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Department of the Treasury Internat 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

Open to Public Inspection

A F	or the	2010 calendar year, or tax year beginning SEP 1, 2010 and	ending A	<u>AUG 31, 2011</u>		
Вс	heck if pplicable	C Name of organization		D Employer identifi	cation number	
	Addres	OUTDOOR POWER EQUIPMENT INSTITUTE INC	•			
	Name change	Doing Business As		52-0	977552	
	Initial return		Room/suite	E Telephone number		
	Termin ated	341 SOUTH PAIRICK SIREET		(703)549-7600	
	Ameno	City or town, state or country, and ZIP + 4		G Gross receipts \$	5,674,187.	
L	Applic tion pendir	ALEXANDRIA, VA 22514		H(a) Is this a group r		
	pondii	F Name and address of principal officer KRIS KISER		for affiliates?	Yes X No	
		SAME AS C ABOVE		H(b) Are all affiliates inc		
		empt status 501(c)(3) X 501(c) (6) ◀ (insert no.) 4947(a)(1)	or 527	7	list (see instructions)	
		e: WWW.OPEI.ORG organization: X Corporation Trust Association Other	V	H(c) Group exemption		
	orm or art I	organization: X Corporation Trust Association Other ► Summary	i L Year	of formation: 1954	M State of legal domicile: DE	
		Briefly describe the organization's mission or most significant activities SEE	рарт Т	III, LINE 1.		
Activities & Governance	'	briefly describe the organization's mission of most significant activities	111111 -	LII, DIND I.		
rnai	2	Check this box If the organization discontinued its operations or dispo	sed of mor	e than 25% of its net a	ssets	
ove.	1	Number of voting members of the governing body (Part VI, line 1a)		3	12	
Ğ	4	Number of independent voting members of the governing body (Part VI, line 1b)		4	12	
es	5	Total number of individuals employed in calendar year 2010 (Part V, line 2a)		5	8	
ž.	6	Total number of volunteers (estimate if necessary)		6	250	
Acti	7 a	Total unrelated business revenue from Part VIII, column (C), line 12		<u>7a</u>	0.	
	b	Net unrelated business taxable income from Form 990-T, line 34		7b	0.	
1 4 2012 Revenue				Prior Year	Current Year	
2{ ue		Contributions and grants (Part VIII, line 1h)	ጉ ├	0.	0.	
-4. é		Program service revenue (Part VIII, line 2g)		4,373,547.	4,670,650.	
.~~ ĕ		Investment income (Part VIII, column (A), lines 3, 4, and 70)	31 <u> </u>	132,519.	116,288.	
MAR	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)		41,919.	83,418.	
``	T			4,547,985. 0.	4,870,356.	
Θ	13	Grants and similar amounts paid (Part IX, column (A), <u>lines 1:3)</u> Benefits paid to or for members (Part IX, column (A), line 4)	<u> </u>	0.	0.	
SCANNED Expenses	15	Salaries, other compensation, employee benefits (Part IX, column-(A),-lines-5-10)-	_	1,366,971.	1,494,164.	
See	!	Professional fundraising fees (Part IX, column (A), line 11e)		0.	0.	
	1	Total fundraising expenses (Part IX, column (D), line 25)	0.			
⊘) ὧ	1	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24f)		2,930,324.	3,453,306.	
	1	Total expenses Add lines 13-17 (must equal Part IX, column (A), line 25)		4,297,295.	4,947,470.	
		Revenue less expenses Subtract line 18 from line 12		250,690.	<77,114.>	
ts or			В	eginning of Current Year	End of Year	
sets	20	Total assets (Part X, line 16)		9,372,328.	10,133,127.	
ot As	21	Total liabilities (Part X, line 26)		4,504,492.		
Ž		Net assets or fund balances Subtract line 21 from line 20		<u>4,867,836.</u>	4,914,927.	
	art II	Signature Block				
		lities of perjury, I declare that I have examined this return, including accompanying schedule			ny knowledge and belief, it is	
true	, correc	t, and complete. Declaration of preparer (other than officer) is based on all information of w	hich prepare	er has any knowledge	110	
_		Stanature of officer / My		Date	7/2	
Sig		•		,		
Her	е	KRIS KISER, PRESIDENT & CEO Type or print name and title				
_		L	•	Date Check	PTIN	
Pan	1	Print/Type preparer's name DAVID F. 6/ALING CPA Preparer's Agnature 1.	CPA	1-31-12 If self employ		
	parer	Firm's name GELMAN, ROSENBERG & FREEDMAN		Firm's EIN		
	Only	Firm's address 4550 MONTGOMERY AVE., SUITE 650	NORT			
	•	BETHESDA, MD 20814-2930		Phone no. (301) 951-9090	
Ma	y the II	RS discuss this return with the preparer shown above? (see instructions)			X Yes No	
		11. I HA For Panerwork Reduction Act Notice see the senarate instruction	ione		Form 990 (2010)	

