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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

2010Open to Public
Inspection**A** For the 2010 calendar year, or tax year beginning and ending**B** Check if applicable

- ☐ Address change
☐ Name change
☐ Initial return
☐ Terminated
☐ Amended return
☐ Application pending

C Name of organization**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Doing Business As

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

2114 KANAWHA BOULEVARD, EAST

Room/suite

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

CHARLESTON, WV 25311**F** Name and address of principal officer: **MICHAEL CLOWSER****2114 KANAWHA BOULEVARD, EAST, CHARLESTON, WV****D** Employer identification number**55-0524240****E** Telephone number**(304) 342-1166****G** Gross receipts \$**3,216,347.65****H(a)** Is this a group return

for affiliates?

☐ Yes☒ No**H(b)** Are all affiliates included?☐ Yes☐ No

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

H(c) Group exemption number ▶**I** Tax-exempt status: ☐ 501(c)(3) ☒ 501(c)(6) (insert no.) ☐ 4947(a)(1) or ☐ 527**J** Website: ▶ **WWW.CAWV.ORG****K** Form of organization: ☐ Corporation ☐ Trust ☒ Association ☐ Other ▶**L** Year of formation: **1971****M** State of legal domicile: **WV****Part I Summary**

Activities & Governance	1	Briefly describe the organization's mission or most significant activities. EDUCATE MEMBERS		
	2	Check this box <input type="checkbox"/> 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	40
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	40
	5	Total number of individuals employed in calendar year 2010 (Part V, line 2a)	5	7
	6	Total number of volunteers (estimate if necessary)	6	0
		7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a
7b		Net unrelated business taxable income from Form 990-T, line 34	7b	<27,817.00>
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9	Program service revenue (Part VIII, line 2g)	0.00	0.00
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	1,666,291.15	1,395,411.02
	11	Other revenue (Part VIII, column (A), lines 5, 6c, 8c, 9c, 10c, and 11e)	<40,848.63>	86,607.84
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	2,095,497.21	1,693,278.14
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.00	0.00
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0.00	0.00
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	571,322.82	632,562.66
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	0.00	0.00
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 0.00		
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24f)	1,265,455.71	1,021,530.80
	18	Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)	1,836,778.53	1,654,093.46
Net Assets or Fund Balances	19	Revenue less expenses. Subtract line 18 from line 12	258,718.68	39,184.68
	20	Total assets (Part X, line 16)	Beginning of Current Year	End of Year
	21	Total liabilities (Part X, line 26)	2,417,723.21	2,507,716.41
	22	Net assets or fund balances. Subtract line 21 from line 20	110,530.00	161,338.50
			2,307,193.21	2,346,377.91

Part II Signature Block

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

Sign Here ▶ Signature of officer **MICHAEL CLOWSER, EXECUTIVE DIRECTOR** Date **8/15/11**

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name **ROLLINS, CLEAVINGER AND** Preparer's signature **Edward Bailey** Date **01/29/11** Check ☒ if PTIN self-employed **1270819**

Firm's name ▶ **ROLLINS, CLEAVINGER AND ROLLINS** Firm's EIN ▶

Firm's address ▶ **P.O. BOX 169** Phone no. **304-343-5503**

CHARLESTON, WV 25321

May the IRS discuss this return with the preparer shown above? (see instructions)

☒ Yes ☐ No

2011 APR 3 12:01 PM

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response to any question in this Part III ☐

- 1 Briefly describe the organization's mission.

THE CONTRACTORS ASSOCIATION OF WEST VIRGINIA SERVES ITS MEMBERS, THE CONSTRUCTION INDUSTRY, AND GENERAL PUBLIC THROUGH COMMUNICATION, EDUCATION, REPRESENTATION AND PROMOTION.

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

If "Yes," describe these new services on Schedule O

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

If "Yes," describe these changes on Schedule O

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

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


EDUCATE MEMBERS AS TO NEW BUILDING TECHNIQUES AND KEEP ABREAST OF CHANGES THAT ARE HAPPENING IN THE CONTRACTING AREA.

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

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
- 

CONTRACTORS ASSOCIATION OF

WEST VIRGINIA, INC.

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Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>		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? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>		
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i>	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? <i>If "Yes," complete Schedule D, Part I</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? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		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? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in term, permanent, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V</i>		X
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b 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? <i>If "Yes," complete Schedule D, Part VII</i>	X	
c 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? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
f 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 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i>		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI, XII, and XIII</i>	X	
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional</i>		X
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		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? <i>If "Yes," complete Schedule F, Parts I and IV</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? <i>If "Yes," complete Schedule F, Parts II and IV</i>		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? <i>If "Yes," complete Schedule F, Parts III and IV</i>		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? <i>If "Yes," complete Schedule G, Part I</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? <i>If "Yes," complete Schedule G, Part II</i>		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospitals? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach its audited financial statements to this return? Note. Some Form 990 filers that operate one or more hospitals must attach audited financial statements (see instructions)		

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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? <i>If "Yes," complete Schedule I, Parts I and II</i>		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? <i>If "Yes," complete Schedule I, Parts I and III</i>		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? <i>If "Yes," complete Schedule J</i>	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? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25</i>		X
24b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?		
24c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?		
24d 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? <i>If "Yes," complete Schedule L, Part I</i>		
25b 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? <i>If "Yes," complete Schedule L, Part I</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? <i>If "Yes," complete Schedule L, Part II</i>		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? <i>If "Yes," complete Schedule L, Part III</i>		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):		
28a A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		X
28b A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i>		X
28c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i>		X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>		X
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>		X
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>		X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>		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? <i>If "Yes," complete Schedule R, Part I</i>		X
34 Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i>	X	
35 Is any related organization a controlled entity within the meaning of section 512(b)(13)?		X
a Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No	
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>		
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? <i>If "Yes," complete Schedule R, Part VI</i>		X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19?	X	

Note. All Form 990 filers are required to complete Schedule O

Part V Statements Regarding Other IRS Filings and Tax ComplianceCheck if Schedule O contains a response to any question in this Part V ☐

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	13	
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	0	
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		
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	7	
b	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 (see instructions)		X
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?		X
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O		X
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)?		X
b	If "Yes," enter the name of the foreign country: See instructions for 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?		X
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		X
c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		
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?		X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
7	Organizations that may receive deductible contributions under section 170(c).		
a	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?		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d	
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
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?		
9	Sponsoring organizations maintaining donor advised funds.		
a	Did the organization make any taxable distributions under section 4966?		
b	Did the organization make a distribution to a donor, donor advisor, or related person?		
10	Section 501(c)(7) organizations. Enter		
a	Initiation fees and capital contributions included on Part VIII, line 12	10a	
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b	
11	Section 501(c)(12) organizations. Enter		
a	Gross income from members or shareholders	11a	
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)	11b	
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b	
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b	
c	Enter the amount of reserves on hand	13c	
14a	Did the organization receive any payments for indoor tanning services during the tax year?		X
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		

**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

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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.

Check if Schedule O contains a response to any question in this Part VI

☒ **X**

Section A. Governing Body and Management

	Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year	40	
b Enter the number of voting members included in line 1a, above, who are independent	40	
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 governing documents since the prior Form 990 was filed?	4	X
5 Did the organization become aware during the year of a significant 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	
11a Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?	11a	X
b 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	X
c Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this is done	12c	X
13 Does the organization have a written whistleblower policy?	13	X
14 Does the organization have a written document retention and destruction policy?	14	X
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a The organization's CEO, Executive Director, or top management official	15a	X
b Other officers or key employees of the organization	15b	X
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 ► **NONE**

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: ►
WENDY LONG - (304) 342-1166
2114 KANAWHA BOULEVARD, EAST, CHARLESTON, WV 25311

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

Check if Schedule O contains a response to any question in this Part VII

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.

- 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, if any. 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 neither the organization nor any related organization compensated any current officer, director, or trustee.

