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"CHANGE OF ACCOUNTING PERIOD"

Short Form Return of Organization Exempt From Income Tax

Form **990-EZ**

Department of the Treasury Internal Revenue Service

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

▶ Sponsoring organizations of donor advised funds and controlling organizations as defined in section 512(b)(13) must file Form 990 All other organizations with gross receipts less than $500,000 and total assets less than $1,250,000 at the end of the year may use this form

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

OMB No 1545-1150

2009

Open to Public Inspection

A For the 2009 calendar year, or tax year beginning OCT 1, 2009 and ending DEC 31, 2009

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

Please use IRS label or print or type See Specific Instructions

C Name of organization: LAKELAND ASSOCIATION OF REALTORS INC

D Employer identification number: 59-6159096

Number and street (or P.O. box, if mail is not delivered to street address): 820 S FLORIDA AVE — Room/suite: 100

E Telephone number: 863-687-6111

City or town, state or country, and ZIP + 4: LAKELAND, FL 33801

F Group Exemption Number ▶

- Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

G Accounting method: ☐ Cash ☒ Accrual Other (specify) ▶

I Website: ▶ WWW.LAKELANDASSOCIATIONOFREALTORS.COM

H Check ▶ ☒ if the organization is **not** required to attach Schedule B (Form 990, 990-EZ, or 990-PF)

J Tax-exempt status (check only one) — ☒ 501(c)(6) ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527

K Check ▶ ☐ if the organization is not a section 509(a)(3) supporting organization **and** its gross receipts are normally **not** more than $25,000. A Form 990-EZ or Form 990 return is not required, but if the organization chooses to file a return, be sure to file a complete return.

L Add lines 5b, 6b, and 7b, to line 9 to determine gross receipts; if $500,000 or more, file Form 990 instead of Form 990-EZ ▶ $ 30,633.

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See the instructions for Part I.)

Revenue	1	Contributions, gifts, grants, and similar amounts received		1	
	2	Program service revenue including government fees and contracts		2	13,315.
	3	Membership dues and assessments		3	13,617.
	4	Investment income		4	316.
	5a	Gross amount from sale of assets other than inventory	5a		
	b	Less: cost or other basis and sales expenses	5b		
	c	Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)		5c	
	6	Special events and activities (complete applicable parts of Schedule G). If any amount is from **gaming**, check here ▶ ☐			
	a	Gross revenue (not including $ _____ of contributions reported on line 1)	6a		
	b	Less: direct expenses other than fundraising expenses	6b		
	c	Net income or (loss) from special events and activities (Subtract line 6b from line 6a)		6c	
	7a	Gross sales of inventory, less returns and allowances STMT 4	7a	1,135.	
	b	Less: cost of goods sold	7b	61.	
	c	Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)		7c	1,074.
	8	Other revenue (describe ▶ RENTAL INCOME)		8	2,250.
	9	**Total revenue.** Add lines 1, 2, 3, 4, 5c, 6c, 7c, and 8 ▶		9	30,572.
Expenses	10	Grants and similar amounts paid (attach schedule)		10	
	11	Benefits paid to or for members		11	
	12	Salaries, other compensation, and employee benefits		12	59,093.
	13	Professional fees and other payments to independent contractors		13	3,000.
	14	Occupancy, rent, utilities, and maintenance		14	20,298.
	15	Printing, publications, postage, and shipping		15	546.
	16	Other expenses (describe ▶ SEE STATEMENT 1)		16	54,353.
	17	**Total expenses.** Add lines 10 through 16 ▶		17	137,290.
Net Assets	18	Excess or (deficit) for the year (Subtract line 17 from line 9)		18	-106,718.
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)		19	657,496.
	20	Other changes in net assets or fund balances (attach explanation)		20	
	21	Net assets or fund balances at end of year. Combine lines 18 through 20 ▶		21	550,778.

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SCANNED JUN 22 2010

Part II Balance Sheets. If Total assets on line 25, column (B) are $1,250,000 or more, file Form 990 instead of Form 990-EZ.

(See the instructions for Part II.)

