 as required?	7g			
h	For contributions of cars, boats, airplanes, and other vehicles, did the organization file a Form 1098-C as required?	7h			
8	**Section 501(c)(3) and other sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.** Did the supporting organization, or a fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	8			
9	**Section 501(c)(3) and other sponsoring organizations maintaining donor advised funds.**				
a	Did the organization make any taxable distributions under section 4966?	9a			
b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b			
10	**Section 501(c)(7) organizations.** Enter.				
a	Initiation fees and capital contributions included on Part VIII, line 12	10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b			
11	**Section 501(c)(12) organizations.** Enter.				
a	Gross income from members or shareholders	11a			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)	11b			
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?	12a			
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b			

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

Section A. Governing Body and Management

			Yes	No
	For each "Yes" response to lines 2-7b below, and for a "No" response to lines 8 or 9b below, describe the circumstances, process, or changes in Schedule O See instructions			
1a	Enter the number of voting members of the governing body 1a 53			
b	Enter the number of voting members that are independent 1b 51			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		X
4	Did the organization make any significant changes to its organizational documents since the prior Form 990 was filed?	4		X
5	Did the organization become aware during the year of a material diversion of the organization's assets?	5		X
6	Does the organization have members or stockholders?	6	X	
7a	Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?	7a	X	
b	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?	7b		X
8	Did the organizations contemporaneously document the meetings held or written actions undertaken during the year by the following			
a	The governing body?	8a	X	
b	Each committee with authority to act on behalf of the governing body?	8b	X	
9a	Does the organization have local chapters, branches, or affiliates?	9a	X	
b	If "Yes," does the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with those of the organization?	9b	X	
10	Was a copy of the Form 990 provided to the organization's governing body before it was filed? All organizations must describe in Schedule O the process, if any, the organization uses to review the Form 990	10		X
11	Is there any officer, director or trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? *If "Yes," provide the names and addresses in Schedule O*	11		X

Section B. Policies

			Yes	No
12a	Does the organization have a written conflict of interest policy? *If "No," go to line 13*	12a	X	
b	Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X	
c	Does the organization regularly and consistently monitor and enforce compliance with the policy? *If "Yes," describe in Schedule O how this is done*	12c	X	
13	Does the organization have a written whistleblower policy?	13	X	
14	Does the organization have a written document retention and destruction policy?	14	X	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision			
a	The organization's CEO, Executive Director, or top management official?	15a	X	
b	Other officers or key employees of the organization?	15b		X
	Describe the process in Schedule O (see instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		X
b	If "Yes," has the organization adopted a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶

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

☐ Own website ☐ Another's website ☒ Upon request

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

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization: ▶STEVE COCKE 127 S. PEYTON ST. ALEXANDRIA, VA 22314 703-683-4422

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

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

1a Complete this table for all persons required to be listed Use Schedule J-2 if additional space is needed.

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

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

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

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
SEE SCHEDULE J-2										

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

(A) Name and title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
1b Total ▶								3,933,378.	NONE	477,143.

2 Total number of individuals (including those in 1a) who received more than $100,000 in reportable compensation from the organization ▶ 25

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

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization

(A) Name and business address	(B) Description of services	(C) Compensation
SEE STATEMENT 2		

2 Total number of independent contractors (including those in 1) who received more than $100,000 in compensation from the organization ▶ 15

Part VIII Statement of Revenue 13-5665571

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1a Federated campaigns	1a				
	b Membership dues	1b				
	c Fundraising events	1c				
	d Related organizations	1d				
	e Government grants (contributions)	1e				
	f All other contributions, gifts, grants, and similar amounts not included above	1f				
	g Noncash contributions included in lines 1a-1f $					
	h **Total.** Add lines 1a-1f					
Program Service Revenue		**Business Code**				
	2a ANNUAL CONVENTION	900099	957,281.			957,281.
	b MEMBER DUES	900099	6,924,022.	6,924,022.		
	c BEST PRACTICES	900099	63,618.	63,618.		
	d PROGRAM SUPPORT	900099	775,372.	775,372.		
	e EDUCATION PROGRAMS	900099	1,783,706.	491,979.		1,291,727.
	f All other program service revenue	900099	23,258.	23,258.		
	g **Total.** Add lines 2a-2f		10,527,257.			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts) STMT 3.		224,816.			224,816.
	4 Income from investment of tax-exempt bond proceeds		NONE			
	5 Royalties		NONE			
		(i) Real / (ii) Personal				
	6a Gross Rents	327,465.				
	b Less rental expenses	230,985.				
	c Rental income or (loss)	96,480.				
	d Net rental income or (loss)		96,480.			96,480.
		(i) Securities / (ii) Other				
	7a Gross amount from sales of assets other than inventory	6,412,372.				
	b Less cost or other basis and sales expenses	7,930,278.				
	c Gain or (loss)	-1,517,906.				
	d Net gain or (loss)		-1,517,906.			-1,517,906.
	8a Gross income from fundraising events (not including $ _____ of contributions reported on line 1c) See Part IV, line 18 a					
	b Less direct expenses b					
	c Net income or (loss) from fundraising events		NONE			
	9a Gross income from gaming activities See Part IV, line 19 a					
	b Less direct expenses b					
	c Net income or (loss) from gaming activities		NONE			
	10a Gross sales of inventory, less returns and allowances a					
	b Less cost of goods sold b					
	c Net income or (loss) from sales of inventory		NONE			
	Miscellaneous Revenue	**Business Code**				
	11a MISCELLANEOUS	900099	332.	332.		
	b					
	c					
	d All other revenue					
	e **Total.** Add lines 11a-11d		332.			
	12 **Total Revenue.** Add lines 1h, 2g, 3, 4, 5, 6d, 7d, 8c, 9c, 10c, and 11e		9,330,979.	8,278,581.	NONE	1,052,398.