[illegible]

**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

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

(A) Name and title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
1b Sub-total								175,000.00	0.00	25,000.00
c Total from continuation sheets to Part VII, Section A								0.00	0.00	0.00
d Total (add lines 1b and 1c)								175,000.00	0.00	25,000.00

2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 in reportable compensation from the organization **1**

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

Section B. Independent Contractors

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

(A) Name and business address	(B) Description of services	(C) Compensation
TOM GRISHABER BUILDERS 129 BELFAST ROAD, CHARLESTON, WV 25314	CONTRACTOR	180,433.00

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 in compensation from the organization **1**

**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Form 990 (2010)

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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	1 a Federated campaigns	1a					
	b Membership dues	1b					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e					
	f All other contributions, gifts, grants, and similar amounts not included above	1f					
	g Noncash contributions included in lines 1a-1f \$						
	h Total. Add lines 1a-1f						
Program Service Revenue		Business Code					
	2 a MEMBERSHIP DUES & ASSE	900099	939,764.56	939,764.56			
	b PROGRAM SERVICE REVENUE	900099	455,646.46	455,646.46			
	c						
	d						
	e						
	f All other program service revenue						
	g Total. Add lines 2a-2f		1395411.02				
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)		63,063.95			63,063.95	
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties						
	6 a Gross Rents	(i) Real (ii) Personal					
	b Less: rental expenses						
	c Rental income or (loss)						
	d Net rental income or (loss)						
	7 a Gross amount from sales of assets other than inventory	(i) Securities (ii) Other	1546613				
	b Less cost or other basis and sales expenses		1523070				
	c Gain or (loss)		23543.89				
	d Net gain or (loss)		23,543.89	23,543.89			
	8 a 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						
	9 a Gross income from gaming activities See Part IV, line 19	a					
	b Less direct expenses	b					
	c Net income or (loss) from gaming activities						
	10 a Gross sales of inventory, less returns and allowances	a					
	b Less: cost of goods sold	b					
	c Net income or (loss) from sales of inventory						
Miscellaneous Revenue			Business Code				
11 a TRADE SHOW	900099	103,654.68	103,654.68				
b ADVERTISING	541800	80,435.00		80,435.00			
c OTHER	900099	15,091.43	10,091.43	5,000.00			
d All other revenue	900099	12,078.17	10,075.00		2,003.17		
e Total. Add lines 11a-11d		211,259.28					
12 Total revenue. See instructions.		1693278.14	1542776.02	85,435.00	65,067.12		

**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Form 990 (2010)

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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	306,150.00			
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	252,967.00			
8 Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	33,216.42			
9 Other employee benefits				
10 Payroll taxes	40,229.24			
11 Fees for services (non-employees):				
a Management				
b Legal				
c Accounting	24,769.25			
d Lobbying	26,500.00			
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	10,625.51			
g Other	627.00			
12 Advertising and promotion				
13 Office expenses	18,997.87			
14 Information technology				
15 Royalties				
16 Occupancy	49,714.31			
17 Travel	53,843.46			
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	434,529.36			
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	56,537.98			
23 Insurance	55,524.30			
24 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24f. If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O.)				
a DUES AND SUBSCRIPTION	137,467.15			
b PRINTING & PUBLICATIONS	42,022.94			
c PROMOTION	38,465.20			
d TELEPHONE	18,263.71			
e REPAIRS AND MAINTENANCE	11,630.82			
f All other expenses	42,011.94			
25 Total functional expenses. Add lines 1 through 24f	1,654,093.46			
26 Joint costs. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720). Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Form 990 (2010)

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Part X Balance Sheet

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	633,952.61	1	423,090.14
	2 Savings and temporary cash investments		2	55,652.60
	3 Pledges and grants receivable, net		3	
	4 Accounts receivable, net	32,852.14	4	48,449.67
	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)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions)		6	
	7 Notes and loans receivable, net		7	
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges	96,267.74	9	14,620.51
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 891,024.44		
	b Less: accumulated depreciation	10b 378,049.17	10c	512,975.27
	11 Investments - publicly traded securities	617.16	11	
	12 Investments - other securities. See Part IV, line 11	1,309,222.76	12	1,381,441.67
	13 Investments - program-related. See Part IV, line 11		13	
	14 Intangible assets		14	
	15 Other assets. See Part IV, line 11	67,809.26	15	71,486.55
16 Total assets. Add lines 1 through 15 (must equal line 34)	2,417,723.21	16	2,507,716.41	
Liabilities	17 Accounts payable and accrued expenses	4,392.00	17	4,392.00
	18 Grants payable		18	
	19 Deferred revenue	106,138.00	19	139,305.00
	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	0.00	25	17,641.50
	26 Total liabilities. Add lines 17 through 25	110,530.00	26	161,338.50
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	2,307,193.21	27	2,346,377.91
	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	2,307,193.21	33	2,346,377.91
	34 Total liabilities and net assets/fund balances	2,417,723.21	34	2,507,716.41

Form 990 (2010)

Part XI Reconciliation of Net Assets

Check if Schedule O contains a response to any question in this Part XI

☒

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,693,278.14
2	Total expenses (must equal Part IX, column (A), line 25)	2	1,654,093.46
3	Revenue less expenses. Subtract line 2 from line 1	3	39,184.68
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	2,307,193.21
5	Other changes in net assets or fund balances (explain in Schedule O)	5	0.02
6	Net assets or fund balances at end of year. Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	2,346,377.91

Part XII Financial Statements and Reporting

Check if Schedule O contains a response to any question in this Part XII

☒1 Accounting method used to prepare the Form 990: ☐ Cash ☐ Accrual ☒ Other **MODIFIED CASH**

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?

	Yes	No
2a		X

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

2b	X	
----	---	--

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?

2c	X	
----	---	--

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 separate basis, consolidated 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?

3a		X
----	--	---

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.

3b		
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Form 990 (2010)

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities
For Organizations Exempt From Income Tax Under section 501(c) and section 527

▶ **Complete if the organization is described below.**
▶ **Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.**

OMB No 1545-0047

2010

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

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

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

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

If the organization answered "Yes," to Form 990, Part IV, line 5 (Proxy Tax), or Form 990-EZ, Part V, line 35a (Proxy Tax), then

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

Name of organization CONTRACTORS ASSOCIATION OF WEST VIRGINIA, INC.	Employer identification number 55-0524240
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Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

- 1 Provide a description of the organization's direct and indirect political campaign activities on behalf of or in opposition to candidates for public office in Part IV
- 2 Political expenditures ▶ \$ _____
- 3 Volunteer hours _____

Part I-B Complete if the organization is exempt under section 501(c)(3).

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$ _____
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$ _____
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year?
☐ Yes ☐ No
- 4a Was a correction made?
☐ Yes ☐ No
- b If "Yes," describe in Part IV.

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$ _____
- 2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities ▶ \$ _____
- 3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b ▶ \$ _____
- 4 Did the filing organization file Form 1120-POL for this year? ☐ Yes ☐ No
- 5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-

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

Schedule C (Form 990 or 990-EZ) 2010

LHA

CONTRACTORS ASSOCIATION OF

Schedule C (Form 990 or 990-EZ) 2010 **WEST VIRGINIA, INC.**

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Part II-A Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A** Check ☐ if the filing organization belongs to an affiliated group.
B Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
1 a Total lobbying expenditures to influence public opinion (grass roots lobbying)															
b Total lobbying expenditures to influence a legislative body (direct lobbying)															
c Total lobbying expenditures (add lines 1a and 1b)															
d Other exempt purpose expenditures															
e Total exempt purpose expenditures (add lines 1c and 1d)															
f Lobbying nontaxable amount Enter the amount from the following table in both columns.															
<table border="1"> <thead> <tr> <th>If the amount on line 1e, column (a) or (b) is:</th> <th>The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>	If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.			
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e.														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.														
Over \$17,000,000	\$1,000,000.														
g Grassroots nontaxable amount (enter 25% of line 1f)															
h Subtract line 1g from line 1a. If zero or less, enter -0-															
i Subtract line 1f from line 1c. If zero or less, enter -0-															
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes	<input type="checkbox"/> No												

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f on page 4.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) Total
2 a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

Schedule C (Form 990 or 990-EZ) 2010

CONTRACTORS ASSOCIATION OF

Schedule C (Form 990 or 990-EZ) 2010 **WEST VIRGINIA, INC.**

55-0524240 Page 3

Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

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

Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

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

Part III-B Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part III-A, line 3 is answered "Yes."