		(A) Beginning of year		(B) End of year
22	Cash, savings, and investments	609,755.	22	671,969.
23	Land and buildings	136,977.	23	147,927.
24	Other assets (describe ▶ SEE STATEMENT 2)	54,190.	24	53,772.
25	**Total assets**	800,922.	25	873,668.
26	**Total liabilities** (describe ▶ SEE STATEMENT 3)	143,426.	26	322,890.
27	**Net assets or fund balances** (line 27 of column (B) must agree with line 21)	657,496.	27	550,778.

Part III Statement of Program Service Accomplishments (See the instructions for Part III.)

What is the organization's primary exempt purpose? SEE STATEMENT 6

Describe what was achieved in carrying out the organization's exempt purposes. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title.

Expenses (Required for section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts, optional for others.)

28 PROMOTE AND ENHANCE THE EDUCATIONAL AND PROFESSIONAL STANDARDS OF REALTORS.

(Grants $) If this amount includes foreign grants, check here ▶ ☐ 28a

29

(Grants $) If this amount includes foreign grants, check here ▶ ☐ 29a

30

(Grants $) If this amount includes foreign grants, check here ▶ ☐ 30a

31 Other program services (attach schedule)

(Grants $) If this amount includes foreign grants, check here ▶ ☐ 31a

32 **Total program service expenses** (add lines 28a through 31a) ▶ 32

Part IV List of Officers, Directors, Trustees, and Key Employees. List each one even if not compensated (See the instructions for Part IV)

(a) Name and address	(b) Title and average hours per week devoted to position	(c) Compensation (If not paid, enter -0-.)	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
SYLVIA MILLER, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	PRESIDENT 5.00	0.	0.	0.
RICHARD DEMPSEY, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	PRESIDENT-ELECT 2.00	0.	0.	0.
BROOKS CHANDLER, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	SECRETARY 1.00	0.	0.	0.
SHAWN MCDONOUGH, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	TREASURER 2.00	0.	0.	0.
ARTHUR MATTSON, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	PAST-PRESIDENT 1.00	0.	0.	0.
BARBARA BARNES, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	EXECUTIVE VICE PRESIDENT 60.00	17,500.	4,413.	0.
RUSS RHOADS, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.
PEGGY WEINSTEIN, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.
DEBBIE WARD-TERRY, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.
JERE GAULT, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.
PENNY EVANS, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.
EUGENE STRICKLAND, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.
SHEILA MANNARELLI, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.
CORY PETCOFF, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.
DR MARIA NEGRON, 820 S FLORIDA AVE SUITE 100, LAKELAND, FL 33801	DIRECTOR 1.00	0.	0.	0.

Part V Other Information (Note the statement requirements in the instructions for Part V.)

			Yes	No
33	Did the organization engage in any activity not previously reported to the IRS? If "Yes," attach a detailed description of each activity	33		X
34	Were any changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the changes	34		X
35	If the organization had income from business activities, such as those reported on lines 2, 6a, and 7a (among others), but not reported on Form 990-T, attach a statement explaining why the organization did not report the income on Form 990-T.			
a	Did the organization have unrelated business gross income of $1,000 or more or was it subject to section 6033(e) notice, reporting, and proxy tax requirements?	35a	X	
b	If "Yes," has it filed a tax return on **Form 990-T** for this year?	35b	X	
36	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Sch. N	36		X
37a	Enter amount of political expenditures, direct or indirect, as described in the instructions. ▶ 37a 0.			
b	Did the organization file **Form 1120-POL** for this year?	37b		X
38a	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee **or** were any such loans made in a prior year and still outstanding at the end of the period covered by this return?	38a		X
b	If "Yes," complete Schedule L, Part II and enter the total amount involved 38b N/A			
39	Section 501(c)(7) organizations. Enter:			
a	Initiation fees and capital contributions included on line 9 39a N/A			
b	Gross receipts, included on line 9, for public use of club facilities 39b N/A			
40a	Section 501(c)(3) organizations. Enter amount of tax imposed on the organization during the year under: section 4911 ▶ N/A ; section 4912 ▶ N/A ; section 4955 ▶ N/A			
b	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year or is it aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	40b	N/A	
c	Section 501(c)(3) and 501(c)(4) organizations. Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 ▶ N/A			
d	Section 501(c)(3) and 501(c)(4) organizations. Enter amount of tax on line 40c reimbursed by the organization ▶ N/A			
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T	40e		X
41	List the states with which a copy of this return is filed. ▶ NONE			
42a	The organization's books are in care of ▶ BARBARA BARNES Telephone no. ▶ 863-687-6111 Located at ▶ 820 S FLORIDA AVE, LAKELAND, FL ZIP + 4 ▶ 33801			
b	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)? 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.**	42b		X
c	At any time during the calendar year, did the organization maintain an office outside of the U.S.? If "Yes," enter the name of the foreign country: ▶	42c		X
43	Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of **Form 1041** - Check here ▶ ☐ and enter the amount of tax-exempt interest received or accrued during the tax year ▶ 43 N/A			