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns.
All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the U S See Part IV, line 21	125,000.			
2 Grants and other assistance to individuals in the U S See Part IV, line 22	29,064.			
3 Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16	NONE			
4 Benefits paid to or for members	NONE			
5 Compensation of current officers, directors, trustees, and key employees	3,580,805.			
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	NONE			
7 Other salaries and wages	4,763,248.			
8 Pension plan contributions (include section 401 (k) and section 403(b) employer contributions)	261,778.			
9 Other employee benefits	555,287.			
10 Payroll taxes	437,009.			
11 Fees for services (non-employees)				
a Management	NONE			
b Legal	59,299.			
c Accounting	59,749.			
d Lobbying	263,546.			
e Professional fundraising services See Part IV, line 17	NONE			
f Investment management fees	NONE			
g Other	754,204.			
12 Advertising and promotion	109,266.			
13 Office expenses	688,575.			
14 Information technology	693,900.			
15 Royalties	NONE			
16 Occupancy	577,161.			
17 Travel	426,446.			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials	NONE			
19 Conferences, conventions, and meetings	1,095,208.			
20 Interest	NONE			
21 Payments to affiliates	NONE			
22 Depreciation, depletion, and amortization	348,988.			
23 Insurance	115,052.			
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 REIMBURSEMENTS OF EXPENSES	-5,238,624.			
b SPECIAL ACTIVITIES	91,591.			
c COMMUNITY RELATIONS &				
d OUTSIDE MEMBERSHIPS	215,052.			
e MEMBER PROJECTS	196,900.			
f All other expenses	203,374.			
25 **Total functional expenses.** Add lines 1 through 24f	10,411,878.			
26 **Joint Costs.** Check here ▶ ☐ If following SOP 98-2 Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X Balance Sheet

			(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing	432,336.	1	331,165.
	2	Savings and temporary cash investments		2	
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	212,050.	4	166,310.
	5	Receivables from current and former officers, directors, trustees, key employees, or other related parties Complete Part II of Schedule L		5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sales or use		8	
	9	Prepaid expenses and deferred charges	295,412.	9	143,486.
	10a	Land, buildings, and equipment cost basis 10a 10,411,098.			
	b	Less: accumulated depreciation Complete Part VI of Schedule D 10b 6,621,492.	4,180,506.	10c	3,789,606.
	11	Investments - publicly traded securities	10,449,361.	11	7,469,290.
	12	Investments - other securities. See Part IV, line 11	9,307,117.	12	12,148,321.
	13	Investments - program-related See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets See Part IV, line 11	8,767,743.	15	6,605,138.
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)	33,644,525.	16	30,653,316.
Liabilities	17	Accounts payable and accrued expenses	2,020,146.	17	1,419,312.
	18	Grants payable		18	
	19	Deferred revenue	431,010.	19	270,454.
	20	Tax-exempt bond liabilities		20	
	21	Escrow account liability Complete Part IV of Schedule D		21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable		24	
	25	Other liabilities Complete Part X of Schedule D	9,360,754.	25	6,804,445.
	26	**Total liabilities.** Add lines 17 through 25	11,811,910.	26	8,494,211.
Net Assets or Fund Balances		**Organizations that follow SFAS 117, check here ▶ [X] and complete lines 27 through 29, and lines 33 and 34.**			
	27	Unrestricted net assets	21,832,615.	27	22,159,105.
	28	Temporarily restricted net assets		28	
	29	Permanently restricted net assets		29	
		Organizations that do not follow SFAS 117, check here ▶ [ ] and complete lines 30 through 34.			
	30	Capital stock or trust principal, or current funds		30	
	31	Paid-in or capital surplus, or land, building, or equipment fund		31	
	32	Retained earnings, endowment, accumulated income, or other funds		32	
	33	Total net assets or fund balances	21,832,615.	33	22,159,105.
	34	Total liabilities and net assets/fund balances	33,644,525.	34	30,653,316.

Part XI Financial Statements and Reporting

			Yes	No
1	Accounting method used to prepare the Form 990 [ ] Cash [X] Accrual [ ] Other			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
b	Were the organization's financial statements audited by an independent accountant?	2b	X	
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	X	
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		X
b	If "Yes," did the organization undergo the required audit or audits?	3b		

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

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

▶ **To be completed by organizations described below.**

▶ **Attach to Form 990 or Form 990-EZ.**

OMB No 1545-0047

2008

Open to Public Inspection

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

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

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

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

If the organization answered "Yes," to Form 990, Part IV, line 5 (Proxy Tax), then

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

Name of organization	Employer identification number
INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA	13-5665571

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

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.

2 Political expenditures . . . . . ▶ $ _____

3 Volunteer hours . . . . . _____

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

1 Enter the amount of any excise tax incurred by the organization under section 4955 . . . . . ▶ $ _____

2 Enter the amount of any excise tax incurred by organization managers under section 4955 . . ▶ $ _____

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? . . . . . ☐ Yes ☐ No

4a Was a correction made? . . . . . ☐ Yes ☐ No

b If "Yes," describe in Part IV

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

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities . . . . . ▶ $ NONE

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities . . . . . ▶ $ 18,000.

3 Total of direct and indirect exempt function expenditures Add lines 1 and 2 and enter here and on Form 1120-POL, line 17b . . . . . ▶ $ 18,000.

4 Did the filing organization file **Form 1120-POL** for this year? . . . . . ☒ Yes ☐ No

5 State the names, addresses and employer identification number (EIN) of all section 527 political organizations to which payments were made. Enter the amount paid and indicate if the amount was paid from the filing organization's funds or were political contributions received and promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0-
REPUBLICAN GOVERNORS ASSOCIATION	1747 PENNSYLVANIA AVEN WASHINGTON, DC 20006	11-3655877	15,000.	NONE

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

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

B Check ▶ ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)		
b Total lobbying expenditures to influence a legislative body (direct lobbying)		
c Total lobbying expenditures (add lines 1a and 1b)		
d Other exempt purpose expenditures		
e Total exempt purpose expenditures (add lines 1c and 1d)		
f Lobbying nontaxable amount Enter the amount from the following table in both columns		
g Grassroots nontaxable amount (enter 25% of line 1f)		
h Subtract line 1g from line 1a Enter -0- if line g is more than line a		
i Subtract line 1f from line 1c Enter -0- if line f is more than line c		

If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:
Not over $500,000	20% of the amount on line 1e
Over $500,000 but not over $1,000,000	$100,000 plus 15% of the excess over $500,000
Over $1,000,000 but not over $1,500,000	$175,000 plus 10% of the excess over $1,000,000
Over $1,500,000 but not over $17,000,000	$225,000 plus 5% of the excess over $1,500,000
Over $17,000,000	$1,000,000

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ Yes ☐ No

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f of the instructions.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2005	(b) 2006	(c) 2007	(d) 2008	(e) Total
2a Lobbying non-taxable amount					
b Lobbying ceiling amount (150% line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots non-taxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

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

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

Part III-A **To be completed by all organizations exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).** See the instructions for Schedule C for details.

