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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 1545-0047

2009**Open to Public
Inspection****A** For the 2009 calendar year, or tax year beginning **07/01/09**, and ending **06/30/10**

- 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
Instruc-
tions**C** Name of organization **GREATER LEHIGH VALLEY AUTO DEALERS
ASSOCIATION**

Doing Business As

Number and street (or P O box if mail is not delivered to street address)

1275 GLENLIVET DRIVE, SUITE 100

Room/suite

City or town, state or country, and ZIP + 4

ALLENTOWN PA 18106**F** Name and address of principal officer**D** Employer identification number**23-2950346****E** Telephone number**610-758-9691****G** Gross receipts \$ **715,804****H(a)** Is this a group return for

affiliates?

☐ Yes ☒ No**H(b)** Are all affiliates

included?

☐ Yes ☐ No

If "No," attach a list (see instructions)

I Tax-exempt status ☒ 501(c) (**6**) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527**J** Website: ▶ **WWW.GLVADA.COM****H(c)** Group exemption number ▶**K** Type of organization ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶**L** Year of formation **1998****M** State of legal domicile **PA****Part I Summary****1** Briefly describe the organization's mission or most significant activities**AUTOMOBILE DEALERS' ASSOCIATION****2** Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets**3** Number of voting members of the governing body (Part VI, line 1a)**3 9****4** Number of independent voting members of the governing body (Part VI, line 1b)**4 9****5** Total number of employees (Part V, line 2a)**5 0****6** Total number of volunteers (estimate if necessary)**6 0****7a** Total gross unrelated business revenue from Part VIII, column (C), line 12**7a****b** Net unrelated business taxable income from Form 990-T, line 34**7b 0****8** Contributions and grants (Part VIII, line 1h)**9** Program service revenue (Part VIII, line 2g)**10** Investment income (Part VIII, column (A), lines 3, 4, and 7d)**11** Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)**12** Total revenue - add lines 8 through 11 (must equal Part VIII column (A), line 12)**13** Grants and similar amounts paid (Part IX, column (A), lines 1-3)**14** Benefits paid to or for members (Part IX, column (A), line 4)**15** Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)**16a** Professional fundraising fees (Part IX, column (A), line 11e)**b** Total fundraising expenses (Part IX, column (D), line 25)**17** Other expenses (Part IX, column (A), lines 11a-11d, 11f-11g)**18** Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)**19** Revenue less expenses Subtract line 18 from line 12**20** Total assets (Part X, line 16)**21** Total liabilities (Part X, line 26)**22** Net assets or fund balances Subtract line 21 from line 20

Prior Year

Current Year

706,992**712,035****10,190****3,769****717,182****715,804****50,848****3,087****551,172****694,455****602,020****697,542****115,162****18,262**

Beginning of Current Year

End of Year

643,646**688,954****23,644****52,704****620,002****636,250****Part II Signature Block****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

Type or print name and title

**Paid
Preparer's
Use Only**Preparer's
signature

Date

Check if
self-
employed ☐Preparer's identifying number
(see instructions)**P01266317**Firm's name (or yours
if self-employed),
address, and ZIP + 4**BUCKNO LISICKY & COMPANY, P. C.****EIN ▶ 23-2426656****444 MAIN STREET**

Phone

BETHLEHEM, PA 18018**no ▶ 610-691-0113**

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** (2009)

Part III Statement of Program Service Accomplishments**1** Briefly describe the organization's mission:**AUTOMOBILE DEALERS' ASSOCIATION****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 \$ **29,932** including grants of \$) (Revenue \$)
TO CONDUCT EDUCATION PROGRAMS, PROVIDE TRAINING AND HOLD MEETINGS FOR ITS MEMBERS.

4b (Code) (Expenses \$ **262,371** including grants of \$) (Revenue \$)
TO CONDUCT AN ANNUAL AUTO SHOW FOR THE PUBLIC FOR WHICH EXCESS NET PROFITS ARE DISTRIBUTED TO OTHER 501(C)(3) ORGANIZATIONS.

4c (Code) (Expenses \$ including grants of \$) (Revenue \$)

4d Other program services (Describe in Schedule O)

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

4e Total program service expenses **292,303**

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		X
2 Is the organization required to complete Schedule B, Schedule of Contributors?		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		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities? If "Yes," complete Schedule C, Part II		
5 Section 501(c)(4), 501(c)(5), and 501(c)(6) organizations. Is the organization subject to the section 6033(e) notice and reporting requirement and proxy tax? If "Yes," complete Schedule C, Part III		X
6 Did the organization maintain any donor advised funds or any similar funds or 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		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		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III		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		X
10 Did the organization, directly or through a related organization, hold assets in term, permanent, or quasi-endowments? If "Yes," complete Schedule D, Part V		X
11 Is the organization's answer to any of the following questions "Yes"? If so, complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable	X	
• Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI		
• Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII		
• Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII		
• Did the organization report an amount for other assets related in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX		
• Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X		
• Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48? If "Yes," complete Schedule D, Part X		
12 Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII		X
12A Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," completing Schedule D, Parts XI, XII, and XIII is optional	X	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		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 United States? If "Yes," complete Schedule F, Part I		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		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		X
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I		X
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III		X
20 Did the organization operate one or more hospitals? If "Yes," complete Schedule H		X