Form	990 (2010) OUTDOOR POWER EQUIPMENT INSTITUTE INC. 52-0977552 Page 2
Par	t III Statement of Program Service Accomplishments
,	Check if Schedule O contains a response to any question in this Part III
1	Briefly describe the organization's mission
•	TO ASSIST AND IMPROVE THE ECONOMIC INTERESTS OF THE OUTDOOR POWER
	EQUIPMENT INDUSTRY BY SERVING THE COMMON INTERESTS OF ITS MEMBERS IN
	THE AREAS OF PUBLIC SAFETY, ENVIRONMENTAL RESPONSIBILITY, AND BUSINESS
	DEVELOPMENT.
2	Did the organization undertake any significant program services during the year which were not listed on
	the prior Form 990 or 990-EZ?
	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?
	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 \$)
	OPEI MEMBERS PARTICIPATE ON COMMITTEES THAT HAVE A DIRECT IMPACT ON
	SUCH CRITICAL INDUSTRY ISSUES AS EMISSIONS, SAFETY STANDARDS, CONSUMER
	SAFETY EDUCATION AND SPECIAL MARKETING AND TECHNICAL PROJECTS. IN
	ADDITION, OPEI FACILITATES NETWORKING OPPORTUNITIES THAT HELP MEMBERS
	COMPETE EFFECTIVELY IN THE INDUSTRY AND PROVIDES INDUSTRY-SPECIFIC
	INFORMATION, SUCH AS PRODUCT SHIPMENT REPORTS, STATE LEGISLATIVE AND
	REGULATORY UPDATES AND INDUSTRY ECONOMETRIC FORECASTS, AS WELL AS
	DEVELOPMENTS AFFECTING THE INDUSTRY.
4b	(Code) (Expenses \$ including grants of \$) (Revenue \$)
	· · · · · · · · · · · · · · · · · · ·
4c	(Code) (Expenses \$ including grants of \$) (Revenue \$)
	Other many many (Decombe in Cabadida O.)
4d	Other program services (Describe in Schedule O)
	(Expenses \$ including grants of \$) (Revenue \$)
<u>4e</u>	Total program service expenses ►
03200 12-21	