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

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

1	Dues, assessments and similar amounts from members	1	6,908,772.
2	Section 162(e) non-deductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a	Current year	2a	1,198,584.
b	Carryover from last year	2b	-506,705.
c	Total	2c	691,879.
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	1,259,469.
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5	Taxable amount of lobbying and political expenditures (line 2c total minus 3 and 4)	5	-567,590.

Part IV **Supplemental Information**

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

Part IV **Supplemental Information** *(continued)*

SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the organization: INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number: 13-5665571

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" to Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate contributions to (during year)		
3	Aggregate grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

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

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

1 Purpose(s) of conservation easements held by the organization (check all that apply)

☐ Preservation of land for public use (e g., recreation or pleasure)
☐ Protection of natural habitat
☐ Preservation of open space
☐ Preservation of an historically importantly land area
☐ Preservation of certified historic structure

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 ▶ $ _____

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

3 Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply):

a ☐ Public exhibition
b ☐ Scholarly research
c ☐ Preservation for future generations
d ☐ Loan or exchange programs
e ☐ Other _____

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

5 During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection? ☐ Yes ☐ No

Part IV Trust, Escrow and Custodial Arrangements. Complete if organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIV and complete the following table.

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

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

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

Part V Endowment Funds. Complete if organization answered "Yes" to Form 990, Part IV, line 10.

	(a) Current Year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c Investment earnings or losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

2 Provide the estimated percentage of the year end balance held as:

a Board designated or quasi-endowment ▶ _____ %
b Permanent endowment ▶ _____ %
c Term endowment ▶ _____ %

3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by

		Yes	No
(i) unrelated organizations	3a(i)		
(ii) related organizations	3a(ii)		
b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?	3b		

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

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

Description of investment	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Depreciation	(d) Book value
1a Land		1,627,600.		1,627,600.
b Buildings		5,817,891.	3,889,650.	1,928,241.
c Leasehold improvements				
d Equipment		730,361.	625,975.	104,386.
e Other		2,235,246.	2,105,868.	129,378.
Total. Add lines 1a-1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c))* ▶				3,789,605.

Part VII Investments - Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
Financial derivatives and other financial products		
Closely-held equity interests	12,148,321.	SEE STATEMENT 4
Other		
Total. *(Column (b) should equal Form 990, Part X, col (B) line 12)* ▶	12,148,321.	

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

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

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
DUE FROM AFFILIATES	6,420,587.
CSV OF LIFE INSURANCE	184,551.
Total *(Column (b) should equal Form 990, Part X, col (B) line 15)* ▶	6,605,138.

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

(a) Description of liability	(b) Amount
Federal income taxes	
DUE TO AFFILIATES	6,804,445.
Total. *(Column (b) should equal Form 990, Part X, col (B) line 25)* ▶	6,804,445.

In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48

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

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	9,330,979.
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	10,411,878.
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	-1,080,899.
4	Net unrealized gains (losses) on investments	4	556,185.
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	978,399.
9	Total adjustments (net) Add lines 4-8	9	1,534,584.
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	453,685.

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	27,249,157.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains on investments	2a	556,185.		
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIV)	2d	17,131,008.		
e	Add lines **2a** through **2d**			2e	17,687,193.
3	Subtract line **2e** from line **1**			3	9,561,964.
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	-230,985.		
c	Add lines **4a** and **4b**			4c	-230,985.
5	Total revenue Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12)			5	9,330,979.

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

1	Total expenses and losses per audited financial statements			1	26,795,472.
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	16,483,594.		
e	Add lines **2a** through **2d**			2e	16,483,594.
3	Subtract line **2e** from line **1**			3	10,311,878.
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	100,000.		
c	Add lines **4a** and **4b**			4c	100,000.
5	Total expenses Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18)			5	10,411,878.

Part XIV Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b

SEE PAGE 5

Part XIV Supplemental Information *(continued)*

FIN 48 FOOTNOTE

PART X

IIABA HAS ELECTED TO DEFER THE PROVISIONS OF FIN 48, ACCOUNTING FOR INCOME TAXES, UNDER THE PROVISIONS OF FSP FIN 48-3. IIABA USES A FAS 5, LOSS CONTINGENCIES, APPROACH FOR EVALUATING UNCERTAIN TAX POSITIONS. IIABA CONTINUALLY EVALUATES EXPIRING STATUTES OF LIMITATIONS, AUDITS, PROPOSED SETTLEMENTS, CHANGES IN TAX LAW, AND NEW AUTHORITATIVE RULINGS. LAW, AND NEW AUTHORITATIVE RULINGS.

REVENUE INCLUDED ON BOOKS AND NOT THE FORM 990

PART XII, LINE 2D

AFFILIATES' REVENUE INCLUDED IN THE AUDITED FINANCIAL STATEMENTS FOR WHICH SEPARATE RETURNS WERE FILED	16,187,297
PAC CONTRIBUTIONS	943,711
TOTAL	17,131,008

REVENUE INCLUDED ON FORM 990 AND NOT ON THE BOOKS

PART XII, LINE 4B

RENTAL EXPENSE NETTED AGAINST REVENUE ON FORM 990

Part XIV Supplemental Information *(continued)*

EXPENSE INCLUDED ON BOOKS AND NOT ON FORM 990

PART XIII,, LINE 2D

AFFILIATES' EXPENSES INCLUDED IN THE AUDITED FINANCIAL STATEMENTS FOR WHICH SEPARATE RETURNS ARE FILED 15,436,093

RENTAL EXPENSE NETTED AGAINST REVENUE ON FORM 990 230,985

PAC ACTIVITY 816,516

16,483,594

EXPENSE INCLUDED ON FORM 990 AND NOT ON BOOKS

PART XIII, LINE 4B

CONTRIBUTIONS TO AFFILIATE ELIMINATED ON CONSOLIDATED FINANCIAL STATEMENTS $100,000

OTHER CHANGES IN NET ASSETS ON THE BOOKS AND NOT FORM 990

PART XI, LINE 8

AFFILIATES' NET INCOME INCLUDED IN THE AUDITED FINANCIAL STATEMENTS FOR WHICH SEPARATE RETURNS ARE FILED

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

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

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number 13-5665571

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? . . . . . [X] Yes [ ] No

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II Grants and Other Assistance to Governments and Organizations in the United States.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than $5,000 Check this box if no one recipient received more than $5,000 Use Part IV and Schedule I-1 (Form 990) if additional space is needed . . . . . ▶ [ ]