1 Dues, assessments and similar amounts from members	1	737,174.04
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	43,384.00
b Carryover from last year	2b	
c Total	2c	43,384.00
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	51,602.18
4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5 Taxable amount of lobbying and political expenditures (see instructions)	5	<8,218.18>

Part IV Supplemental Information

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

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

2010

Open to Public
Inspection

Name of the organization **CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Employer identification number
55-0524240

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

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

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

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

- 1 Purpose(s) of conservation easements held by the organization (check all that apply)
- ☐ Preservation of land for public use (e.g., recreation or education) ☐ Preservation of an historically important land area
- ☐ Protection of natural habitat ☐ Preservation of a certified historic structure
- ☐ 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

- a Total number of conservation easements
- b Total acreage restricted by conservation easements
- c Number of conservation easements on a certified historic structure included in (a)
- d Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register

	Held at the End of the Tax Year
2a	
2b	
2c	
2d	

- 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax 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 (ASC 958), 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 (ASC 958), 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 (ASC 958) 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 exhibitiond ☐ Loan or exchange programsb ☐ Scholarly researche ☐ Other _____c ☐ Preservation for future generations

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:

c Beginning balance

d Additions during the year

e Distributions during the year

f Ending balance

	Amount
1c	
1d	
1e	
1f	

2a Did the organization include an amount on Form 990, Part X, line 21?

☐ Yes☐ No

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

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

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance					
b Contributions					
c 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 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	50,000.00			50,000.00
b Buildings	841,024.44		378,049.17	462,975.27
c Leasehold improvements				
d Equipment				
e Other				

Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).) ▶ 512,975.27

CONTRACTORS ASSOCIATION OF

Schedule D (Form 990) 2010

WEST VIRGINIA, INC.

55-0524240 Page 3

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
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A) SECURITIES AND OTHER		
(B) INVESTMENTS	1,381,441.67	END-OF-YEAR MARKET VALUE
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. (Col (b) must equal Form 990, Part X, col (B) line 12.)	1,381,441.67	

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
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. (Col (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
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
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
(1) Federal income taxes	
(2) LONG-TERM PORTION OF THIRD PARTY	
(3) LOAN	17,641.50
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. (Column (b) must equal Form 990, Part X, col (B) line 25.)	17,641.50

2. FIN 48 (ASC 740) 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 (ASC 740).

**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Schedule D (Form 990) 2010

55-0524240 Page **4**

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

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	1,693,278.14
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	1,654,093.46
3	Excess or (deficit) for the year. Subtract line 2 from line 1	3	39,184.68
4	Net unrealized gains (losses) on investments	4	
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV.)	8	0.02
9	Total adjustments (net). Add lines 4 through 8	9	0.02
10	Excess or (deficit) for the year per audited financial statements. Combine lines 3 and 9	10	39,184.70

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

1	Total revenue, gains, and other support per audited financial statements	1	1,696,955.43
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains on investments	2a	
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIV.)	2d	3,677.29
e	Add lines 2a through 2d	2e	3,677.29
3	Subtract line 2e from line 1	3	1,693,278.14
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV.)	4b	
c	Add lines 4a and 4b	4c	0.00
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	5	1,693,278.14

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

1	Total expenses and losses per audited financial statements	1	1,657,770.75
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIV.)	2d	3,677.29
e	Add lines 2a through 2d	2e	3,677.29
3	Subtract line 2e from line 1	3	1,654,093.46
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIV.)	4b	
c	Add lines 4a and 4b	4c	0.00
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	5	1,654,093.46

Part XIV Supplemental Information

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

LINE 2D IN PARTS XII & XIII ARE THE INCREASE IN CASH VALUE OF LIFE

INSURANCE - NET OF PREMIUM AND CES REPORT DIRECT INCOME.

**SCHEDULE J
(Form 990)**

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest
Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990,
Part IV, line 23.

▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization

**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Employer identification number

55-0524240

Part I Questions Regarding Compensation

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990,
Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

☐ First-class or charter travel

☐ Housing allowance or residence for personal use

☐ Travel for companions

☐ Payments for business use of personal residence

☐ Tax indemnification and gross-up payments

☒ Health or social club dues or initiation fees

☐ Discretionary spending account

☐ Personal services (e.g., maid, chauffeur, chef)

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or
reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

1b

X

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors,
trustees, and the CEO/Executive Director, regarding the items checked in line 1a?

2

X

3 Indicate which, if any, of the following the organization uses to establish the compensation of the organization's
CEO/Executive Director. Check all that apply.

☐ Compensation committee

☐ Written employment contract

☐ Independent compensation consultant

☐ Compensation survey or study

☐ Form 990 of other organizations

☒ Approval by the board or compensation committee

4 During the year, did any person listed in Form 990, Part VII, Section A, line 1a, with respect to the filing
organization or a related organization:

a Receive a severance payment or change-of-control payment from the organization or a related organization?

4a

X

b Participate in, or receive payment from, a supplemental nonqualified retirement plan?

4b

X

c Participate in, or receive payment from, an equity-based compensation arrangement?

4c

X

If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III

Only section 501(c)(3) and 501(c)(4) organizations must complete lines 5-9.

5 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation
contingent on the revenues of:

a The organization?

5a

b Any related organization?

5b

If "Yes" to line 5a or 5b, describe in Part III.

6 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation
contingent on the net earnings of:

a The organization?

6a

b Any related organization?

6b

If "Yes" to line 6a or 6b, describe in Part III

7 For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments
not described in lines 5 and 6? If "Yes," describe in Part III

7

8 Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the
initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III

8

9 If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in
Regulations section 53.4958-6(c)?

9

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

Schedule J (Form 990) 2010

**CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

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

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

(A) Name	(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
	(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
1 MICHAEL L. CLOWSER	(i) 175,000.00	0.00	0.00	25,000.00	0.00	200,000.00	0.00
	(ii) 0.00	0.00	0.00	0.00	0.00	0.00	0.00
2	(i)						
	(ii)						
3	(i)						
	(ii)						
4	(i)						
	(ii)						
5	(i)						
	(ii)						
6	(i)						
	(ii)						
7	(i)						
	(ii)						
8	(i)						
	(ii)						
9	(i)						
	(ii)						
10	(i)						
	(ii)						
11	(i)						
	(ii)						
12	(i)						
	(ii)						
13	(i)						
	(ii)						
14	(i)						
	(ii)						
15	(i)						
	(ii)						
16	(i)						
	(ii)						

CONTRACTORS ASSOCIATION OF

WEST VIRGINIA, INC.

Schedule J (Form 990) 2010

55-0524240

Page 3

Part III Supplemental Information

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

PART I, LINE 1A: CONTRACTORS ASSOCIATION OF WEST VIRGINIA PAYS FOR A GOLF

MEMBERSHIP FOR MIKE CLOWSER IN ORDER TO UTILITIZE THE FACILITIES FOR

PROMOTION AND OTHER EVENTS.

PART I, LINE 4B: MIKE CLOWSER, THE EXECUTIVE DIRECTOR OF THE CAWV, RECEIVES

AN ANNUAL \$7,500.00 CONTRIBUTION INTO HIS DEFERRED COMPENSATION PLAN.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No. 1545-0047

2010

Open to Public
Inspection

Name of the organization **CONTRACTORS ASSOCIATION OF
WEST VIRGINIA, INC.**

Employer identification number
55-0524240

FORM 990, PART VI, SECTION A, LINE 6: THE ORGANIZATION HAS MEMBERS

**FORM 990, PART VI, SECTION A, LINE 7A: THESE MEMBERS CONDUCT BOARD
MEETINGS AND VOTE ON CURRENT ITEMS AND THE OFFICERS OF THE ORGANIZATION.**

**FORM 990, PART VI, SECTION A, LINE 8B: THE ORGANIZATION DOES NOT HAVE
COMMITTEES WHICH ACT ON BEHALF OF THE GOVERNING BODY**

**FORM 990, PART VI, SECTION B, LINE 11: THE ORGANIZATION PROVIDES ALL
MEMBERS WITH A COPY OF THE 990 TO REVIEW AND ASK QUESTIONS.**

**FORM 990, PART VI, SECTION B, LINE 15: CAWV HAS A BUDGET AND FINANCE
COMMITTEE, AN INDEPENDENT COMMITTEE, WHO REVIEWS AND MAKES RECOMMENDATIONS
REGARDING THE SALARIES OF KEY PERSONNEL. ONCE THE RECOMMENDATIONS HAVE
BEEN MADE THE BOARD OF DIRECTORS, WHICH CONSIST OF 40 MEMBERS, THEN VOTE ON
THE RECOMMENDATIONS MADE BY THE BUDGET FINANCE COMMITTEE.**

**FORM 990, PART VI, SECTION C, LINE 19: THESE DOCUMENTS ARE MADE AVAILABLE
UPON REQUEST FROM ANY PERSONS MAKING A REQUEST.**

FORM 990, PART XI, LINE 5, CHANGES IN NET ASSETS:

ROUNDING 0.