٠			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)?			7,7
_	If "Yes," complete Schedule A	1		X
2	Is the organization required to complete Schedule B, Schedule of Contributors?	2		
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for			х
	public office? If "Yes," complete Schedule C, Part I	_3_		
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? If "Yes," complete Schedule C, Part II	4	N/	Δ
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or		14/	_
J	similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5	х	
6	Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to	ا ا	- 21	
•	provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6		_X_
7	Did the organization receive or hold a conservation easement, including easements to preserve open space,	<u> </u>	-	
	the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7	;	Х
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete			
	Schedule D, Part III	8		X
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide			
	credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9_	Х	
10	Did the organization, directly or through a related organization, hold assets in term, permanent, or quasi-endowments?			
	If "Yes," complete Schedule D, Part V	10		X
11	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VIII, IX, or X			
	as applicable			ļ
а	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D,			
	Part VI	11a	_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? If "Yes," complete Schedule D, Part VII	11b	-	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? If "Yes," complete Schedule D, Part VIII	11c		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	110		
ŭ	Part X, line 16? If "Yes," complete Schedule D, Part IX	11d		x
е	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	Х	
f				
	the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X	11f	Х	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete			
	Schedule D, Parts XI, XII, and XIII	12a	Х	
b	Was the organization included in consolidated, independent audited financial statements for the tax year?			
	If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional	12b		X
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b				
	and program service activities outside the United States? If "Yes," complete Schedule F, Parts I and IV	14b		X
15	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization	4-		v
46	or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV	15_		X
16	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? If "Yes," complete Schedule F, Parts III and IV	16		x
17	Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX,	10		12
••	column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I	17		x
18	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines	'''		
	1c and 8a? If "Yes," complete Schedule G, Part II	18		х
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes,"			
	complete Schedule G, Part III	19		х
20a	Did the organization operate one or more hospitals? If "Yes," complete Schedule H	20a		Х
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)	20b		<u></u>
		Form	990 (2010)

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			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 17 If "Yes," complete Schedule I, Parts I and II	21		X
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX,			
	column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22		X
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current			
	and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete			
	Schedule J	23	<u>X</u>	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the			
	last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete			
	Schedule K If "No", go to line 25	24a		X
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
С	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease			
	any tax-exempt bonds?	24c		
	gg	24d	·	
25a	Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a		BT /	2
L	disqualified person during the year? If "Yes," complete Schedule L, Part I	25a	N/	A
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and			
	that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	056	N/	7
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified	25b	147	<u> </u>
20	person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II	26		х
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial	_20_		
	contributor, or a grant selection committee member, or to a person related to such an individual? If "Yes," complete			
	Schedule L, Part III	27		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).			
а	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a		х
b	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b		Х
С	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? If "Yes," complete Schedule L, Part IV	28c		X
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29		Х
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation			
	contributions? If "Yes," complete Schedule M	30		X
31	Did the organization liquidate, terminate, or dissolve and cease operations?			
	If "Yes," complete Schedule N, Part I	31		X
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete			
	Schedule N, Part II	32		X
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations			
	sections 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I	33		X
34	Was the organization related to any tax-exempt or taxable entity?			
	If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1	34	X	
35	Is any related organization a controlled entity within the meaning of section 512(b)(13)?	35	X	
а	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of			
	section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2			
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization?		ا	_
	If "Yes," complete Schedule R, Part V, line 2	36	N/	Α
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization		[
	and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37		X
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19?			
	Note. All Form 990 filers are required to complete Schedule O	38	X	0015
		Form	33 0 ((2010)