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
TRUSTED CHOICE 127 SOUTH PEYTON ST, ALEXANDRIA, VA 22314	54-2052195	501 (C) 6	100,000.	NONE	N/A	N/A	OPERATIONAL SUPPORT
PROJECT INVEST 127 SOUTH PEYTON ST, ALEXANDRIA, VA 22314	13-3315296	501 (C) 3	25,000.	NONE	N/A	N/A	OPERATIONAL SUPPORT

2 Enter total number of section 501(c)(3) and government organizations . . . . . ▶ 1

3 Enter total number of other organizations . . . . . ▶ 1

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

Schedule I (Form 990) 2008

JSA
8E1288 2 000

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
GRASSROOTS CONFERENCE SCHOLARSHIPS	26	11,564.	NONE	N/A	N/A
MEETING SCHOLARSHIPS FOR FIRST-TIME ATTENDEES	34	17,500.	NONE	N/A	N/A

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

PROCESS FOR MONITORING THE USE OF GRANT FUNDS

LINE 1B

IIABA REQUIRES ALL RECIPIENTS TO SUBMIT COPIES OF EXPENSES INCURRED.

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: INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number: 13-5665571

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 [X] First-class or charter travel [X] Travel for companions [X] Tax indemnification and gross-up payments [ ] Discretionary spending account [X] Housing allowance or residence for personal use [ ] Payments for business use of personal residence [X] Health or social club dues or initiation fees [ ] Personal services (e.g , maid, chauffeur, chef)		
b	If line 1a is checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain 1b		X
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	X	
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 [X] Compensation committee [X] Independent compensation consultant [ ] Form 990 of other organizations [X] Written employment contract [ ] Compensation survey or study [X] 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		X
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan? 4b	X	
c	Participate in, or receive payment from, an equity-based compensation arrangement? 4c		X
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III		
	Only 501(c)(3) and 501(c)(4) organizations must complete lines 5-8.		
5	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of		
a	The organization? 5a		
b	Any related organization? 5b		
	If "Yes" to line 5a or 5b, describe in Part III		
6	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of		
a	The organization? 6a		
b	Any related organization? 6b		
	If "Yes" to line 6a or 6b, describe in Part III		
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III 7		
8	Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe in Part III 8		

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

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

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

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
ROBERT A. RUSBULDT	(i)	396,500.	819,186.	268,270.	219,523.	12,223.	1,715,702.	990,780.
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
DEBRA L. PERKINS	(i)	328,713.	31,500.	20,100.	24,649.	NONE	404,962.	247,175.
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
EUGENE S. COCKE	(i)	165,787.	28,122.	4,804.	18,186.	12,223.	229,122.	109,925.
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
PAUL A. BUSE	(i)	238,751.	112,953.	NONE	20,380.	12,223.	384,307.	NONE
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
CHARLES E. SYMINGTON, JR.	(i)	310,277.	20,000.	5,005.	21,425.	12,223.	368,930.	NONE
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
DAVID G. EVANS	(i)	193,573.	72,000.	7,121.	19,011.	NONE	291,705.	NONE
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
THOMAS C. KOONCE	(i)	150,090.	7,500.	1,200.	15,651.	NONE	174,441.	NONE
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
ELIZABETH D. MONTGOMERY	(i)	154,489.	NONE	750.	13,646.	4,742.	173,627.	NONE
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
BARBARA MILLER-RICHARDS	(i)	148,724.	1,000.	NONE	12,358.	12,223.	174,305.	NONE
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
JASON P. PALS	(i)	141,523.	5,000.	NONE	14,407.	12,223.	173,153.	NONE
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
JOHN M. PRIBLE	(i)	138,947.	7,500.	NONE	11,391.	8,436.	166,274.	NONE
	(ii)	NONE	NONE	NONE	NONE	NONE	NONE	NONE
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Part III Supplemental Information

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

SCHEDULE J

SCHEDULE J, PART I, LINE 1A

PER COMPANY POLICY, ROBERT RUSBULDT AND THE CHAIRMAN FLY FIRST CLASS, ALTHOUGH THEY ONLY OCCASIONALLY DO.

TRAVEL FOR COMPANIONS BENEFIT IS RECEIVED BY ROBERT RUSBULDT, DEBRA PERKINS, AND ALL EXECUTIVE COMMITTEE MEMBERS (PER COMPANY POLICY), INCLUDING ROBERT FULWIDER, ALEX SOTO, C. BRETT NILSSON, J. DAVID DANIEL, J. MICHAEL MILEY, MICHAEL DONOHOE, ROBERT BRAMLETT, AND THOMAS MINKLER.

GROSS UP PAYMENTS ARE ALLOWED FOR THOSE RECEIVING TRAVEL FOR COMPANIONS BENEFITS. ROBERT RUSBULDT (CEO) RECEIVES GROSS UP PAYMENTS ON ALL BENEFITS.

DAVID EVANS RECEIVES A HOUSING ALLOWANCE TO RESIDE AT A HOTEL WHILE IN TOWN WORKING IN THE IIABA OFFICE; HE IS REIMBURSED 2/3 OF EXPENSES PAID.

HEALTH CLUB DUES ARE PAID FOR ROBERT RUSBULDT, ELIZABETH MONTGOMERY, AND

Part III Supplemental Information

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

DEBRA PERKINS. OTHER CLUB DUES ARE PAID FOR EUGENE COCKE, ROBERT RUSBULDT, CHARLES SYMINGTON, AND JOHN PRIBLE.

SUPPLEMENTAL NONQUALIFIED RETIREMENT PLAN

SCHEDULE J, PART I, LINE 4B

IIABA HAS A DEFERRED COMPENSATION PLAN FOR ITS CHIEF EXECUTIVE OFFICER PURSUANT TO IRS CODE SECTIONS 409A AND 457(F).

WRITTEN POLICY REGARDING PAYMENT OF BENEFITS

PART I, LINE 1B

IIABA HAS AN EXPENSE REPORT POLICY WHICH SPECIFICALLY ADDRESSES SPOUSAL TRAVEL REIMBURSEMENT AND THE GROSS UP PAYMENT. HEALTH OR SOCIAL CLUB DUES ARE ADDRESSED ON A CASE-BY-CASE BASIS.