990 PART XI LINE 1

THE CAWV USES THE MODIFIED CASH BASIS OF ACCOUNTING.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on
Form 990 or 990-EZ or to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

2010

Open to Public
Inspection

Name of the organization	CONTRACTORS ASSOCIATION OF WEST VIRGINIA, INC.	Employer identification number 55-0524240
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THE PROCESS OF OVERSIGHT AND THE SELECTION PROCESS FOR THIS YEAR HAS
NOT CHANGED FROM THE PRIOR YEAR.

PAGE 9 PART VIII

GROSS INCOME FROM TRADE SHOW - \$369,755.18

DIRECT EXPENSE (\$266,345.48)

NET INCOME \$103,409.70

Part III Identification of Related Organizations Taxable as a Partnership (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year)

[illegible]

Part IV Identification of Related Organizations Taxable as a Corporation or Trust (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year)

[illegible]

Part V Transactions With Related Organizations (Complete if the organization answered "Yes" to Form 990, Part IV, line 34, 35, 35a, or 36.)

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

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

	(a) Name of other organization	(b) Transaction type (a-r)	(c) Amount involved	(d) Method of determining amount involved
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				

Part VI **Unrelated Organizations Taxable as a Partnership** (Complete if the organization answered "Yes" to Form 990, Part IV, line 37.)

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

[illegible]

Capital Gains - Last year

1/1/2010 through 12/31/2010

1/25/2011

Page 1

Account	Security	Shares	Bought	Sold	Gross Pro.	Cost Basis	Realized
SHORT TERM							
Lanham, O'Dell & C	Profunds Ultra China Inv CL	354 374	11/6/2009	1/4/2010	3,685 49	3,565 00	120.49
Lanham, O'Dell & C.	Profunds Ultra China Inv CL	0 01512/29/2009	1/4/2010		0.16	0 16	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	551 00010/30/2009	1/8/2010		551.00	551 00	0.00
Lanham, O'Dell & C	Rydex Precious Metals Fund	26 352	11/4/2009	1/20/2010	1,745 03	1,651 22	93.81
Lanham, O'Dell & C	Rydex Precious Metals Fund	0.058	12/9/2009	1/20/2010	3 84	3 83	0 01
Lanham, O'Dell & C	Rydex NASDAQ-100 2x Str	39 866	1/5/2010	1/27/2010	3,307 68	3,633 00	-325 32
Lanham, O'Dell & C	Rydex NASDAQ-100 2x Str...	11.332	1/21/2010	1/27/2010	940.22	1,010 00	-69 78
Lanham, O'Dell & C	Rydex S&P 500 2x Strategy	451 203	11/3/2009	1/28/2010	9,601 60	8,699.20	902.40
Lanham, O'Dell & C	Rydex S&P 500 2x Strategy	368 302	11/4/2009	1/28/2010	7,837 47	7,134 00	703.47
Lanham, O'Dell & C	Rydex S&P 500 2x Strategy	0.59012/27/2009	1/28/2010		12 56	12.56	0 00
Lanham, O'Dell & C	CGM FOCUS	249 10910/27/2009	2/1/2010		7,061.70	7,287.00	-225 30
Lanham, O'Dell & C	CGM FOCUS	0 25912/31/2009	2/1/2010		7 34	7 70	-0 36
Lanham, O'Dell & C	Schwab Govt Money Fund	8,133 26010/30/2009	2/5/2010		8,133 26	8,133 26	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	0 06011/16/2009	2/5/2010		0 06	0 06	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	1,364 36011/18/2009	2/5/2010		1,364 36	1,364 36	0 00
Lanham, O'Dell & C	T Rowe Price Capital Appre	648 493	5/5/2009	2/5/2010	11,596.37	9,914.00	1,682.37
Lanham, O'Dell & C	T Rowe Price Capital Appre	331 152	5/8/2009	2/5/2010	5,921 67	5,078 00	843.67
Lanham, O'Dell & C	T Rowe Price Capital Appre	21 60212/14/2009	2/5/2010		386.29	391.86	-5 57
Lanham, O'Dell & C	Schwab Govt Money Fund	673 64011/18/2009	2/8/2010		673 64	673.64	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	828 00011/25/2009	2/8/2010		828 00	828.00	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	52 650	1/5/2010	2/8/2010	52 65	52.65	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	296 870	1/21/2010	2/8/2010	296 87	296 87	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	3,669 900	1/28/2010	2/8/2010	3,669 90	3,669 90	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	17,451	1/29/2010	2/8/2010	17,451 62	17,451 62	0 00
Lanham, O'Dell & C...	Schwab Govt Money Fund	280 320	2/2/2010	2/8/2010	280 32	280 32	0 00
Lanham, O'Dell & C	FIRST EAGLE GOLD A	106 718	5/22/2009	2/9/2010	2,566.44	2,510.00	56 44
Lanham, O'Dell & C	FIRST EAGLE GOLD A	106 009	5/28/2009	2/9/2010	2,549 39	2,505.00	44 39
Lanham, O'Dell & C	FIRST EAGLE GOLD A	104 11710/30/2009	2/9/2010		2,503 89	2,681.00	-177 11
Lanham, O'Dell & C	FIRST EAGLE GOLD A	4 39912/16/2009	2/9/2010		105 79	121 03	-15 24
Lanham, O'Dell & C	FIRST EAGLE GOLD A	15 899	1/20/2010	2/9/2010	382 35	442 00	-59 65
Lanham, O'Dell & C	SCHWAB VALUE ADV	47 170	2/17/2009	2/9/2010	47 17	47 17	0.00
Lanham, O'Dell & C	SCHWAB VALUE ADV	24 100	3/16/2009	2/9/2010	24 10	24 10	0.00
Lanham, O'Dell & C	SCHWAB VALUE ADV	15.470	4/15/2009	2/9/2010	15 47	15 47	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	12 510	5/15/2009	2/9/2010	12 51	12.51	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	8.330	6/15/2009	2/9/2010	8 33	8 33	0.00
Lanham, O'Dell & C	SCHWAB VALUE ADV	2,186 000	7/2/2009	2/9/2010	2,186 00	2,186 00	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	4 200	7/15/2009	2/9/2010	4.20	4 20	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	0.840	8/17/2009	2/9/2010	0 84	0.84	0.00
Lanham, O'Dell & C	SCHWAB VALUE ADV	0 340	9/15/2009	2/9/2010	0 34	0 34	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	0 35010/15/2009	2/9/2010		0 35	0.35	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	0 38011/16/2009	2/9/2010		0 38	0.38	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	0 52012/31/2009	2/9/2010		0 52	0 52	0.00
Lanham, O'Dell & C	SCHWAB VALUE ADV	0.170	1/15/2010	2/9/2010	0.17	0.17	0.00
Lanham, O'Dell & C	RYDEX INVERSE S&P 500 ...	655 957	2/5/2010	2/16/2010	24,664.00	25,005.09	-341 09
Lanham, O'Dell & C	Schwab Govt Money Fund	6,788.720	2/2/2010	2/18/2010	6,788 72	6,788.72	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	146.000	2/3/2010	2/18/2010	146.00	146.00	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	17,371	2/10/2010	2/18/2010	17,371 37	17,371.37	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	0.170	2/16/2010	2/18/2010	0 17	0.17	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	5,591 740	2/17/2010	2/18/2010	5,591 74	5,591 74	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	4,548 000	2/17/2010	2/19/2010	4,548 00	4,548.00	0 00