Part IV Checklist of Required Schedules (continued)

	Yes	No
21 Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II		X
22 Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III		X
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J		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 lines 24b through 24d and complete Schedule K. If "No," go to line 25		X
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
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?		
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?		
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		
b Is the organization 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		
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		X
27 Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? If "Yes," complete Schedule L, Part III		X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions).		
a A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV		X
b A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV		X
c An entity of which a current or former officer, director, trustee, or key employee of the organization (or a family member) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV		X
29 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M		X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I		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		X
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I		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		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		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		
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		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? Note. All Form 990 filers are required to complete Schedule O	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	0
1b	Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable	1b	0
1c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		X
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	0
2b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file this return (see instructions)	2b	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?	3a	X
3b	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
4b	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
5b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b	X
5c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T, Disclosure by Tax-Exempt Entity Regarding Prohibited Tax Shelter Transaction?	5c	
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?	6a	X
6b	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).		
7a	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a	
7b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b	
7c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c	
7d	If "Yes," indicate the number of Forms 8282 filed during the year	7d	
7e	Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e	
7f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f	
7g	For all contributions of qualified intellectual property, did the organization file Form 8899 as required?	7g	
7h	For contributions of cars, boats, airplanes, and other vehicles, did the organization file a Form 1098-C as required?	7h	
8	Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	8	
9	Sponsoring organizations maintaining donor advised funds.		
9a	Did the organization make any taxable distributions under section 4966?	9a	
9b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b	
10	Section 501(c)(7) organizations. Enter		
10a	Initiation fees and capital contributions included on Part VIII, line 12	10a	
10b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b	
11	Section 501(c)(12) organizations. Enter		
11a	Gross income from members or shareholders	11a	
11b	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	
12b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b	

Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Section A. Governing Body and Management

	Yes	No
1a Enter the number of voting members of the governing body	9	
b Enter the number of voting members that are independent	9	
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 organization 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
9 Is there any officer, director, 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	9	X

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

	Yes	No
10a Does the organization have local chapters, branches, or affiliates?	10a	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?	10b	
11 Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?	11	X
11a Describe in Schedule O the process, if any, used by the organization to review this Form 990		
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	
c Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this is done	12c	
13 Does the organization have a written whistleblower policy?	13	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
If "Yes" to line 15a or 15b, 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 ► **PA**
- 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 ► **GREATER LEHIGH VALLEY AUTO DEALERS 1275 GLENLIVET DRIVE**

ALLENTOWN

PA 18106

610-758-9691

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. Report compensation for the calendar year ending with or within the organization's tax year. 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 Enter -0- in columns (D), (E), and (F) if no compensation was paid
- List all of the organization's **current** key employees See instructions for definition of "key employee "
- 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 current officer, director, or trustee

[illegible]

Part VIII Statement of Revenue

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1a Federated campaigns	1a				
	b Membership dues	1b				
	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	2a AUTO SHOW REVENUE	Busn. Code	690,333	690,333		
	b MEMBERSHIP DUES		21,702	21,702		
	c					
	d					
	e					
	f All other program service revenue					
	g Total. Add lines 2a-2f		712,035			
	Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		3,769		
4 Income from investment of tax-exempt bond proceeds						
5 Royalties						
6a Gross Rents		(i) Real (ii) Personal				
b Less rental exps						
c Rental inc or (loss)						
d Net rental income or (loss)						
7a Gross amount from sales of assets other than inventory		(i) Securities (ii) Other				
b Less cost or other basis & sales exps						
c Gain or (loss)						
d Net gain or (loss)						
8a Gross income from fundraising events (not including \$ of contributions reported on line 1c) See Part IV, line 18		a				
b Less direct expenses		b				
c Net income or (loss) from fundraising events						
9a Gross income from gaming activities See Part IV, line 19		a				
b Less direct expenses		b				
c Net income or (loss) from gaming activities						
10a Gross sales of inventory, less returns and allowances		a				
b Less cost of goods sold		b				
c Net income or (loss) from sales of inventory						
Miscellaneous Revenue		Busn Code				
11a						
b						
c						
d All other revenue						
e Total. Add lines 11a-11d						
12 Total Revenue. See instructions		715,804	712,035	0	3,769	