The Enter the number reported in Box 3 of Form 1096 Enter 0 if not applicable b Enter the number of Forms W25 included in line 1a Enter 0 if not applicable c Did the organization comply with backing without four properties of the organization or comply with backing with organization comply with backing rules for reportable payments to vendors and reportable gaming (gambling) womnings to prize winners? 2a Enter the number of employees reported on Form W3. Transmittal of Wage and Tax Statements. It is a least one is reported on line 2a, did the organization by this return b If at least one is reported on line 2a, did the organization by this return b If at least one is reported on line 2a, did the organization feel all required federal employment tax returns? Note, If the sum of lines 1 and all as is greater than 250, you may be required to e-five (see instructions) 3a Did the organization have unrelated businesses gross income of \$1,000 or more during the year? 5b If Yes, 1 and 1 tide a Form 800 Tro this year? If Yes, 1 provided a state of the organization feel and stress of the organization feel and secounts of the organization feel of the organization of the year organization of the organization of the year organization of the organization of the year organization organization and the organization of the year organization organization and the year organization organization feel mask accounts, seemitted accounts Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? 5a Was the organization aparty to a prohibited tax shelter transaction at any time during the tax year? 5b If Yes, 1 did the organization that was or is a party to a prohibited tax shelter transaction or grits were not tax deductible? 6c Vision organization and provide the organization that were year organization shell enter the organization organization and party for goods and services provided to the payor of the organization shell were organization organization and party for goods and se	Par	Check if School to Contains a response to any question in the Best V			
16 Enter the number reported in Box 3 of Form 1096 Enter -0 in not applicable 1		Check if Schedule O contains a response to any question in this Part V			
b. Enter the number of Forms W-26 included in the 1a. Enter 0 if not applicable Ob the thorogramstann comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winness? 1 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. 8 If I at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1s and 2a is greater than 250, you may be required to ei-file (see instructions) 3a Did the organization have unrelated business gross income of \$1,000 or more during the year? 3a If I "Yes," sent file a Form 805-17 for this year II "No," provide an explanation as Excelute 2 3b II "Yes," and a file of Form 805-17 for this year II "No," provide an explanation as Excelute 2 3c II "Yes," and the unrelated business gross income of \$1,000 or more during the year? 3a I was the organization a party to a prohibited that where the number of Foreign Bank and Financial Accounts 3b II "Yes," to line 5 aor 55, did the organization that I was or is a party to a prohibited tax shelter transaction? 5c II "Yes," to line 5 aor 55, did the organization that I was or is a party to a prohibited atx shelter transaction? 5c II "Yes," to line 5 aor 55, did the organization that I was or is a party to a prohibited atx shelter transaction? 5c II "Yes," to line 5 aor 55, did the organization that I was or is a party to a prohibited atx shelter transaction? 5c II "Yes," to line 5 aor 55, did the organization that I was or is a party to a prohibited atx shelter transaction? 5c II "Yes," did the organization shelt was very that a contribution on an express statement that such contributions or gifts were not tax deductible? 5c II "Yes," did the organization shelt was very that was or is a party to a prohibited tax shelter transaction? 5c II was a contribution of qualified mellectual	4.	Enter the number reported in Roy 2 of Form 1006. Enter 0 if not continued in	1.0	Yes	No
Commission comply with backup withholding rules for reportable payments to vendors and reportable gaming gambling) without he with the part of the properties of the number of employees reported on Form W3, Transmittal of Wage and Yax Statements, field for the calendar year ending with or within the year covered by this response to the field for the calendar year ending with or within the year covered by this response to the field of the calendar year ending with or within the year covered by this response to the field of the calendar year ending with or within the year covered by this response to the field of the calendar year ending with or within the year covered by this response to e-field (see instructions). 2					
Gambling) winnings to prize winners? 2 Enter the number of employees reported on Form W3, Transmittal of Wage and Tax Statements, field for the calendar year ending with or within the year covered by this return 3 It all teast one is reported on fine 2a, did the organization file all required federal employment tax returns? 3 It all teast one is reported on fine 2a, did the organization file all required federal employment tax returns? 3 It is winner of the statement of th			- ⁴		
2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, Med for the celendary wear ending with or within the year covered by this return. Mote If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) 3 Did the organization have unrelated business gross income of \$1,000 or more during the year? 3 Bid Fives, "has it filed a Form 990 T for this year? If "No," provide an explanation in Schedule O 3 Bid Fives," has it filed a Form 990 T for this year? If "No," provide an explanation in Schedule O 3 Bid Fives, "has it filed a Form 990 T for the year? If "No," provide an explanation in Schedule O 3 Bid Fives," and the filed in the form 990 T for the year? If "No," provide an explanation in Schedule O 3 Bid Fives, "has it filed a Form 990 T for the year? If "No," provide an explanation in Schedule O 4 Bid Fives," and the filed fi	·		.	\ v	
filed for the calendar year ending with or within the year covered by this return 2a	22		10		