Capital Gains - Last year

1/1/2010 through 12/31/2010

1/25/2011

Page 2

Account	Security	Shares	Bought	Sold	Gross Pro...	Cost Basis	Realized
Lanham, O'Dell & C .	PROFUNDS ULTRA LATIN .	489.730	2/18/2010	2/25/2010	5,200.93	5,436.00	-235 07
Lanham, O'Dell & C	Schwab Govt Money Fund	3,672 000	2/17/2010	3/8/2010	3,672 00	3,672.00	0 00
Lanham, O'Dell & C	Profunds Ultra Mid Cap Fun	85 888	2/18/2010	3/10/2010	2,617 00	2,353 33	263 67
Lanham, O'Dell & C	Profunds Ultra Mid Cap Fun	380 582	2/18/2010	3/16/2010	11,897 00	10,427 94	1,469 06
Lanham, O'Dell & C .	Schwab Govt Money Fund	795 000	2/17/2010	3/19/2010	795 00	795 00	0.00
Lanham, O'Dell & C	ProFunds UltraEmerging M .	239 218	3/8/2010	3/23/2010	3,681 56	3,672 00	9.56
Lanham, O'Dell & C	ProFunds UltraEmerging M .	55 233	3/11/2010	3/23/2010	850 04	876 00	-25 96
Lanham, O'Dell & C	Profunds Ultra Mid Cap Fun .	119.674	2/18/2010	4/5/2010	3,887 00	3,279 07	607 93
Lanham, O'Dell & C..	Profunds Ultra Mid Cap Fun.	306 630	2/18/2010	4/19/2010	10,535 81	8,401.66	2,134.15
Lanham, O'Dell & C.	Profunds Ultra Mid Cap Fun	163 774	2/19/2010	4/19/2010	5,627 27	4,548.00	1,079 27
Lanham, O'Dell & C .	IVY ASSET STRATEGY I	6.69312	10/20/2009	4/20/2010	152.10	148 92	3.18
Lanham, O'Dell & C...	Schwab Govt Money Fund	10,057....	2/17/2010	4/27/2010	10,057 52	10,057.52	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	2,194 480	2/26/2010	4/27/2010	2,194.48	2,194.48	0 00
Lanham, O'Dell & C .	Schwab Govt Money Fund	3,006 450	2/26/2010	5/3/2010	3,006 45	3,006 45	0.00
Lanham, O'Dell & C .	Schwab Govt Money Fund	1,741 000	3/11/2010	5/3/2010	1,741 00	1,741.00	0 00
Lanham, O'Dell & C .	Schwab Govt Money Fund	0 120	3/15/2010	5/3/2010	0.12	0.12	0 00
Lanham, O'Dell & C .	Schwab Govt Money Fund	6,332 430	3/17/2010	5/3/2010	6,332.43	6,332 43	0 00
Lanham, O'Dell & C...	Schwab Govt Money Fund	5,564.570	3/17/2010	5/6/2010	5,564 57	5,564 57	0.00
Lanham, O'Dell & C .	Schwab Govt Money Fund	3,803 430	3/24/2010	5/6/2010	3,803 43	3,803 43	0 00
Lanham, O'Dell & C .	Schwab Govt Money Fund	728 170	3/24/2010	5/7/2010	728 17	728 17	0 00
Lanham, O'Dell & C..	Schwab Govt Money Fund	1,137 830	4/6/2010	5/7/2010	1,137 83	1,137 83	0 00
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	449 305	5/6/2010	5/11/2010	9,377 00	9,368 00	9.00
Lanham, O'Dell & C	PROFUNDS ULTRASHOR	901 449	5/7/2010	5/13/2010	1,649 65	1,866 00	-216 35
Lanham, O'Dell & C	Schwab Govt Money Fund	2,190 170	4/6/2010	5/20/2010	2,190 17	2,190 17	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	0.300	4/15/2010	5/20/2010	0 30	0.30	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	1,565 850	4/20/2010	5/20/2010	1,565 85	1,565 85	0 00
Lanham, O'Dell & C	Matthews Asian Growth & I	150 768	6/1/2009	5/25/2010	2,341 43	2,073 06	268 37
Lanham, O'Dell & C	T Rowe Price Capital Appre .	621 962	4/27/2010	5/25/2010	11,357.76	12,252 00	-894 24
Lanham, O'Dell & C	T Rowe Price Capital Appre.	174 646	5/3/2010	5/25/2010	3,189.24	3,416 38	-227 14
Lanham, O'Dell & C	Schwab Govt Money Fund	4,941 080	4/20/2010	5/26/2010	4,941 08	4,941 08	0 00
Lanham, O'Dell & C .	Schwab Govt Money Fund	9,656.150	4/20/2010	5/28/2010	9,656 15	9,656.15	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	962 850	4/21/2010	5/28/2010	962 85	962 85	0.00
Lanham, O'Dell & C	RYDEX MID CAP 1.5X STR. .	707.198	5/28/2010	6/2/2010	17,276.85	18,274.00	-997 15
Lanham, O'Dell & C.	PROSHARES TR	159 000	5/25/2010	6/2/2010	5,481 46	5,519 06	-37 60
Lanham, O'Dell & C	PROSHARES TR	180 000	5/26/2010	6/2/2010	6,205.43	6,306.02	-100 59
Lanham, O'Dell & C.	Schwab Govt Money Fund	697.220	4/21/2010	6/8/2010	697 22	697.22	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	5,689.360	5/12/2010	6/8/2010	5,689 36	5,689.36	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	1,649.650	5/14/2010	6/8/2010	1,649.65	1,649 65	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	0 320	5/17/2010	6/8/2010	0.32	0.32	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	1,077.360	6/3/2010	6/8/2010	1,077.36	1,077.36	0.00
Lanham, O'Dell & C...	FPA New Incom	12 106	7/1/2009	6/8/2010	133.43	132 80	0.63
Lanham, O'Dell & C	FPA New Incom	12.161	10/1/2009	6/8/2010	134.04	133.89	0.15
Lanham, O'Dell & C	FPA New Incom	12 98912	14/2009	6/8/2010	143 16	142.49	0 67
Lanham, O'Dell & C	FPA New Incom	12 423	4/1/2010	6/8/2010	136 93	136 16	0 77
Lanham, O'Dell & C .	Schwab Govt Money Fund	5,748 000	6/3/2010	6/22/2010	5,748.00	5,748 00	0.00
Lanham, O'Dell & C .	Schwab Govt Money Fund	9,207 000	6/3/2010	6/25/2010	9,207 00	9,207 00	0 00
Lanham, O'Dell & C	T Rowe Price Capital Appre	391 765	5/3/2010	6/29/2010	7,166 05	7,663 62	-497 57
Lanham, O'Dell & C.	Schwab Govt Money Fund	2,471 000	6/3/2010	7/6/2010	2,471 00	2,471.00	0 00
Lanham, O'Dell & C .	Schwab Govt Money Fund	552 000	6/3/2010	7/7/2010	552 00	552 00	0 00
Lanham, O'Dell & C .	RYDEX INVERSE DYNAMI .	314 930	6/25/2010	7/9/2010	7,404.00	7,416.61	-12 61
Lanham, O'Dell & C.	RYDEX INVERSE DYNAMI.	76 025	6/25/2010	7/12/2010	1,760 74	1,790.39	-29 65
Lanham, O'Dell & C	RYDEX INVERSE DYNAMI	147.856	6/30/2010	7/12/2010	3,424.34	3,689.00	-264 66