SCHEDULE J-2 (Form 990)

Department of the Treasury
Internal Revenue Service

Continuation Sheet for Form 990

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the Organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer Identification number 13-5665571

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

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
JOHN SWEENEY STATE DIRECTOR FOR AK	1.	X						NONE	NONE	NONE
JERE PEAK STATE DIRECTOR FOR AL	1.	X						NONE	NONE	NONE
ROLAND JULIAN STATE DIRECTOR FOR AR	1.	X						NONE	NONE	NONE
ROBERTA HOFFMAN STATE DIRECTOR FOR AZ	1.	X						NONE	NONE	NONE
ANDREW VALDIVIA STATE DIRECTOR FOR CA	1.	X						NONE	NONE	NONE
MICHAEL RIFKIN STATE DIRECTOR FOR CO	1.	X						NONE	NONE	NONE
SPENCER HOULDIN STATE DIRECTOR FOR CT	1.	X						NONE	NONE	NONE
THEODORE PAPPAS STATE DIRECTOR FOR DC	1.	X						NONE	NONE	NONE
JAMES WATKINS STATE DIRECTOR FOR DE	1.	X						NONE	NONE	NONE
TOM COTTON STATE DIRECTOR FOR FL	1.	X						NONE	NONE	NONE
JACK SHERRILL STATE DIRECTOR FOR GA	1.	X						NONE	NONE	NONE
MYLES MURAKAMI STATE DIRECTOR FOR HI	1.	X						NONE	NONE	NONE
TOM RICHARDSON STATE DIRECTOR FOR IA	1.	X						NONE	NONE	NONE
DOUGLAS BALL STATE DIRECTOR FOR ID	1.	X						NONE	NONE	NONE
BRIAN MCSHERRY STATE DIRECTOR FOR IL	1.	X						NONE	NONE	NONE
BEV BARNEY STATE DIRECTOR FOR IN	1.	X						NONE	NONE	NONE
GREG RENN STATE DIRECTOR FOR KS	1.	X						NONE	NONE	NONE
TOMMY ADAMS STATE DIRECTOR FOR KY	1.	X						NONE	NONE	NONE
RANDY LANOIX STATE DIRECTOR FOR LA	1.	X						NONE	NONE	NONE
JOSEPH P. LEAHY STATE DIRECTOR FOR MA	1.	X						NONE	NONE	NONE
MICHAEL MCCARTIN STATE DIRECTOR FOR MD	1.	X						NONE	NONE	NONE

SCHEDULE J-2 (Form 990)

Department of the Treasury
Internal Revenue Service

Continuation Sheet for Form 990

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the Organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer Identification number 13-5665571

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

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
SUSAN LESLIE STATE DIRECTOR FOR ME	1.	X						NONE	NONE	NONE
DAVID WALKER STATE DIRECTOR FOR MI	1.	X						NONE	NONE	NONE
DAVID SZCZEPANSKI STATE DIRECTOR FOR MN	1.	X						NONE	NONE	NONE
MITCHELL MILLS STATE DIRECTOR FOR MO	1.	X						NONE	NONE	NONE
DEBBIE SHEMPERT STATE DIRECTOR FOR MS	1.	X						NONE	NONE	NONE
ROBIN NELSON STATE DIRECTOR FOR MT	1.	X						NONE	NONE	NONE
DONALD EVANS STATE DIRECTOR FOR NC	1.	X						NONE	NONE	NONE
STEVE BAIN STATE DIRECTOR FOR ND	1.	X						NONE	NONE	NONE
JOHN DEARDORFF STATE DIRECTOR FOR NE	1.	X						NONE	NONE	NONE
DEAN MERRILL STATE DIRECTOR FOR NH	1.	X						NONE	NONE	NONE
CHARLES STULTS STATE DIRECTOR FOR NJ	1.	X						NONE	NONE	NONE
PATTY PADON STATE DIRECTOR FOR NM	1.	X						NONE	NONE	NONE
TOM BURNS STATE DIRECTOR FOR NV	1.	X						NONE	NONE	NONE
STEVEN SPIRO STATE DIRECTOR FOR NY	1.	X						NONE	NONE	NONE
GARY ROACH STATE DIRECTOR FOR OH	1.	X						NONE	NONE	NONE
VAUGHN GRAHAM STATE DIRECTOR FOR OK	1.	X						NONE	NONE	NONE
DEBBIE KRAMBEAL STATE DIRECTOR FOR OR	1.	X						NONE	NONE	NONE
WILLIAM SCHNEIDER STATE DIRECTOR FOR PA	1.	X						NONE	NONE	NONE
MYRON MITCHELL STATE DIRECTOR FOR RI	1.	X						NONE	NONE	NONE
JOHN BRADDY STATE DIRECTOR FOR SC	1.	X						NONE	NONE	NONE
GARY JOYCE STATE DIRECTOR FOR SD	1.	X						NONE	NONE	NONE

SCHEDULE J-2 (Form 990)

Department of the Treasury
Internal Revenue Service

Continuation Sheet for Form 990

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the Organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer Identification number 13-5665571

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

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
DAVIS PORCH, III STATE DIRECTOR FOR TN	1.	X						NONE	NONE	NONE
BILL HARRISON, JR. STATE DIRECTOR FOR TX	1.	X						NONE	NONE	NONE
J. CURTIS BREITWEISER STATE DIRECTOR FOR UT	1.	X						NONE	NONE	NONE
R. DAVID PRIEST STATE DIRECTOR FOR VA	1.	X						NONE	NONE	NONE
KIM KINNEY STATE DIRECTOR FOR VT	1.	X						NONE	NONE	NONE
MICHAEL RYDBOM STATE DIRECTOR FOR WA	1.	X						NONE	NONE	NONE
RAYMOND C. HANSEN STATE DIRECTOR FOR WI	1.	X						NONE	NONE	NONE
RUSSELL RUCKER, III STATE DIRECTOR FOR WV	1.	X						NONE	NONE	NONE
GREGG JACKSON STATE DIRECTOR FOR WY	1.	X						NONE	NONE	NONE
C. BRETT NILSSON CHAIRMAN	10.	X		X				40,237.	NONE	NONE
J. DAVID DANIEL CHAIRMAN-ELECT	5.	X		X				24,836.	NONE	NONE
ROBERT A. RUSBULDT CEO	60.			X				1,483,956.	NONE	231,746.
DEBRA L. PERKINS EXECUTIVE VP	60.			X				380,313.	NONE	24,649.
EUGENE S. COCKE CFO	50.			X				198,713.	NONE	30,409.
ROBERT FULWIDER IMMEDIATE PAST-CHAIRMAN	10.			X				42,258.	NONE	NONE
ALEX SOTO PAST-CHAIRMAN	5.			X				15,619.	NONE	NONE
J. MICHAEL MILEY VICE CHAIRMAN	5.			X				11,837.	NONE	NONE
MICHAEL R. DONOHOE EXECUTIVE COMMITTEE	5.			X				10,443.	NONE	NONE
ROBERT BRAMLETT EXECUTIVE COMMITTEE	5.			X				7,088.	NONE	NONE
THOMAS MINKLER EXECUTIVE COMMITTEE	5.			X				1,675.	NONE	NONE
PAUL A. BUSE SENIOR VP	50.				X			351,704.	NONE	32,603.