It is a least one is reported on time 2a, did the organization file all required federal employment tax returns? 2b X	Za		Q		
Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) 3	h			. 🔻	
3a Diff the organization have unrelated business gross income of \$1,000 or more during the year? b if "Yes," has it field a Form 990.7 for this year? if "No," provide an explanation in Schedule O d A fairly 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)? See instructions for filing requirements for Form TD F 90.22 1, Report of Foreign Bank and Financial Accounts S Was the organization aparty to a prohibited tax shelter transaction at any time during the tax year? b Old any taxable party notify the organization file Form 8886.7? b Old any taxable party notify the organization file Form 8886.7? b Old 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? b if "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? b if "Yes," did the organization include with every solicitation and express statement that such contributions or gifts were not tax deductible? c organizations that may receive deductible contributions under section 170(c). b if "Yes," did the organization self, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 88292? c old the organization self, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 88292 and file organization received a contribution of care, boats, sarplanes, or other vehicles, did the organization file a Form 1908.7 f if the organization received a contribution of care, boats, sarplanes, or other vehicles, did the organization file a Form 1908.7 f if the organization received a contribution of care, boats, sarplanes, or other vehicles, did the organization file a Form 1908.7 f organization, or adonor advise	~	•	20		
b II "Yes." has it field a Form 990-T for this year? If "No." provide an explanation in Schedule O At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? 4a	3а		35	,	×
4a A 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 accounts? 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 8 Was the organization party to a prohibited tax shelter transaction at any time during the tax year? b Old any taxable party notify the organization file Form 888617 b Old any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? 5					1. 11
financial account in a foreign country Such as a bank account, secunhes account, or other financial accounts? b fi "Yes," either the name of the foreign country See instructions for filling requirements for Form TDF 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? 5b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? 5b X Social "Yes," to line 5 a or 5b, did the organization file Form B886-17 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? 6b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible? 7c Organizations that may receive deductible contributions under section 170(c). 8d Did the organization server a payment in excess of \$75 made party as a contribution and partity for goods and services provided to the payor? 7a Did the organization receive apprect in excess of \$75 made party as a contribution and partity for goods and services provided to the payor? 7a Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to the Form 8282? 7d Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required? 7b Ord the organization cereved a contribution of qualified intellectual property, and the organization file Form 8899 as required? 7d Did the organization cereved a contribution of qualified intellectual property, and the organizations. Did the supporting N/A graphical partitions maintaining donor advised funds and section 598(3)(3) supporting organizations. Did the supporting N/A graphical partitions and partitions and partitions and partitions are supporting to partitions. Enter a			0.0		 -
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OUTDOOR POWER EOUIPMENT INSTITUTE INC. Form 990 (2010) 52-0977552 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 Section A. Governing Body and Management Yes No 12 1a Enter the number of voting members of the governing body at the end of the tax year 1a 1b b Enter the number of voting members included in line 1a, above, who are independent Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other X officer, director, trustee, or key employee? 2 Did the organization delegate control over management duties customarily performed by or under the direct supervision 3 of officers, directors or trustees, or key employees to a management company or other person? 3 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? 4 Did the organization become aware during the year of a significant diversion of the organization's assets? 5 6 Does the organization have members or stockholders? 6 Х 7a Does the organization have members, stockholders, or other persons who may elect one or more members of the X governing body? 7a Х b Are any decisions of the governing body subject to approval by members, stockholders, or other persons? 7b 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? d8 Х 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 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 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 Х 11a Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form? 11a 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 Х 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 X 12c X 13 Does the organization have a written whistleblower policy? 13 14 Does the organization have a written document retention and destruction policy? 14 Х Did the process for determining compensation of the following persons include a review and approval by independent 15 persons, comparability data, and contemporaneous substantiation of the deliberation and decision? Х The organization's CEO, Executive Director, or top management official 15a X Other officers or key employees of the organization 15b 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 X taxable entity during the year? 16a 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? Section C. Disclosure List the states with which a copy of this Form 990 is required to be filed VA 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 18