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				
2 Grants and other assistance to individuals in the U S See Part IV, line 22				
3 Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees				
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages				
8 Pension plan contributions (include section 401(k) and section 403(b) employer contributions)				
9 Other employee benefits	3,087		3,087	
10 Payroll taxes				
11 Fees for services (non-employees)				
a Management				
b Legal				
c Accounting	20,823		20,823	
d Lobbying				
e Professional fundraising services See Part IV, line 17				
f Investment management fees				
g Other	171,907		171,907	
12 Advertising and promotion	63,309	32,040	31,269	
13 Office expenses	31,722		31,722	
14 Information technology				
15 Royalties				
16 Occupancy	184,648	181,566	3,082	
17 Travel	9,265		9,265	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	24,932	24,932		
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	352		352	
23 Insurance	3,253		3,253	
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 CONTRIBUTIONS	126,660		126,660	
b VIP RECEPTION	29,938	29,938		
c FEATURES & PROMOS	9,256	9,256		
d TEMPORARY HELP	5,320	5,320		
e TRAINING	5,000	5,000		
f All other expenses	8,070	4,251	3,819	
25 Total functional expenses. Add lines 1 through 24f	697,542	292,303	405,239	
26 Joint costs. Check here <input type="checkbox"/> if following SOP 98-2 Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

Part X Balance Sheet

		(A) Beginning of year	(B) End of year
Assets	1 Cash—non-interest bearing		1
	2 Savings and temporary cash investments	608,850	2 658,765
	3 Pledges and grants receivable, net		3
	4 Accounts receivable, net	24,644	4 20,195
	5 Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. 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	3,296	7
	8 Inventories for sale or use		8
	9 Prepaid expenses and deferred charges	5,000	9 8,490
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D.	10a 49,322	
	b Less: accumulated depreciation	10b 47,818	10c 1,504
	11 Investments—publicly traded securities		11
	12 Investments—other securities. See Part IV, line 11.		12
	13 Investments—program-related. See Part IV, line 11.		13
	14 Intangible assets		14
	15 Other assets. See Part IV, line 11.		15
16 Total assets. Add lines 1 through 15 (must equal line 34).	643,646	16 688,954	
Liabilities	17 Accounts payable and accrued expenses	23,644	17 52,704
	18 Grants payable		18
	19 Deferred revenue		19
	20 Tax-exempt bond liabilities		20
	21 Escrow or custodial 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 to unrelated third parties		24
	25 Other liabilities. Complete Part X of Schedule D.		25
	26 Total liabilities. Add lines 17 through 25.	23,644	26 52,704
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.		
	27 Unrestricted net assets	620,002	27 636,250
	28 Temporarily restricted net assets		28
	29 Permanently restricted net assets		29
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> 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	620,002	33 636,250
34 Total liabilities and net assets/fund balances	643,646	34 688,954	

Part XI Financial Statements and Reporting

1 Accounting method used to prepare the Form 990 ☐ Cash ☒ Accrual ☐ Other _____

If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O

2a Were the organization's financial statements compiled or reviewed by an independent accountant?

b Were the organization's financial statements audited by an independent accountant?

c If "Yes" to line 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?

If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O

d If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a consolidated basis, separate basis, or both

☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis

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?

b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits

	Yes	No
2a		X
2b	X	
2c	X	
3a		X
3b		

Form **990** (2009)

**SCHEDULE D
(Form 990)**Department of the Treasury
Internal Revenue Service**Supplemental Financial Statements**▶ Complete if the organization answered "Yes," to Form 990,
Part IV, line 6, 7, 8, 9, 10, 11, or 12.

▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2009**Open to Public
Inspection**

Name of the organization

**GREATER LEHIGH VALLEY AUTO DEALERS
ASSOCIATION**

Employer identification number

23-2950346**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? <input type="checkbox"/> Yes <input type="checkbox"/> No		
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? <input type="checkbox"/> Yes <input type="checkbox"/> No		

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

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

<input type="checkbox"/> Preservation of land for public use (e.g., recreation or pleasure)	<input type="checkbox"/> Preservation of an historically important land area
<input type="checkbox"/> Protection of natural habitat	<input type="checkbox"/> Preservation of certified historic structure
<input type="checkbox"/> Preservation of open space	

2 Complete lines 2a through 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 Tax 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, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

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

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ \$ _ _ _ _ _

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? ☐ Yes ☐ No

9 In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items

b If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1	▶ \$ _ _ _ _ _
(ii) Assets included in Form 990, Part X	▶ \$ _ _ _ _ _

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a Revenues included in Form 990, Part VIII, line 1	▶ \$ _ _ _ _ _
b Assets included in Form 990, Part X	▶ \$ _ _ _ _ _

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

3 Using the organization's acquisition, 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 Escrow and Custodial Arrangements. Complete if the organization answered "Yes" to Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes ☐ No

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

	Amount
1c	
1d	
1e	
1f	

c Beginning balance

d Additions during the year

e Distributions during the year

f Ending balance

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 Net investment earnings, gains, and losses					
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance					

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

a Board designated or quasi-endowment ▶ _____ %

b Permanent endowment ▶ _____ %

c Term endowment ▶ _____ %

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

(i) unrelated organizations

(ii) related organizations

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

	Yes	No
3a(i)		
3a(ii)		
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) Accumulated depreciation	(d) Book value
1a Land				
b Buildings				
c Leasehold improvements				
d Equipment		49,322	47,818	1,504
e Other				
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c))				1,504

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		
Closely-held equity interests		
Other		
Total. (Column (b) must equal Form 990, Part X, col (B) line 12)		

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) must equal Form 990, Part X, col (B) line 13)		

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

(a) Description	(b) Book value
Total. (Column (b) must equal Form 990, Part X, col (B) line 15.)	