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Lanham, O'Dell & C.	PROFUNDS ULTRA LATIN	489 730	2/18/2010	2/25/2010	5,200.93	5,436.00	-235 07
Lanham, O'Dell & C.	Schwab Govt Money Fund	3,672 000	2/17/2010	3/8/2010	3,672 00	3,672.00	0 00
Lanham, O'Dell & C.	Profunds Ultra Mid Cap Fun	85.888	2/18/2010	3/10/2010	2,617 00	2,353.33	263 67
Lanham, O'Dell & C.	Profunds Ultra Mid Cap Fun	380 582	2/18/2010	3/16/2010	11,897 00	10,427 94	1,469 06
Lanham, O'Dell & C.	Schwab Govt Money Fund	795 000	2/17/2010	3/19/2010	795 00	795 00	0.00
Lanham, O'Dell & C.	ProFunds UltraEmerging M	239 218	3/8/2010	3/23/2010	3,681 56	3,672 00	9 56
Lanham, O'Dell & C.	ProFunds UltraEmerging M	55 233	3/11/2010	3/23/2010	850 04	876 00	-25 96
Lanham, O'Dell & C.	Profunds Ultra Mid Cap Fun	119.674	2/18/2010	4/5/2010	3,887 00	3,279 07	607.93
Lanham, O'Dell & C.	Profunds Ultra Mid Cap Fun.	306 630	2/18/2010	4/19/2010	10,535.81	8,401 66	2,134.15
Lanham, O'Dell & C.	Profunds Ultra Mid Cap Fun	163 774	2/19/2010	4/19/2010	5,627 27	4,548 00	1,079.27
Lanham, O'Dell & C.	IVY ASSET STRATEGY I	6.69312	10/20/2009	4/20/2010	152 10	148 92	3 18
Lanham, O'Dell & C.	Schwab Govt Money Fund	10,057....	2/17/2010	4/27/2010	10,057 52	10,057.52	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	2,194.480	2/26/2010	4/27/2010	2,194.48	2,194.48	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	3,006 450	2/26/2010	5/3/2010	3,006 45	3,006 45	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	1,741 000	3/11/2010	5/3/2010	1,741 00	1,741 00	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	0 120	3/15/2010	5/3/2010	0.12	0.12	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	6,332 430	3/17/2010	5/3/2010	6,332.43	6,332 43	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	5,564 570	3/17/2010	5/6/2010	5,564 57	5,564 57	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	3,803 430	3/24/2010	5/6/2010	3,803 43	3,803 43	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	728 170	3/24/2010	5/7/2010	728 17	728 17	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	1,137.830	4/6/2010	5/7/2010	1,137 83	1,137 83	0 00
Lanham, O'Dell & C.	RYDEX INVERSE S&P 500	449.305	5/6/2010	5/11/2010	9,377 00	9,368 00	9.00
Lanham, O'Dell & C.	PROFUNDS ULTRASHOR	901 449	5/7/2010	5/13/2010	1,649 65	1,866 00	-216 35
Lanham, O'Dell & C.	Schwab Govt Money Fund	2,190 170	4/6/2010	5/20/2010	2,190.17	2,190.17	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	0 300	4/15/2010	5/20/2010	0 30	0 30	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	1,565 850	4/20/2010	5/20/2010	1,565 85	1,565 85	0.00
Lanham, O'Dell & C.	Matthews Asian Growth & I	150 768	6/1/2009	5/25/2010	2,341 43	2,073 06	268 37
Lanham, O'Dell & C.	T Rowe Price Capital Appre...	621 962	4/27/2010	5/25/2010	11,357 76	12,252 00	-894 24
Lanham, O'Dell & C.	T Rowe Price Capital Appre	174 646	5/3/2010	5/25/2010	3,189.24	3,416 38	-227 14
Lanham, O'Dell & C.	Schwab Govt Money Fund	4,941 080	4/20/2010	5/26/2010	4,941.08	4,941.08	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	9,656 150	4/20/2010	5/28/2010	9,656 15	9,656 15	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	962 850	4/21/2010	5/28/2010	962 85	962 85	0.00
Lanham, O'Dell & C.	RYDEX MID CAP 1.5X STR	707 198	5/28/2010	6/2/2010	17,276.85	18,274.00	-997 15
Lanham, O'Dell & C.	PROSHARES TR	159.000	5/25/2010	6/2/2010	5,481 46	5,519.06	-37 60
Lanham, O'Dell & C.	PROSHARES TR	180 000	5/26/2010	6/2/2010	6,205 43	6,306.02	-100 59
Lanham, O'Dell & C.	Schwab Govt Money Fund	697.220	4/21/2010	6/8/2010	697 22	697.22	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	5,689 360	5/12/2010	6/8/2010	5,689.36	5,689.36	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	1,649.650	5/14/2010	6/8/2010	1,649 65	1,649 65	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	0.320	5/17/2010	6/8/2010	0.32	0 32	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	1,077 360	6/3/2010	6/8/2010	1,077.36	1,077.36	0 00
Lanham, O'Dell & C.	FPA New Incom	12 106	7/1/2009	6/8/2010	133.43	132 80	0 63
Lanham, O'Dell & C.	FPA New Incom	12.161	10/1/2009	6/8/2010	134.04	133.89	0.15
Lanham, O'Dell & C.	FPA New Incom	12.98912	14/2009	6/8/2010	143 16	142.49	0.67
Lanham, O'Dell & C.	FPA New Incom	12 423	4/1/2010	6/8/2010	136 93	136 16	0.77
Lanham, O'Dell & C.	Schwab Govt Money Fund	5,748 000	6/3/2010	6/22/2010	5,748 00	5,748 00	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	9,207.000	6/3/2010	6/25/2010	9,207.00	9,207 00	0.00
Lanham, O'Dell & C.	T Rowe Price Capital Appre	391 765	5/3/2010	6/29/2010	7,166 05	7,663 62	-497 57
Lanham, O'Dell & C.	Schwab Govt Money Fund	2,471 000	6/3/2010	7/6/2010	2,471 00	2,471.00	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	552 000	6/3/2010	7/7/2010	552 00	552.00	0.00
Lanham, O'Dell & C.	RYDEX INVERSE DYNAMI	314 930	6/25/2010	7/9/2010	7,404 00	7,416.61	-12 61
Lanham, O'Dell & C.	RYDEX INVERSE DYNAMI.	76 025	6/25/2010	7/12/2010	1,760.74	1,790.39	-29 65
Lanham, O'Dell & C.	RYDEX INVERSE DYNAMI	147 856	6/30/2010	7/12/2010	3,424 34	3,689.00	-264 66

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Account	Security	Shares	Bought	Sold	Gross Pro.	Cost Basis	Realized
Lanham, O'Dell & C	Schwab Govt Money Fund	4,562 000	6/3/2010	7/20/2010	4,562.00	4,562.00	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	5,346 380	6/3/2010	7/21/2010	5,346.38	5,346.38	0 00
Lanham, O'Dell & C...	Schwab Govt Money Fund	0.230	6/15/2010	7/21/2010	0.23	0 23	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	2,150 390	6/30/2010	7/21/2010	2,150 39	2,150.39	0.00
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	62 878	2/5/2010	7/28/2010	2,208 90	2,396.91	-188 01
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	155 938	2/8/2010	7/28/2010	5,478 10	5,930.33	-452 23
Lanham, O'Dell & C	S P D R Trust Unit SR 1	31 000	5/12/2010	8/2/2010	3,508 34	3,687.64	-179 30
Lanham, O'Dell & C	S P D R Trust Unit SR 1	31 000	5/20/2010	8/2/2010	3,508.34	3,756 32	-247 98
Lanham, O'Dell & C	Schwab Govt Money Fund	1,326 660	6/30/2010	8/11/2010	1,326 66	1,326.66	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	5,628 340	7/12/2010	8/11/2010	5,628 34	5,628.34	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	1,775 660	7/12/2010	8/12/2010	1,775 66	1,775 66	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	5,185 080	7/13/2010	8/12/2010	5,185 08	5,185 08	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	0 130	7/15/2010	8/12/2010	0 13	0 13	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	2,311 130	7/29/2010	8/12/2010	2,311 13	2,311 13	0.00
Lanham, O'Dell & C	Rydex S&P 500 2x Strategy..	318 744	8/11/2010	8/13/2010	6,492.82	6,955 00	-462 18
Lanham, O'Dell & C...	Schwab Govt Money Fund	2,709 180	7/29/2010	8/13/2010	2,709.18	2,709 18	0 00
Lanham, O'Dell & C	RYDEX INVERSE RUSSEL	717.077	8/12/2010	8/19/2010	8,734 00	8,977.81	-243 81
Lanham, O'Dell & C	Schwab Govt Money Fund	2,666 690	7/29/2010	8/24/2010	2,666 69	2,666.69	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	515.310	8/3/2010	8/24/2010	515 31	515.31	0 00
Lanham, O'Dell & C.	RYDEX INVERSE RUSSEL	23.498	8/12/2010	8/25/2010	317 22	294.19	23 03
Lanham, O'Dell & C.	RYDEX INVERSE RUSSEL	244 206	8/13/2010	8/25/2010	3,296 78	3,091.65	205 13
Lanham, O'Dell & C	Schwab Govt Money Fund	873 000	8/3/2010	8/25/2010	873 00	873 00	0 00
Lanham, O'Dell & C...	Schwab Govt Money Fund	3,804 000	8/3/2010	8/26/2010	3,804 00	3,804 00	0 00
Lanham, O'Dell & C	RYDEX INVERSE RUSSEL...	482 650	8/13/2010	8/31/2010	6,346 85	6,110 35	236.50
Lanham, O'Dell & C...	Schwab Govt Money Fund	1,824 370	8/3/2010	9/13/2010	1,824 37	1,824 37	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	0 190	8/16/2010	9/13/2010	0 19	0 19	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	1,403 440	8/20/2010	9/13/2010	1,403 44	1,403 44	0 00
Lanham, O'Dell & C.	RYDEX INVERSE S&P 500	128 991	2/8/2010	10/5/2010	4,387 00	4,905.53	-518 53
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	103 963	2/8/2010	10/7/2010	3,463 00	3,953 72	-490 72
Lanham, O'Dell & C	Schwab Govt Money Fund	3,197 000	8/20/2010	10/8/2010	3,197.00	3,197 00	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	2,032 000	8/20/2010	10/28/2010	2,032 00	2,032.00	0 00
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	213 206	2/8/2010	11/2/2010	6,942 00	8,108 23	-1 166 23
Lanham, O'Dell & C.	RYDEX INVERSE S&P 500	9 340	2/8/2010	11/5/2010	294 68	355 20	-60 52
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	124 747	7/20/2010	11/5/2010	3,935 76	4,562 00	-626 24
Lanham, O'Dell & C.	RYDEX INVERSE S&P 500	98 465	7/20/2010	11/5/2010	3,106 56	3,560 49	-453 93
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	108 864	7/20/2010	12/3/2010	3,416 15	3,936 51	-520 36
Lanham, O'Dell & C.	RYDEX INVERSE S&P 500	121 251	8/31/2010	12/3/2010	3,804.86	4,496 00	-691 14
TOTAL SHORT TERM					478,551.41	478,852.48	-301.07