SCHEDULE J-2 (Form 990)

Department of the Treasury
Internal Revenue Service

Continuation Sheet for Form 990

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the Organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer Identification number 13-5665571

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

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
CHARLES E. SYMINGTON, JR. SENIOR VP	50.				X			335,282.	NONE	33,648.
DAVID G. EVANS SENIOR VP	50.				X			272,694.	NONE	19,011.
THOMAS C. KOONCE ASSISTANT VP	50.					X		158,790.	NONE	15,651.
ELIZABETH D. MONTGOMERY VP OF COMPANY RELATIONS	50.					X		155,239.	NONE	18,388.
BARBARA MILLER-RICHARDS NATIONAL DIRECTOR	50.					X		149,724.	NONE	24,581.
JASON P. PALS SYSTEM ARCHITECT	50.					X		146,523.	NONE	26,630.
JOHN M. PRIBLE ASSISTANT VP	50.					X		146,447.	NONE	19,827.

SCHEDULE L
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Transactions With Interested Persons

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

OMB No 1545-0047

2008

Open To Public Inspection

Name of the organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number 13-5665571

Part I Excess Benefit Transacations (section 501(c)(3) and section 501(c)(4) organizations only)

To be completed by organizations that answered "Yes" on Form 990, Part IV, lines 25a or 25b, or Form 990-EZ, Part V, line 40b.

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

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

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

Part II Loans to and/or From Interested Persons.

To be completed by organizations that answered "Yes" on Form 990, Part IV, line 26, or Form 990-EZ, Part V, line 38a.

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

Part III Grants or Assistance Benefitting Interested Persons.

To be completed by organizations that answered "Yes" on Form 990, Part IV, line 27

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of grant or type of assistance

Part IV Business Transactions Involving Interested Persons.

To be completed by organizations that answered "Yes" on Form 990, Part IV, lines 28a, 28b, or 28c

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues? Yes	(e) No
JACK ST. JOHN	FAMILY MEMBER OF CEO	152,985.	EMPLOYMENT		X

SCHEDULE O (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number 13-5665571

CLASSES AND RIGHTS OF MEMBERS

PART VI, LINES 6 & 7A

THE MEMBERSHIP CATEGORIES OF IIABA INCLUDE:

1) INSURANCE AGENCIES AND BROKERAGE FIRMS DOING BUSINESS AS INDIVIDUALS, PARTNERSHIPS, CORPORATIONS, OR OTHER FORMS OF BUSINESS ORGANIZATION ("AGENCY MEMBERS");

2) STATE ASSOCIATIONS OF WHICH THEY ARE MEMBERS AND RECOGNIZED BY THE BOARD IN ACCORDANCE WITH BOARD RULES ("STATE ASSOCIATIONS");

3) INSURANCE AGENCIES AND BROKERAGE FIRMS DOING BUSINESS AS INDIVIDUALS, PARNERSHIPS, CORPORATIONS, OR OTHER FORMS OF BUSINESS ORGANIZATION NOT ELIGIBLE FOR MEMBERSHIP IN IIABA THROUGH A STATE ASSOCIATION OR THE DISTRICT OF COLUMBIA ("INTERNATIONAL MEMBERS"), WITH SUCH RIGHTS, DUTIES, AND BENEFITS AS ARE DETERMINED BY THE BOARD; AND

4) SUCH OTHER MEMBERSHIP CATEGORIES AS ARE APPROVED BY THE BOARD ("OTHER MEMBERS"), WITH SUCH RIGHTS, DUTIES AND BENEFITS AS ARE DETERMINED BY THE BOARD.

AMENDMENTS OR REPEALS OF THE BYLAWS MUST BE APPROVED BY A TWO-THIRDS VOTE OF THE MEMBERS PRESENT AND VOTING AT A MEMBERSHIP MEETING OF THE ASSOCIATION, OR IN ANY OTHER MANNER APPROVED BY THE EXECUTIVE COMMITTEE.

ALL MEMBERS IN GOOD STANDING MAY VOTE ON ANY MATTER SUBJECT TO A VOTE AT

SCHEDULE O
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990

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

OMB No 1545-0047

2008

Open to Public Inspection

Name of the organization

Employer identification number

ALL MEMBERSHIP MEETINGS.

Name of the organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number 13-5665571

PROCESS FOR DETERMINING COMPENSATION OF THE CEO

PART VI, LINE 15A

DURING 2007, AN INDEPENDENT CONSULTANT WAS HIRED TO REVIEW AND RECOMMEND APPROPRIATE COMPENSATION.

Name of the organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number 13-5665571

WHETHER AND HOW THE ORGANIZATION MAKES CERTAIN DOCUMENTS AVAILABLE

PART VI, LINE 19

IIABA MAKES ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS AVAILABLE TO THE MEMBERSHIP ON THE LEADERSHIP PAGE OF ITS WEBSITE. THESE DOCUMENTS ARE NOT MADE AVAILABLE TO THE PUBLIC.

Name of the organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number 13-5665571

BOARD REVIEW OF THE 990

PART VI, LINE 10

THE FORM 990 IS REVIEWED LINE BY LINE BY THE DIRECTOR OF FINANCE AND CHIEF FINANCIAL OFFICER OF IIABA.

Name of the organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number 13-5665571

WHETHER AND HOW THE CONFLICT OF INTEREST POLICY IS MONITORED

PART VI, LINE 12C

THE CONFLICT OF INTEREST POLICY IS COMPLETED AND SIGNED ANNUALLY BY ALL OFFICERS AND EMPLOYEES DURING THE MONTH OF AUGUST. COPIES ARE KEPT ON FILE WITH THE LEGAL DEPARTMENT.