			Yes	No
44	Did the organization maintain any donor advised funds? If "Yes," Form 990 must be completed instead of Form 990-EZ	44		X
45	Is any related organization a controlled entity of the organization within the meaning of section 512(b)(13)? If "Yes," Form 990 must be completed instead of Form 990-EZ	45		X

Part VI **Section 501(c)(3) organizations and section 4947(a)(1) nonexempt charitable trusts only.** All section 501(c)(3) organizations and section 4947(a)(1) nonexempt charitable trusts must answer questions 46-49b and complete the tables for lines 50 and 51.

			Yes	No
46	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	46		
47	Did the organization engage in lobbying activities? If "Yes," complete Schedule C, Part II	47		
48	Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	48		
49a	Did the organization make any transfers to an exempt non-charitable related organization?	49a		
b	If "Yes," was the related organization a section 527 organization?	49b		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees and key employees) who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

(a) Name and address of each employee paid more than $100,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
N/A				

f Total number of other employees paid over $100,000 ▶

51 Complete this table for the organization's five highest compensated independent contractors who each received more than $100,000 of compensation from the organization. If there is none, enter "None."

N/A

(a) Name and address of each independent contractor paid more than $100,000	(b) Type of service	(c) Compensation

d Total number of other independent contractors each receiving over $100,000 ▶

Sign Here

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

▶ Signature of officer — Date: 6/18/2010

▶ RICHARD DEMPSEY, PRESIDENT
Type or print name and title

Paid Preparer's Use Only

Preparer's signature ▶ Edith L. Baylis CPA	Date 6/9/10	Check if self-employed ▶ ☐	Preparer's identifying number (See instr.)
Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ BAYLIS & COMPANY PA CPAS 53 LAKE MORTON DRIVE LAKELAND, FL 33801-5344			EIN ▶ Phone no. ▶ (863)688-8841

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

FORM 990-EZ OTHER EXPENSES STATEMENT 1

DESCRIPTION	AMOUNT
BANK & CREDIT CARD FEES	3,659.
EDUCATION EXPENSES	199.
OFFICE, TELEPHONE, IT	11,107.
CONFERENCES, CONVENTIONS & MEETINGS	7,396.
TRAVEL	7,260.
MISCELLANEOUS	716.
SUPRA LEASE EXPENSES	20,035.
LAWN SERVICE	525.
RENTAL SALES TAX	330.
DEPRECIATION - OTHER	3,126.
TOTAL TO FORM 990-EZ, LINE 16	54,353.

FORM 990-EZ OTHER ASSETS STATEMENT 2

DESCRIPTION	BEG. OF YEAR	END OF YEAR
EMPLOYEE ADVANCE	0.	1,400.
ACCOUNTS RECEIVABLE	639.	332.
INVENTORY	3,305.	4,240.
PREPAID EXPENSES	5,038.	5,818.
DEPOSITS	1,138.	1,038.
OTHER DEPRECIABLE ASSETS	44,070.	40,944.
TOTAL TO FORM 990-EZ, LINE 24	54,190.	53,772.

FORM 990-EZ OTHER LIABILITIES STATEMENT 3

DESCRIPTION	BEG. OF YEAR	END OF YEAR
ACCOUNTS PAYABLE & ACCRUED EXPENSES	70,221.	155,335.
DEFERRED REVENUE	72,700.	167,050.
SECURITY DEPOSITS	505.	505.
TOTAL TO FORM 990-EZ, LINE 26	143,426.	322,890.