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

1 (a) Description of liability	(b) Amount
Federal income taxes	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25)	

2. FIN 48 Footnote 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 XIV Supplemental Information (continued)

Area with horizontal dashed lines for supplemental information.

SCHEDULE O
(Form 990)Department of the Treasury
Internal Revenue Service**Supplemental Information to Form 990**Complete to provide information for responses to specific questions on
Form 990 or to provide any additional information.

▶ Attach to Form 990.

OMB No. 1545-0047

2009**Open to Public
Inspection**

Name of the organization

**GREATER LEHIGH VALLEY AUTO DEALERS
ASSOCIATION**

Employer identification number

23-2950346

FORM 990, PART VI, LINE 11A - ORGANIZATION'S PROCESS TO REVIEW FORM 990
MEMBERS OF THE BOARD ARE PROVIDED A COPY OF A DRAFT 990 RETURN FOR REVIEW
AND COMMENT PRIOR TO THE UPCOMING BOARD MEETING.

FORM 990, PART VI, LINE 15A - COMPENSATION PROCESS FOR TOP OFFICIAL
AT YEAR-END, THE BOARD OF DIRECTORS EVALUATES THE EXECUTIVE DIRECTOR'S
PERFORMANCE AND THE SUCCESS OF THE AUTO SHOW AND MAKES A DETERMINATION AS
TO COMPENSATION, BONUSES AND RENEWAL OF THE DIRECTOR'S CONTRACT.

FORM 990, PART VI, LINE 19 - GOVERNING DOCUMENTS DISCLOSURE EXPLANATION
GOVERNING DOCUMENTS ARE MAINTAINED AT THE GREATER LEHIGH VALLEY AUTO
DEALERS' MAIN OFFICE AND OPEN TO INSPECTION BY PUBLIC UPON REQUEST.

Form **4562**Department of the Treasury
Internal Revenue Service

(99)

Depreciation and Amortization
(Including Information on Listed Property)

OMB No. 1545-0172

2009Attachment
Sequence No **67**

▶ See separate instructions.

▶ Attach to your tax return.

Name(s) shown on return

**GREATER LEHIGH VALLEY AUTO DEALERS
ASSOCIATION**

Identifying number

23-2950346

Business or activity to which this form relates

INDIRECT DEPRECIATION**Part I Election To Expense Certain Property Under Section 179****Note:** If you have any listed property, complete Part V before you complete Part I.

1	Maximum amount See the instructions for a higher limit for certain businesses	1	250,000
2	Total cost of section 179 property placed in service (see instructions)	2	
3	Threshold cost of section 179 property before reduction in limitation (see instructions)	3	800,000
4	Reduction in limitation Subtract line 3 from line 2. If zero or less, enter -0-	4	
5	Dollar limitation for tax year Subtract line 4 from line 1. If zero or less, enter -0-. If married filing separately, see instructions	5	
6	(a) Description of property	(b) Cost (business use only)	(c) Elected cost
7	Listed property Enter the amount from line 29	7	
8	Total elected cost of section 179 property Add amounts in column (c), lines 6 and 7	8	
9	Tentative deduction Enter the smaller of line 5 or line 8	9	
10	Carryover of disallowed deduction from line 13 of your 2008 Form 4562	10	
11	Business income limitation Enter the smaller of business income (not less than zero) or line 5 (see instructions)	11	
12	Section 179 expense deduction Add lines 9 and 10, but do not enter more than line 11	12	
13	Carryover of disallowed deduction to 2010 Add lines 9 and 10, less line 12	13	

Note: Do not use Part II or Part III below for listed property. Instead, use Part V.**Part II Special Depreciation Allowance and Other Depreciation (Do not include listed property.) (See instr.)**

14	Special depreciation allowance for qualified property (other than listed property) placed in service during the tax year (see instructions)	14	
15	Property subject to section 168(f)(1) election	15	
16	Other depreciation (including ACRS)	16	352

Part III MACRS Depreciation (Do not include listed property.) (See instructions.)**Section A**

17	MACRS deductions for assets placed in service in tax years beginning before 2009	17	0
18	If you are electing to group any assets placed in service during the tax year into one or more general asset accounts, check here ▶ <input type="checkbox"/>		

Section B—Assets Placed in Service During 2009 Tax Year Using the General Depreciation System

(a) Classification of property	(b) Month and year placed in service	(c) Basis for depreciation (business/investment use only—see instructions)	(d) Recovery period	(e) Convention	(f) Method	(g) Depreciation deduction
19a 3-year property						
b 5-year property						
c 7-year property						
d 10-year property						
e 15-year property						
f 20-year property						
g 25-year property			25 yrs		S/L	
h Residential rental property			27 5 yrs	MM	S/L	
			27 5 yrs	MM	S/L	
i Nonresidential real property			39 yrs	MM	S/L	
				MM	S/L	

Section C—Assets Placed in Service During 2009 Tax Year Using the Alternative Depreciation System

20a Class life					S/L	
b 12-year			12 yrs		S/L	
c 40-year			40 yrs	MM	S/L	

Part IV Summary (See instructions.)