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

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

▶ See separate instructions.

OMB No 1545-0047

2008

Open to Public Inspection

Name of the organization INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA

Employer identification number 13-5665571

Part I Identification of Disregarded Entities

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

Part II Identification of Related Tax-Exempt Organizations

(A) Name, address, and EIN of related organization	(B) Primary activity	(C) Legal domicile (state or foreign country)	(D) Exempt Code section	(E) Public charity status (if section 501(c)(3))	(F) Direct controlling entity
TRUSTED CHOICE, INC. 54-2052195 127 SOUTH PEYTON STREET ALEXANDRIA, VA 22314	BRAND DVLPMNT	DE	501(C)(6)	N/A	N/A
PROJECT INVEST 13-3315296 127 SOUTH PEYTON STREET ALEXANDRIA, VA 22314	EDUCATION	NY	501(C)(3)	7	N/A
IIAA EDUCATIONAL FOUNDATION 51-0152307 127 SOUTH PEYTON STREET ALEXANDRIA, VA 22314	CHARITY	NY	501(C)(3)	11B, II	N/A
INDEPENDENT INS. AGENTS & BROKERS OF AM 23-7427151 127 SOUTH PEYTON STREET ALEXANDRIA, VA 22314	LOBBYING	NY	527	N/A	N/A

Part III Identification of Related Organizations Taxable as a Partnership

(A) Name, address, and EIN of related organization	(B) Primary activity	(C) Legal domicile (state or foreign country)	(D) Direct controlling entity	(E) Predominant income (related, investment, unrelated)	(F) Share of total income	(G) Share of end-of-year assets	(H) Disproportionate allocations? Yes	(H) No	(I) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(J) General or managing partner? Yes	(J) No

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

(A) Name, address, and EIN of related organization	(B) Primary activity	(C) Legal domicile (state or foreign country)	(D) Direct controlling entity	(E) Type of entity (C corp, S corp, or trust)	(F) Share of total income	(G) Share of end-of-year assets	(H) Percentage ownership
BIG "I" ADVANTAGE, INC. 20-0706318 127 SOUTH PEYTON STREET ALEXANDRIA, VA 22314	INSURANCE AGENTS	DE	IIABA	C	12,204,879.	6,095,942.	100.0000
IIAA MEMBERSHIP SERVICES, INC. 13-3211869 127 SOUTH PEYTON STREET ALEXANDRIA, VA 22314	PUBLISHING	VA	BIG "I" ADVNTG	C			
IIAA AGENCY ADMINISTRATIVE SERVICES, INC 54-1719430 127 SOUTH PEYTON STREET ALEXANDRIA, VA 22314	INSURANCE AGENTS	VA	BIG "I" ADVNTG	C			

Part V Transactions With Related Organizations

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

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

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

	(A) Name of other organization(s)	(B) Transaction type (a–r)	(C) Amount involved
(1)	IIAA AGENCY ADMINISTRATIVE SERVICES, INC.	A	1,215,754.
(2)		I	180,420.
(3)		K	1,248,964.
(4)		P	5,050,000.
(5)	IIAA MEMBERSHIP SERVICES, INC.	A	75,974.
(6)		K	267,342.

Part VI Unrelated Organizations Taxable as a Partnership

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

(A) Name, address, and EIN of entity	(B) Primary activity	(C) Legal domicile (state or foreign country)	(D) Are all partners section 501(c)(3) organizations?		(E) Share of end-of-year assets	(F) Disproportionate allocations?		(G) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(H) General or managing partner?	
			Yes	No		Yes	No		Yes	No

FORM 990, PART III, LINE 4D - OTHER PROGRAM SERVICES

DESCRIPTION	GRANTS	EXPENSES	REVENUE
CO-BRANDED WEBSITE IS A JOINT PROJECT OF IIABA AND 37 STATE ASSOCIATIONS DESIGNED TO CREATE A UNIFIED WEB PRESENCE FOR IIABA AND ITS MEMBERS.			
AGENTS ADVOCACY FUND			
THE TRUSTED CHOICE BIG "I" NATIONAL CHAMPIONSHIP			
TOTALS			

990, PART VII- COMPENSATION OF THE FIVE HIGHEST PAID IND. CONTRACTORS

NAME AND ADDRESS	DESCRIPTION OF SERVICES	COMPENSATION
CAREFIRST - BLUE CROSS/BLUE SHIELD P.O. BOX 79749 BALTIMORE, MD 21279-0749	HEALTH INSURANCE	657,386.
ADVERTISING PREMIUMS AND INCENTIVES 4471 NICOLE DRIVE LANHAM, MD 20706	SPECIALTY ITEMS	253,517.
NADA SERVICES CORPORATION 8400 WESTPARK DRIVE MCLEAN, VA 22102	BUILDING RENTAL	279,553.
MARRIOTT WARDMAN PARK 2660 WOODLEY ROAD, NW WASHINGTON, DC 20008	CONFERENCE & MEETING	336,731.
CAESAR'S PALACE PO BOX 17010 LAS VEGAS, NV 89114	BOARD MEETING	258,535.
TOTAL COMPENSATION		1,785,722.

FORM 990, PART VIII - INVESTMENT INCOME

DESCRIPTION	(A) TOTAL REVENUE	(B) RELATED OR EXEMPT REVENUE	(C) UNRELATED BUSINESS REV.	(D) EXCLUDED REVENUE
DIVIDENDS AND INTEREST FROM SECURITIES	224,816.			224,816.
TOTALS	224,816.			224,816.

SCHEDULE D, PART VII - INVESTMENTS - CLOSELY HELD EQUITY INTERESTS

DESCRIPTION	BOOK VALUE	COST OR FMV
INVESTMENT IN INSURBANC	3,582,980.	COST
INVESTMENT IN TRUSTED CHOICE	2,646,543.	COST
INVESTMENT IN BIG "I" ADVANTAGE, INC.	3,928,798.	COST
INVESTMENT IN BIRC	1,990,000.	COST
TOTALS	12,148,321.	