FORM 990-EZ — INCOME AND COST OF GOODS SOLD INCLUDED ON PART I, LINE 7A — STATEMENT 4

INCOME

1. GROSS RECEIPTS	1,135	
2. RETURNS AND ALLOWANCES		
3. LINE 1 LESS LINE 2		1,135
4. COST OF GOODS SOLD (LINE 13)	61	
5. GROSS PROFIT (LINE 3 LESS LINE 4)		1,074

COST OF GOODS SOLD

6. INVENTORY AT BEGINNING OF YEAR	3,305	
7. MERCHANDISE PURCHASED	996	
8. COST OF LABOR		
9. MATERIALS AND SUPPLIES		
10. OTHER COSTS		
11. ADD LINES 6 THROUGH 10		4,301
12. INVENTORY AT END OF YEAR	4,240	
13. COST OF GOODS SOLD (LINE 11 LESS LINE 12)		61

FORM 990-EZ INFORMATION REGARDING TRANSFERS ASSOCIATED WITH PERSONAL BENEFIT CONTRACTS STATEMENT 5

A) DID THE ORGANIZATION, DURING THE YEAR, RECEIVE ANY FUNDS, DIRECTLY OR INDIRECTLY, TO PAY PREMIUMS ON A PERSONAL BENEFIT CONTRACT? . . . . . [ ] YES [X] NO

B) DID THE ORGANIZATION, DURING THE YEAR, PAY PREMIUMS, DIRECTLY OR INDIRECTLY, ON A PERSONAL BENEFIT CONTRACT? . . [ ] YES [X] NO

LAR INC IS ORGANIZED TO UNITE THOSE ENGAGED IN THE RECOGNIZED BRANCHES OF THE REAL ESTATE PROFESSION FOR THE PURPOSE OF EXERTING A BENEFICIAL INFLUENCE UPON THE PROFESSION AND RELATED INTERESTS.
THE ORGANIZATION ALSO WORKS:
TO PROMOTE AND MAINTAIN HIGH STANDARDS OF CONDUCT IN THE REAL ESTATE PROFESSION AS EXPRESSED IN THE CODE OF ETHICS OF THE NATIONAL ASSOCIATION OF REALTORS
TO PROVIDE A UNIFIED MEDIUM FOR REAL ESTATE OWNERS AND THOSE ENGAGED IN THE REAL ESTATE PROFESSION WHEREBY THEIR INTEREST MAY BE SAFEGUARDED AND ADVANCED
TO FURTHER INTERESTS OF HOME AND OTHER REAL PROPERTY OWNERSHIP
TO UNITE THOSE ENGAGED IN THE REAL ESTATE PROFESSION IN THIS COMMUNITY WITH THE FLORIDA ASSOCIATION OF REALTORS AND THE NATIONAL ASSOCIATION OF REALTORS, THEREBY FURTHERING THEIR OWN OBJECTIVE THROUGHOUT THE STATE AND NATION, AND OBTAINING THE BENEFITS AND PRIVILEGES OF MEMBERSHIP THEREIN
TO DESIGNATE, FOR THE BENEFIT OF THE PUBLIC, INDIVIDUALS AUTHORIZED TO USE THE TERMS REALTOR AND REALTORS

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 Form 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 File by the due date for filing your return See instructions	Name of Exempt Organization	**Employer identification number**
	LAKELAND ASSOCIATION OF REALTORS INC	59-6159096
	Number, street, and room or suite no. If a P.O. box, see instructions. 820 S FLORIDA AVE, NO. 100	
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. LAKELAND, FL 33801	

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

[ ] Form 990	[ ] Form 990-T (corporation)	[ ] Form 4720
[ ] Form 990-BL	[ ] Form 990-T (sec. 401(a) or 408(a) trust)	[ ] Form 5227
[X] 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 ▶ BARBARA BARNES 820 S FLORIDA AVE, NO. 100 - LAKELAND, FL 33801
  Telephone No. ▶ 863-687-6111 FAX No. ▶
- 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 AUGUST 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 OCT 1, 2009, and ending DEC 31, 2009.

2 If this tax year is for less than 12 months, check reason: [ ] Initial return [ ] Final return [X] 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**	$
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**	$
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**	$ N/A

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.