21	Listed property Enter amount from line 28	21	
22	Total. Add amounts from line 12, lines 14 through 17, lines 19 and 20 in column (g), and line 21 Enter here and on the appropriate lines of your return Partnerships and S corporations—see instructions	22	352
23	For assets shown above and placed in service during the current year, enter the portion of the basis attributable to section 263A costs	23	

For Paperwork Reduction Act Notice, see separate instructions.

Form **4562** (2009)

Forms

990 / 990-PF**Other Notes and Loans Receivable****2009**For calendar year 2009, or tax year beginning **07/01/09**, and ending **06/30/10**

Name

**GREATER LEHIGH VALLEY AUTO DEALERS
ASSOCIATION**

Employer Identification Number

23-2950346**FORM 990, PART X, LINE 7 - ADDITIONAL INFORMATION**

Name of borrower	Relationship to disqualified person
(1) ACCRUED INTEREST RECEIVABLE	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	

Original amount borrowed	Date of loan	Maturity date	Repayment terms	Interest rate
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				
(7)				
(8)				
(9)				
(10)				

Security provided by borrower	Purpose of loan
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	

Consideration furnished by lender	Balance due at beginning of year	Balance due at end of year	Fair market value (990-PF only)
(1)	3,296		
(2)			
(3)			
(4)			
(5)			
(6)			
(7)			
(8)			
(9)			
(10)			
Totals	3,296		

5087500 Greater Lehigh Valley Auto Dealers

23-2950346

Federal Statements

FYE: 6/30/2010

UNREALIZED GAIN ON INTEREST RA

<u>Description</u>	<u>Amount</u>
NET UNREALIZED LOSS	<u>-2,014</u>
TOTAL	<u><u>-2,014</u></u>

Form
(Rev. April 2009)**8868****Application for Extension of Time To File an
Exempt Organization Return**

OMB No 1545-1709

Department of the Treasury
Internal Revenue Service► **File a separate application for each return.**

- If you are filing for an **Automatic 3-Month Extension**, complete only **Part I** and check this box ☒
- 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	Name of Exempt Organization GREATER LEHIGH VALLEY AUTO DEALERS ASSOCIATION	Employer identification number 23-2950346
File by the due date for filing your return. See instructions	Number, street, and room or suite no. If a P.O. box, see instructions 1275 GLENLIVET DRIVE, SUITE 100	
	City, town or post office, state, and ZIP code. For a foreign address, see instructions ALLENTOWN PA 18106	

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

- | | | |
|--|---|------------------------------------|
| <input checked="" type="checkbox"/> Form 990 | <input type="checkbox"/> Form 990-T (corporation) | <input type="checkbox"/> Form 4720 |
| <input type="checkbox"/> Form 990-BL | <input type="checkbox"/> Form 990-T (sec. 401(a) or 408(a) trust) | <input type="checkbox"/> Form 5227 |
| <input type="checkbox"/> Form 990-EZ | <input type="checkbox"/> Form 990-T (trust other than above) | <input type="checkbox"/> Form 6069 |
| <input type="checkbox"/> Form 990-PF | <input type="checkbox"/> Form 1041-A | <input type="checkbox"/> Form 8870 |

- The books are in the care of ► **GREATER LEHIGH VALLEY AUTO DEALERS**

Telephone No ► **610-758-9691**

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 **02/15/11**, to file the exempt organization return for the organization named above. The extension is for the organization's return for

- ☐ calendar year _____ or
 ► ☒ tax year beginning **07/01/09**, and ending **06/30/10**

- 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	\$
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	\$

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)

**GREATER LEHIGH VALLEY AUTOMOBILE
DEALERS ASSOCIATION**

FINANCIAL REPORT

June 30, 2010

CONTENTS

	<u>Page</u>
INDEPENDENT AUDITORS' REPORT ON THE FINANCIAL STATEMENTS	1
FINANCIAL STATEMENTS	
Statements of financial position	2
Statements of activities	3-4
Statements of cash flows	5
Notes to financial statements	6-10

BUCKNO
LISICKY
& COMPANY

Certified Public Accountants | Business Consultants

INDEPENDENT AUDITORS' REPORT

Board of Directors
Greater Lehigh Valley Automobile Dealers Association
Bethlehem, Pennsylvania

We have audited the accompanying statements of financial position of Greater Lehigh Valley Automobile Dealers Association (a nonprofit organization) as of June 30, 2010 and 2009 and the related statements of activities and cash flows for the years then ended. These financial statements are the responsibility of the Association's management. Our responsibility is to express an opinion on these financial statements based on our audits.

We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amount and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audits provide a reasonable basis for our opinion.