Form **8868**
(Rev April 2009)
Department of the Treasury
Internal Revenue Service

Application for Extension of Time To File an Exempt Organization Return

▶ File a separate application for each return

OMB No 1545-1709

- If you are filing for an **Automatic 3-Month Extension, complete only Part I** and check this box . . . . . ▶ [X]
- If you are filing for an **Additional (Not Automatic) 3-Month Extension, complete only Part II** (on page 2 of this form)

Do not complete Part II unless you have already been granted an automatic 3-month extension on a previously filed Form 8868

Part I **Automatic 3-Month Extension of Time.** Only submit original (no copies needed)

A corporation required to file Form 990-T and requesting an automatic 6-month extension - check this box and complete Part I only . . . . . ▶ [ ]

All other corporations (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns

Electronic Filing *(e-file)*. Generally, you can electronically file Form 8868 if you want a 3-month automatic extension of time to file one of the returns noted below (6 months for a corporation required to file Form 990-T). However, you cannot file Form 8868 electronically if (1) you want the additional (not automatic) 3-month extension or (2) you file Forms 990-BL, 6069, or 8870, group returns, or a composite or consolidated From 990-T Instead, you must submit the fully completed and signed page 2 (Part II) of Form 8868 For more details on the electronic filing of this form, visit *www irs gov/efile* and click on *e-file for Charities & Nonprofits*

Type or print	Name of Exempt Organization	**Employer identification number**
File by the due date for filing your return See instructions	INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA	13-5665571
	Number, street, and room or suite no If a P O box, see instructions 127 SOUTH PEYTON STREET	
	City, town or post office, state, and ZIP code For a foreign address, see instructions ALEXANDRIA, VA 22314	

Check type of return to be filed (file a separate application for each return)

[X]	Form 990	[ ]	Form 990-T (corporation)	[ ]	Form 4720
[ ]	Form 990-BL	[ ]	Form 990-T (sec 401(a) or 408(a) trust)	[ ]	Form 5227
[ ]	Form 990-EZ	[ ]	Form 990-T (trust other than above)	[ ]	Form 6069
[ ]	Form 990-PF	[ ]	Form 1041-A	[ ]	Form 8870

- The books are in the care of ▶ THE ORGANIZATION

Telephone No ▶ 703 683-4422 FAX No ▶ 703 683-7556

- If the organization does not have an office or place of business in the United States, check this box . . . . . ▶ [ ]
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____ If this is for the whole group, check this box . ▶ [ ] If it is for part of the group, check this box . . ▶ [ ] and attach a list with the names and EINs of all members the extension will cover

1 I request an automatic 3-month (6 months for a corporation required to file Form 990-T) extension of time until 04/15 ,2010 , to file the exempt organization return for the organization named above The extension is for the organization's return for

▶ [ ] calendar year _____ or
▶ [X] tax year beginning 09/01 ,2008 , and ending 08/31 ,2009

2 If this tax year is for less than 12 months, check reason [ ] Initial return [ ] Final return [ ] Change in accounting period

3a	If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits See instructions	3a	$	NONE
b	If this application is for Form 990-PF or 990-T, enter any refundable credits and estimated tax payments made Include any prior year overpayment allowed as a credit	3b	$	NONE
c	**Balance Due** Subtract line 3b from line 3a Include your payment with this form, or, if required, deposit with FTD coupon or, if required, by using EFTPS (Electronic Federal Tax Payment System) See instructions	3c	$	NONE

Caution. If you are going to make an electronic fund withdrawal with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions

For Privacy Act and Paperwork Reduction Act Notice, see Instructions Form **8868** (Rev 4-2009)

JSA
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- If you are filing for an **Additional (Not Automatic) 3-Month Extension, complete only Part II** and check this box . . . . . ▶ [X]

Note. Only complete Part II if you have already been granted an automatic 3-month extension on a previously filed Form 8868

- If you are filing for an **Automatic 3-Month Extension, complete only Part I** (on page 1)

Part II Additional (Not Automatic) 3-Month Extension of Time. Only file the original (no copies needed).

Type or print	Name of Exempt Organization	Employer identification number
File by the extended due date for filing the return See instructions	INDEPENDENT INSURANCE AGENTS & BROKERS OF AMERICA	13-5665571
	Number, street, and room or suite no If a P O box, see instructions 127 SOUTH PEYTON STREET	For IRS use only
	City, town or post office, state, and ZIP code For a foreign address, see instructions ALEXANDRIA, VA 22314	

Check type of return to be filed (File a separate application for each return)

[X] Form 990	[ ] Form 990-PF	[ ] Form 1041-A	[ ] Form 6069
[ ] Form 990-BL	[ ] Form 990-T (sec 401(a) or 408(a) trust)	[ ] Form 4720	[ ] Form 8870
[ ] Form 990-EZ	[ ] Form 990-T (trust other than above)	[ ] Form 5227	

STOP! Do not complete Part II if you were not already granted an automatic 3-month extension on a previously filed Form 8868.

- The books are in the care of ▶ THE ORGANIZATION
  Telephone No ▶ 703 683-4422 FAX No ▶ 703 683-7556
- If the organization does not have an office or place of business in the United States, check this box . . . . . ▶ [ ]
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____ If this is for the whole group, check this box . . . ▶ [ ] If it is for part of the group, check this box . . . ▶ [ ] and attach a list with the names and EINs of all members the extension is for.

4 I request an additional 3-month extension of time until 07/15/2010

5 For calendar year _____ , or other tax year beginning 09/01/2008 , and ending 08/31/2009

6 If this tax year is for less than 12 months, check reason. [ ] Initial return [ ] Final return [ ] Change in accounting period

7 State in detail why you need the extension TAXPAYER IS AWAITING INDEPENDENT THIRD PARTY INFORMATION NECESSARY TO FILE A COMPLETE AND ACCURATE RETURN. THE RETURN WILL BE FILED AS SOON AS THE INFORMATION IS AVAILABLE.

8a	If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits See instructions	8a	$	NONE
b	If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit and any amount paid previously with Form 8868	8b	$	NONE
c	**Balance Due.** Subtract line 8b from line 8a Include your payment with this form, or, if required, deposit with FTD coupon or, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	8c	$	NONE

Signature and Verification

Under penalties of perjury, I declare that I have examined this form, including accompanying schedules and statements, and to the best of my knowledge and belief it is true, correct, and complete, and that I am authorized to prepare this form

Signature ▶ [signature] Title ▶ CPA Date ▶ 4/12/10

WATKINS MEEGAN LLC
7700 WISCONSIN AVENUE, SUITE 500
BETHESDA, MD 20814