public inspection. Indicate how you make these available. Check all that apply

Another's website X Upon request Own website

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

State the name, physical address, and telephone number of the person who possesses the books and records of the organization JEAN HAWES - (703)549-7600

341 SOUTH PATRICK STREET, ALEXANDRIA, 22314

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

Lheck this box if neither the organization nor any related organization compensated any current officer, director, or trustee

- 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

(A)	(B)							(D)	(E)	(F)
Name and Title	Average hours per	(cł		Posi all t			ly)	Reportable compensation	Reportable compensation	Estimated amount of
	week (describe hours for related organizations in Schedule O)	Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	from the organization (W-2/1099-MISC)	from related organizations (W-2/1099-MISC)	other compensation from the organization and related organizations
JEAN HLAY	1.00	х		Х				0.	0.	
CHAIRMAN	1.00	Λ		Ā		-	 	0.	0.	0.
DICK FOTSCH	1.00	х		х				0.	0.	0.
VICE CHAIRMAN	1.00	^	_	Δ				0.	0.	0.
DAN WILKINSON	1.00	v		х			Į	0.	0.	0.
SECRETARY/TREAS. DAN ARIENS	1.00	^		Λ	_			0.	U •	0.
DIRECTOR	1.00	X						0.	0.	0.
STEVEN BLY	1.00	1			 			•		
DIRECTOR	1.00	x	l					0.	0.	0.
EDWARD COHEN	1100							<u>`</u> .		
DIRECTOR	1.00	x						0.	0.	0.
MICHAEL HOFFMAN										
DIRECTOR	1.00	X						0.	0.	0.
MICHAEL JONES										
DIRECTOR	1.00	X			ļ			0.	0.	0.
JOHN MAY										
DIRECTOR	1.00	X	L					0.	0.	0.
PAUL MULLET										
DIRECTOR	1.00	X		ļ				0.	0.	0.
TODD TESKE										
DIRECTOR	1.00	X						0.	0.	0.
FRED WHYTE										
DIRECTOR	1.00	X				<u> </u>		0.	0.	0.
WILLIAM HARLEY										
PRESIDENT & CEO	40.00			X			<u> </u>	309,632.	0.	80,714.
KRIS KISER	ĺ									
EXECUTIVE VICE PRES.	40.00	<u> </u>	<u> </u>	X	ļ	ļ	ļ.	230,983.	0.	<u>37,867.</u>
JEAN HAWES										
SR. VICE PRESIDENT	40.00	<u> </u>	<u> </u>	X	ļ	<u> </u>	_	132,828.	0.	45,305.
JAMES MCNEW					1	1				
SR. VICE PRES. (UNTIL 5/11)	40.00	\vdash		-	Х	\vdash		161,465.	0.	39,516.
		L	L	L	L	L				
<u> </u>								·		F 000 (0010)