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Greater Lehigh Valley Automobile Dealers Association as of June 30, 2010 and 2009 and the changes in net assets and its cash flows for the year then ended in conformity with accounting principles generally accepted in the United States of America.

Buckno Lisicky & Co PC

Bethlehem, Pennsylvania
December 15, 2010

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

STATEMENTS OF FINANCIAL POSITION
June 30, 2010 and 2009

	<u>2010</u>	<u>2009</u>
ASSETS		
CURRENT ASSETS		
Cash:		
Unrestricted	\$ 658,765	\$ 608,850
Accounts receivable	20,195	24,644
Accrued interest receivable	-	3,296
Prepaid expenses	<u>8,490</u>	<u>5,000</u>
Total current assets	<u>687,450</u>	<u>641,790</u>
PROPERTY, PLANT & EQUIPMENT		
Furniture and fixtures, net of accumulated depreciation	<u>1,504</u>	<u>1,856</u>
Total assets	<u>\$ 688,954</u>	<u>\$ 643,646</u>
 LIABILITIES AND NET ASSETS		
CURRENT LIABILITIES		
Accrued expenses	<u>\$ 52,704</u>	<u>\$ 23,644</u>
Total current liabilities	<u>52,704</u>	<u>23,644</u>
NET ASSETS		
Unrestricted	<u>636,250</u>	<u>620,002</u>
Total net assets	<u>636,250</u>	<u>620,002</u>
Total liabilities and net assets	<u>\$ 688,954</u>	<u>\$ 643,646</u>

See Notes to Financial Statements

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

STATEMENTS OF ACTIVITIES
Years ended June 30, 2010 and 2009

	Year 2010			Year 2009		
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
REVENUE						
Auto show revenue	\$ 648,333	\$ -	\$ 648,333	\$ 630,394	\$ -	\$ 630,394
Sponsorship income	42,000	-	42,000	50,000	-	50,000
Membership dues	21,702	-	21,702	26,598	-	26,598
Donated services	434,450	-	434,450	365,250	-	365,250
Investment return	2,278	-	2,278	2,312	-	2,312
Realized gain on investments	1,491	-	1,491	7,878	-	7,878
Unrealized gain (loss) on investments	(2,014)	-	(2,014)	1,712	-	1,712
Total revenue	<u>1,148,240</u>	<u>-</u>	<u>1,148,240</u>	<u>1,084,144</u>	<u>-</u>	<u>1,084,144</u>
PROGRAM SERVICE EXPENSES						
Auto show						
Advertising	32,040	-	32,040	39,343	-	39,343
Advertising - in kind	434,450	-	434,450	365,250	-	365,250
Catering	3,109	-	3,109	5,361	-	5,361
Decorating and lights	54,132	-	54,132	52,254	-	52,254
Depreciation expense	352	-	352	6,077	-	6,077
Features	5,082	-	5,082	9,030	-	9,030
Insurance	-	-	-	1,650	-	1,650
Printing/Programs	27,264	-	27,264	17,923	-	17,923
Promotional entertainment	4,174	-	4,174	5,000	-	5,000
Rent	82,770	-	82,770	88,484	-	88,484
Staffing	5,320	-	5,320	6,258	-	6,258
VIP reception	29,938	-	29,938	26,887	-	26,887
West Pavilion	98,796	-	98,796	82,978	-	82,978
	<u>777,427</u>	<u>-</u>	<u>777,427</u>	<u>706,495</u>	<u>-</u>	<u>706,495</u>
Member services						
Auto tech competition	4,251	-	4,251	5,679	-	5,679
Education consulting fees	-	-	-	15,000	-	15,000
Meetings and dues	24,932	-	24,932	34,471	-	34,471
Training	5,000	-	5,000	5,000	-	5,000
	<u>34,183</u>	<u>-</u>	<u>34,183</u>	<u>60,150</u>	<u>-</u>	<u>60,150</u>
Total program services	<u>811,610</u>	<u>-</u>	<u>811,610</u>	<u>766,645</u>	<u>-</u>	<u>766,645</u>
MANAGEMENT AND GENERAL						
Advertising - web design	31,269	-	31,269	-	-	-
Bad debt expense	2,794	-	2,794	-	-	-
Charitable contributions	126,660	-	126,660	2,000	-	2,000
Contracted services	106,264	-	106,264	84,050	-	84,050
Dues and subscriptions	1,025	-	1,025	1,555	-	1,555
Employee benefits	3,087	-	3,087	10,850	-	10,850
Insurance	3,253	-	3,253	2,377	-	2,377
Office supplies and printing	3,618	-	3,618	4,184	-	4,184