LONG TERM

Lanham, O'Dell & C	SCHWAB VALUE ADV	18,359	12/23/2008	2/2/2010	18,359 00	18,359 00	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	21,850	12/23/2008	2/9/2010	21,850 00	21,850 00	0 00
Lanham, O'Dell & C.	SCHWAB VALUE ADV.	2,994 000	12/26/2008	2/9/2010	2,994.00	2,994 00	0.00
Lanham, O'Dell & C	SCHWAB VALUE ADV	21 640	12/31/2008	2/9/2010	21.64	21.64	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	31 490	1/15/2009	2/9/2010	31.49	31 49	0.00
Lanham, O'Dell & C.	IVY ASSET STRATEGY I	326 476	12/15/2008	4/20/2010	7,419.03	5,772.57	1,646 46
Lanham, O'Dell & C.	IVY ASSET STRATEGY I	235 419	1/5/2009	4/20/2010	5,349 79	4,345.00	1,004 79
Lanham, O'Dell & C..	IVY ASSET STRATEGY I	408 412	2/10/2009	4/20/2010	9,280.99	7,349 00	1,931.99
Lanham, O'Dell & C...	IVY ASSET STRATEGY I	189.494	3/4/2009	4/20/2010	4,306 17	3,427.00	879 17
Lanham, O'Dell & C	Matthews Asian Growth & I..	390 683	5/12/2009	5/25/2010	6,067 31	5,032 00	1,035.31
Lanham, O'Dell & C	Matthews Asian Growth & I	377 931	5/19/2009	5/25/2010	5,869 27	4,932 00	937.27
Lanham, O'Dell & C.	FPA New Incom	552 264	6/4/2004	5/28/2010	6,074.05	6,278.56	-204 51

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Account	Security	Shares	Bought	Sold	Gross Pro ..	Cost Basis	Realized ..
Lanham, O'Dell & C .	Schwab Govt Money Fund	4,562 000	6/3/2010	7/20/2010	4,562.00	4,562.00	0.00
Lanham, O'Dell & C .	Schwab Govt Money Fund	5,346 380	6/3/2010	7/21/2010	5,346.38	5,346 38	0 00
Lanham, O'Dell & C ..	Schwab Govt Money Fund	0 230	6/15/2010	7/21/2010	0 23	0 23	0.00
Lanham, O'Dell & C .	Schwab Govt Money Fund	2,150 390	6/30/2010	7/21/2010	2,150.39	2,150.39	0 00
Lanham, O'Dell & C	RYDEX INVERSE S&P 500 .	62 878	2/5/2010	7/28/2010	2,208 90	2,396.91	-188 01
Lanham, O'Dell & C	RYDEX INVERSE S&P 500 . .	155 938	2/8/2010	7/28/2010	5,478.10	5,930.33	-452 23
Lanham, O'Dell & C	S P D R Trust Unit SR 1	31 000	5/12/2010	8/2/2010	3,508.34	3,687.64	-179 30
Lanham, O'Dell & C	S P D R Trust Unit SR 1	31 000	5/20/2010	8/2/2010	3,508.34	3,756 32	-247 98
Lanham, O'Dell & C	Schwab Govt Money Fund	1,326 660	6/30/2010	8/11/2010	1,326.66	1,326 66	0.00
Lanham, O'Dell & C	Schwab Govt Money Fund	5,628 340	7/12/2010	8/11/2010	5,628 34	5,628 34	0 00
Lanham, O'Dell & C..	Schwab Govt Money Fund	1,775 660	7/12/2010	8/12/2010	1,775 66	1,775 66	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	5,185 080	7/13/2010	8/12/2010	5,185.08	5,185 08	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	0 130	7/15/2010	8/12/2010	0 13	0 13	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	2,311 130	7/29/2010	8/12/2010	2,311.13	2,311 13	0.00
Lanham, O'Dell & C	Rydex S&P 500 2x Strategy .	318 744	8/11/2010	8/13/2010	6,492.82	6,955 00	-462 18
Lanham, O'Dell & C	Schwab Govt Money Fund	2,709.180	7/29/2010	8/13/2010	2,709.18	2,709 18	0 00
Lanham, O'Dell & C	RYDEX INVERSE RUSSEL..	717.077	8/12/2010	8/19/2010	8,734 00	8,977 81	-243 81
Lanham, O'Dell & C	Schwab Govt Money Fund	2,666 690	7/29/2010	8/24/2010	2,666 69	2,666.69	0.00
Lanham, O'Dell & C.	Schwab Govt Money Fund	515 310	8/3/2010	8/24/2010	515.31	515.31	0 00
Lanham, O'Dell & C.	RYDEX INVERSE RUSSEL	23 498	8/12/2010	8/25/2010	317.22	294.19	23 03
Lanham, O'Dell & C	RYDEX INVERSE RUSSEL .	244 206	8/13/2010	8/25/2010	3,296 78	3,091.65	205.13
Lanham, O'Dell & C	Schwab Govt Money Fund	873 000	8/3/2010	8/25/2010	873.00	873.00	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	3,804 000	8/3/2010	8/26/2010	3,804.00	3,804 00	0.00
Lanham, O'Dell & C .	RYDEX INVERSE RUSSEL	482 650	8/13/2010	8/31/2010	6,346 85	6,110 35	236 50
Lanham, O'Dell & C.	Schwab Govt Money Fund	1,824 370	8/3/2010	9/13/2010	1,824 37	1,824 37	0 00
Lanham, O'Dell & C.	Schwab Govt Money Fund	0 190	8/16/2010	9/13/2010	0 19	0.19	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	1,403 440	8/20/2010	9/13/2010	1,403 44	1,403 44	0 00
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	128 991	2/8/2010	10/5/2010	4,387 00	4,905.53	-518 53
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	103 963	2/8/2010	10/7/2010	3,463 00	3,953 72	-490 72
Lanham, O'Dell & C	Schwab Govt Money Fund	3,197 000	8/20/2010	10/8/2010	3,197.00	3,197 00	0 00
Lanham, O'Dell & C	Schwab Govt Money Fund	2,032 000	8/20/2010	10/28/2010	2,032 00	2,032.00	0 00
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	213.206	2/8/2010	11/2/2010	6,942 00	8,108 23	-1 166 23
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	9 340	2/8/2010	11/5/2010	294 68	355 20	-60 52
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	124 747	7/20/2010	11/5/2010	3,935 76	4,562 00	-626 24
Lanham, O'Dell & C.	RYDEX INVERSE S&P 500	98 465	7/20/2010	11/5/2010	3,106 56	3,560 49	-453 93
Lanham, O'Dell & C.	RYDEX INVERSE S&P 500 .	108 864	7/20/2010	12/3/2010	3,416 15	3,936 51	-520 36
Lanham, O'Dell & C	RYDEX INVERSE S&P 500	121 251	8/31/2010	12/3/2010	3,804.86	4,496 00	-691 14
TOTAL SHORT TERM					478,551.41	478,852.48	-301.07