See Notes to Financial Statements

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

STATEMENTS OF ACTIVITIES
Years ended June 30, 2010 and 2009

	Year 2010			Year 2009		
	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Total</u>
Payroll taxes	-	-	-	2,979	-	2,979
Postage, shipping and mailing	840	-	840	372	-	372
Professional fees	29,225	-	29,225	36,133	-	36,133
Salaries and wages	-	-	-	37,019	-	37,019
Travel	9,265	-	9,265	13,880	-	13,880
Utilities and telephone	3,082	-	3,082	5,226	-	5,226
Total management and general	320,382	-	320,382	200,625	-	200,625
Total expenses	1,131,992	-	1,131,992	967,270	-	967,270
CHANGE IN NET ASSETS	16,248	-	16,248	116,874	-	116,874
NET ASSETS, Beginning of Year	620,002	-	620,002	503,128	-	503,128
NET ASSETS, End of Year	<u>\$ 636,250</u>	<u>\$ -</u>	<u>\$ 636,250</u>	<u>\$ 620,002</u>	<u>\$ -</u>	<u>\$ 620,002</u>

See Notes to Financial Statements

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

STATEMENTS OF CASH FLOWS
Years Ended June 30, 2010 and 2009

	<u>2010</u>	<u>2009</u>
CASH FLOWS FROM OPERATING ACTIVITIES		
Change in net assets	\$ 16,248	\$ 116,874
Unrealized (gain) loss on securities	2,014	(1,712)
Realized gain on investment	(1,491)	(7,878)
Adjustments to reconcile change in net assets to cash provided by operating activities:		
Depreciation	352	6,077
(Increase) decrease in assets:		
Accounts receivable	4,449	(24,644)
Accrued interest receivable	3,296	1,030
Prepaid expenses	(3,490)	(5,000)
Increase (decrease) in liabilities		
Accrued expenses	<u>29,060</u>	<u>13,382</u>
Net cash provided by operating activities	<u>50,438</u>	<u>98,129</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of securities	(172,014)	(238,287)
Sale of securities	<u>171,491</u>	<u>247,878</u>
Net cash provided by (used in) investing activities	<u>(523)</u>	<u>9,591</u>
Net increase in cash	49,915	107,720
Cash, beginning	<u>608,850</u>	<u>501,130</u>
Cash, ending	<u>\$ 658,765</u>	<u>\$ 608,850</u>

See Notes to Financial Statements.

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

Note 1. Summary of Significant Accounting Policies

Nature of operations:

The Association was organized in February 1998 to promote the common business interests of new automobile dealers in the Lehigh Valley region. The Association organizes an automobile show on an annual basis for the purpose of showing new automobiles and promoting the business of new automobile dealers in the Lehigh Valley region. Additionally, the Association was incorporated to conduct educational programs, provide sales training, and to hold meetings for its members to discuss new automobile related matters. The Association also collected donations and distributed scholarships for the Donley Awards for Excellence scholarship program.

Basis of presentation:

The Organization has adopted the provisions of Financial Accounting Standards Board Accounting Standards Codification (FASB, ASC) Topic 958 "Not for Profit Entities." FASB, ASC 958 establishes accounting standards for the treatment of contributions and pledges and requires uniform financial statement classification by not-for profit organizations of donor-imposed restrictions into permanently restricted, temporarily restricted or unrestricted net assets.

Basis of accounting:

The accompanying financial statements have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America. Net assets, revenues, expenses, gains, and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, net assets of the Association are classified and reported as follows

Unrestricted net assets

Net assets that are not subject to donor imposed stipulations.

Temporarily restricted net assets

Net assets subject to donor imposed stipulations that may or will be met, either by actions of the Association and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported on the statement of activities as net assets released from restrictions.

Permanently restricted net assets

Net assets subject to donor imposed stipulations that they be maintained permanently by the Association. Generally, the donors of these assets permit the Association to use all or part of the income earned on any related investments for general or specific purposes. As of June 30, 2010 and 2009, the Association had no permanently restricted net assets.

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

Contributions:

Contributions are recorded as made. All contributions are available for unrestricted use unless specifically restricted by the donor.

Donated services:

Donated services are reflected in the financial statements at the fair value of the services received. The contribution of services are recognized if the services received (a) create or enhance nonfinancial assets or (b) require specialized skills that are provided by individuals possessing those skills and would typically need to be purchased if not provided by donation. For the year ended June 30, 2010, donated services provided were \$434,450 for advertising services. For the year ended June 30, 2009, donated service provided was \$365,250 for advertising services.

Program services:

Program services include educational programs, sales training, and meetings to discuss new automobile related matters. Any fee collected for services is recognized when the service is provided.

Use of estimates:

The preparation of financial statements in conformity with accounting principles generally accepted in the United States of America requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Accordingly, actual results could differ from those estimates.

Property, plant and equipment:

Property, plant and equipment are stated at cost. Depreciation is computed using the straight-line method over the estimated useful lives of the assets. Depreciation expense is \$352 and \$6,077 for the years ended June 30, 2010 and June 30, 2009.

Advertising:

The Association expenses the costs of advertising the first time the advertising takes place, except for trade show brochures relating to the following year. Advertising expense, including web design is \$497,759 and \$404,593 for the years ended June 30, 2010 and June 30, 2009, respectively.

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

Auto technology programs:

The Association encourages student education in the auto tech field through its promotion of the Lehigh Valley Auto Technology Competition and the Skills USA Competition with sponsorship of winners to the national finals. The Association also provides donations to the local community college to be used for scholarships to deserving participants of the auto tech competition. The auto technology expense was \$4,251 and \$5,679 for the year June 30, 2010 and June 30, 2009, respectively.

Income taxes:

The Organization is exempt from federal income taxes under the provisions of Section 501(c)(6) of the Internal Revenue Code.

The federal income tax returns of the Association for 2009, 2008 and 2007 are subject to examination by the Internal Revenue Service, generally for three years after they are filed.

Reclassifications:

The format of the 2010 financial statements has been modified to provide more detailed information to users. Certain amounts in the 2009 financial statements have been reclassified for comparative purposes to conform to the presentation in the June 30, 2010 financial statements.

Note 2. Investment Securities Available for Sale

The Association estimates of the fair value of investments in marketable securities are based on quoted market prices. The fair value of assets measured on a recurring basis as of June 30, 2010 and 2009 is as follows:

	<u>Cost</u>	<u>Gross Unrealized Loss</u>	<u>Gross Unrealized Losses</u>	<u>Fair Value</u>	<u>Valuation (Level 1)</u>
Certificates of Deposit	\$ -	\$ -	\$ -	\$ -	\$ -

The fair value of assets measured on a recurring basis as of June 30, 2009 is as follows.

	<u>Cost</u>	<u>Gross Unrealized Gains</u>	<u>Gross Unrealized Losses</u>	<u>Fair Value</u>	<u>Valuation (Level 1)</u>
Certificates of Deposit	\$ 170,000	\$ 2,014	\$ -0-	\$ 172,014	\$ 172,014

Level 1 valuation for both periods is based on quoted prices for identical assets in active markets.

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

Note 3. Management Compensation

Beginning in September 2008, the Association contracted with the consulting company, Sponsor Link to perform the functions of executive director. The executive compensation contract provides for a year-end commission of 5% based on the net profit generated on the auto show. An additional performance bonus may also be awarded at the discretion of the Board. The annual bonus for the year ended 2010 and 2009 were \$22,264 and \$16,050, respectively.

Note 4. Employee Benefit Plan

The Association had adopted a 403(b) pension program, whereby the Association contributed 10% of employees' annual salary to the pension plan. The annual pension was considered earned immediately following the current year's auto show. Pension expense was \$4,013 for the year ended June 30, 2009. For the year ended June 30, 2010, the Organization had no employees and therefore, no payroll or benefits were incurred.

Note 5. Charitable Contributions

The Association, in order to provide for its charities in perpetuity, elected to establish the GLVADA Fund within the Pennsylvania Automotive Association Foundation (PAAF). Amounts contributed to the fund become the property of the PAAF. The Fund is managed by the Hershey Trust Company and earnings vary based on performance. The PAAF will provide a 10% incentive match of GLVADA funds donated and guarantee a 2% match of GLVADA Fund earnings for the next ten years. Investment earnings and PAAF match may be distributed as donations or reinvested in the Fund. Only 501(c)(3) charities are eligible to receive donations from the GLVADA Fund. To facilitate GLVADA designated donations, two GLVADA Board members are PAAF Board members.

In December 2009, the Association contributed \$100,000 which PAAF made matching contributions of \$20,774. The Fund earned a net investment return of \$35,324, of which \$29,351 resulted from an unrealized gain. The Fund had a fair market value at June 30, 2010 of \$512,178. The amount distributed from the Foundation on behalf of GLVADA charities was \$17,500 for the year ended June 30, 2010.

During the year ended June 30, 2009, the Association elected to defer contributions to the fund until a future date. The Fund incurred a net investment loss of \$84,701, of which \$89,909 was unrealized, and had a fair market value at June 30, 2009 of \$377,827. The amount distributed from the Foundation on behalf of GLVADA charities was \$21,750.

Note 6. Restrictions on Net Assets

The Organization has not received any restricted donations during the past two years. Therefore, there are no restricted net assets as of June 30, 2010 or 2009.

GREATER LEHIGH VALLEY AUTOMOBILE DEALERS ASSOCIATION

NOTES TO FINANCIAL STATEMENTS

Note 7. Concentration of Credit Risk

Financial instruments, which potentially subject the Organization to concentrations of credit risk, consist of cash balances in excess of federally insured amounts.

Periodically, the Organization's cash was in excess of the federal deposit insurance limit of \$250,000 as of June 30, 2010 and 2009. At June 30, 2010, the carrying amount of deposits was \$658,765 and the bank balance was \$683,204. The carrying amount of deposits as of June 30, 2009 was \$608,850 and the bank balance was \$652,878. The bank balance is categorized as follows:

	<u>2010</u>	<u>2009</u>
Amount insured by FDIC	\$250,000	\$ 422,014
Uninsured	<u>433,204</u>	<u>230,864</u>
Total bank balance	<u>\$ 683,204</u>	<u>\$ 652,878</u>

The Organization has not experienced any losses as a result of these uninsured cash balances