LONG TERM

Lanham, O'Dell & C	SCHWAB VALUE ADV	18,359 .	12/23/2008	2/2/2010	18,359 00	18,359 00	0 00
Lanham, O'Dell & C .	SCHWAB VALUE ADV	21,850 .	12/23/2008	2/9/2010	21,850 00	21,850 00	0 00
Lanham, O'Dell & C .	SCHWAB VALUE ADV.	2,994 000	12/26/2008	2/9/2010	2,994.00	2,994.00	0 00
Lanham, O'Dell & C .	SCHWAB VALUE ADV	21 640	12/31/2008	2/9/2010	21.64	21.64	0 00
Lanham, O'Dell & C	SCHWAB VALUE ADV	31 490	1/15/2009	2/9/2010	31.49	31 49	0 00
Lanham, O'Dell & C	IVY ASSET STRATEGY I	326.476	12/15/2008	4/20/2010	7,419 03	5,772 57	1,646 46
Lanham, O'Dell & C..	IVY ASSET STRATEGY I	235 419	1/5/2009	4/20/2010	5,349.79	4,345 00	1,004 79
Lanham, O'Dell & C	IVY ASSET STRATEGY I	408.412	2/10/2009	4/20/2010	9,280.99	7,349.00	1,931 99
Lanham, O'Dell & C	IVY ASSET STRATEGY I	189 494	3/4/2009	4/20/2010	4,306.17	3,427 00	879.17
Lanham, O'Dell & C	Matthews Asian Growth & I .	390 683	5/12/2009	5/25/2010	6,067 31	5,032 00	1,035.31
Lanham, O'Dell & C	Matthews Asian Growth & I	377 931	5/19/2009	5/25/2010	5,869 27	4,932 00	937 27
Lanham, O'Dell & C .	FPA New Incom	552 264	6/4/2004	5/28/2010	6,074.05	6,278 56	-204 51

Capital Gains - Last year

1/1/2010 through 12/31/2010

1/25/2011

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Account	Security	Shares	Bought	Sold	Gross Pro ..	Cost Basis	Realized ...
Lanham, O'Dell & C...	FPA New Incom	6.792	7/1/2004	5/28/2010	74.70	76.48	-1 78
Lanham, O'Dell & C..	FPA New Incom	136 951	7/22/2004	5/28/2010	1,506 25	1,549 70	-43 45
Lanham, O'Dell & C .	FPA New Incom	423 244	7/22/2004	6/8/2010	4,664 96	4,789.30	-124 34
Lanham, O'Dell & C .	FPA New Incom	10 134	10/1/2004	6/8/2010	111 70	113 60	-1 90
Lanham, O'Dell & C	FPA New Incom	11 391	12/16/2004	6/8/2010	125 55	127.24	-1 69
Lanham, O'Dell & C	FPA New Incom	10 409	4/1/2005	6/8/2010	114.73	115 54	-0 81
Lanham, O'Dell & C .	FPA New Incom	14 196	7/1/2005	6/8/2010	156 47	155.30	1.17
Lanham, O'Dell & C	FPA New Incom	14.377	10/3/2005	6/8/2010	158 46	157 00	1.46
Lanham, O'Dell & C	FPA New Incom	22.005	12/16/2005	6/8/2010	242.54	238 09	4 45
Lanham, O'Dell & C	FPA New Incom	9 924	4/3/2006	6/8/2010	109 38	107 58	1 80
Lanham, O'Dell & C	FPA New Incom	17.918	7/3/2006	6/8/2010	197.49	193 87	3 62
Lanham, O'Dell & C	FPA New Incom	17 015	10/2/2006	6/8/2010	187 54	184.44	3 10
Lanham, O'Dell & C	FPA New Incom	12.650	12/18/2006	6/8/2010	139 43	137 13	2 30
Lanham, O'Dell & C	FPA New Incom	15 061	4/2/2007	6/8/2010	166 00	163 71	2 29
Lanham, O'Dell & C	FPA New Incom	16 489	7/2/2007	6/8/2010	181 74	178 41	3 33
Lanham, O'Dell & C.	FPA New Incom	15 395	10/1/2007	6/8/2010	169 68	167 81	1 87
Lanham, O'Dell & C	FPA New Incom	16 731	12/17/2007	6/8/2010	184 41	182 87	1.54
Lanham, O'Dell & C	FPA New Incom	13 205	4/1/2008	6/8/2010	145 54	145.52	0 02
Lanham, O'Dell & C	FPA New Incom	13 435	7/1/2008	6/8/2010	148 08	146.98	1 10
Lanham, O'Dell & C	FPA New Incom	13 545	10/1/2008	6/8/2010	149 29	148 45	0 84
Lanham, O'Dell & C	FPA New Incom	15 589	12/15/2008	6/8/2010	171 82	170 39	1 43
Lanham, O'Dell & C	FPA New Incom	86 210	12/26/2008	6/8/2010	950.20	962 00	-11 80
Lanham, O'Dell & C	FPA New Incom	10 663	4/1/2009	6/8/2010	117 53	117.19	0 34
TOTAL LONG TERM					97,796.23	90,720.86	7,075.37
OVERALL TOTAL					576,347.64	569,573.34	6,774.30

Capital Gains - Last year

1/1/2010 through 12/31/2010

1/25/2011

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Account	Security	Shares	Bought	Sold	Gross Pro.	Cost Basis	Realized
Lanham, O'Dell & C.	FPA New Incom	6 792	7/1/2004	5/28/2010	74 70	76.48	-1 78
Lanham, O'Dell & C.	FPA New Incom	136 951	7/22/2004	5/28/2010	1,506 25	1,549 70	-43 45
Lanham, O'Dell & C.	FPA New Incom	423.244	7/22/2004	6/8/2010	4,664 96	4,789.30	-124 34
Lanham, O'Dell & C.	FPA New Incom	10 134	10/1/2004	6/8/2010	111 70	113 60	-1 90
Lanham, O'Dell & C.	FPA New Incom	11 391	12/16/2004	6/8/2010	125 55	127 24	-1 69
Lanham, O'Dell & C.	FPA New Incom	10 409	4/1/2005	6/8/2010	114 73	115 54	-0 81
Lanham, O'Dell & C.	FPA New Incom	14 196	7/1/2005	6/8/2010	156 47	155 30	1 17
Lanham, O'Dell & C.	FPA New Incom	14 377	10/3/2005	6/8/2010	158 46	157 00	1 46
Lanham, O'Dell & C.	FPA New Incom	22 005	12/16/2005	6/8/2010	242 54	238 09	4 45
Lanham, O'Dell & C.	FPA New Incom	9 924	4/3/2006	6/8/2010	109 38	107 58	1.80
Lanham, O'Dell & C.	FPA New Incom	17.918	7/3/2006	6/8/2010	197.49	193 87	3.62
Lanham, O'Dell & C.	FPA New Incom	17 015	10/2/2006	6/8/2010	187 54	184 44	3.10
Lanham, O'Dell & C.	FPA New Incom	12 650	12/18/2006	6/8/2010	139 43	137 13	2 30
Lanham, O'Dell & C.	FPA New Incom	15 061	4/2/2007	6/8/2010	166 00	163 71	2 29
Lanham, O'Dell & C.	FPA New Incom	16 489	7/2/2007	6/8/2010	181 74	178 41	3 33
Lanham, O'Dell & C.	FPA New Incom	15 395	10/1/2007	6/8/2010	169 68	167 81	1 87
Lanham, O'Dell & C.	FPA New Incom	16 731	12/17/2007	6/8/2010	184 41	182 87	1 54
Lanham, O'Dell & C.	FPA New Incom	13.205	4/1/2008	6/8/2010	145 54	145 52	0 02
Lanham, O'Dell & C.	FPA New Incom	13 435	7/1/2008	6/8/2010	148 08	146.98	1 10
Lanham, O'Dell & C.	FPA New Incom	13 545	10/1/2008	6/8/2010	149 29	148 45	0.84
Lanham, O'Dell & C.	FPA New Incom	15 589	12/15/2008	6/8/2010	171 82	170.39	1 43
Lanham, O'Dell & C.	FPA New Incom	86 210	12/26/2008	6/8/2010	950.20	962 00	-11 80
Lanham, O'Dell & C.	FPA New Incom	10 663	4/1/2009	6/8/2010	117 53	117 19	0.34
TOTAL LONG TERM					97,796.23	90,720.86	7,075.37
OVERALL TOTAL					576,347.64	569,573.34	6,774.30