032007 12-21-10

Par	t VII Section A. Officers, Directors, Tru	ıstees, Key Er	nplo	yee	s, a	nd l	High	est	Compensated Employ	ees (continued)				
٠	(A)	(B) (C)							(D) (E)			(F)		
	Name and title	Average Position hours per (check all that apply)						lv۱	Reportable Reportable				imate	
		week (describe hours for related organizations in Schedule O)	Individual frustee or director	ional trustee	Officer	Key employee	Highest compensated Employee		compensation from the organization (W-2/1099-MISC)	compensation from related organizations (W-2/1099-MISC		comp fro orga and	other compensation from the organization and related organization	
							<u> </u>							
										···-				
							<u> </u>			· · · · · · · ·				
												_		
	Sub-total		<u>.</u>					l	834,908.		0.	201	3,4	02.
	Total from continuation sheets to Part V	II, Section A					•		0.		0.			0.
	Total (add lines 1b and 1c)						>		834,908.		0.	203	3,4	02.
2	Total number of individuals (including but recompensation from the organization	not limited to th	ose	liste	eda	bov	e) wi	no r	eceived more than \$100	,000 in reportable	•			4
	componential variation and a significant property												Yes	No
3	Did the organization list any former officer line 1a? If "Yes," complete Schedule J for s		stee	, ke	y en	olqr	yee,	or I	nighest compensated er	nployee on		٦		х
4	For any individual listed on line 1a, is the s		le co	omp	ensa	atioi	n and	d ot	her compensation from	the organization	}	3		
	and related organizations greater than \$15			-								4	X	
5	Did any person listed on line 1a receive or rendered to the organization? If "Yes," con	•					•	elat	ted organization or indivi	dual for services		5		х
Sec	tron B. Independent Contractors	picte conced		0, 0	<u></u>	pur								
1	Complete this table for your five highest co the organization	ompensated in	depe	ende	ent c	ont	racto	ors	that received more than	\$100,000 of com	pensa	ation fi	rom	
	(A)								(B)			(C		
KEI	Name and business LEY, DRYE & WARREN	address							Description of s	services	C	omper	nsatio	n
	50 K STREET, NW, WASHI	NGTON,	DC	2	00	07			LEGAL SERVIC	ES		498	8,0	94.
	RGROVE & ASSOCIATES		TC	,	ATA T	_	E 4 i	n 3	CMAMT CMT CC			20.	2 0	11
100	O NORTH 6TH STREET, MI	NNEAPOL.	LS	, 1	MIN		54	03	STATISTICS		_	_∠∪.	3,0	<u>41.</u>
													<u> </u>	
2	Total number of independent contractors	(including but r	ot l	mite	d to	the	se li	ste	d above) who received n	nore than				
	\$100,000 in compensation from the organ	ization 🕨					2					Form 9	990 //	2010\
													(,	_U (U)

		- Ctatement of Hevel						
•					(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
s s	1 a	Federated campaigns	1a					
Contributions, gifts, grants and other similar amounts		Membership dues	1b					
ρĔ		Fundraising events						
fts		•	1c					
9 =		Related organizations	1d					
SIS		Government grants (contribut	· —					
풀삐	f	All other contributions, gifts, gran						
흔뒝		similar amounts not included abo	ve 1f					
g g	g	Noncash contributions included in lines	1a-1f \$					
<u>5 e</u>	h	Total. Add lines 1a-1f						
				Business Code				
ဗ္ပ	2 a	TRADE SHOW		900099	2920620.	2920620.		
Program Service Revenue	b	MEMBERSHIP DUES	3	900099	1625902.	1625902.		
S E		ANNUAL MEETING		900099	124,128.	124,128.	·	
e a	d				•		•	
Par	е	1		-				
P.		All other program service reve	enue					
		Total. Add lines 2a-2f		•	4670650.			
	3	Investment income (including	dividends intere		10,00500			
	Ū	other similar amounts)	dividende, intere	>	103,147.			103,147.
	4	Income from investment of ta	v avamet band n	,	103,147.			100,14,
	5	Royalties	v-exempt bond b	oloceeus -			· · · · · · · · · · · · · · · · · · ·	1
	5	noyalties	(ı) Real	(v) Doronal				
	•	Orace Banks	(i) Heai	(II) Personal				
	6 a							
ŀ	b							
	С			L				
		Net rental income or (loss)						
	7 a	Gross amount from sales of	(i) Securities	(II) Other				
		assets other than inventory	816972.					
	b	Less cost or other basis						
		and sales expenses	803831.					
	С	: Gaın or (loss)	13,141.	L				
}	d	Net gain or (loss)			13,141.			13,141.
a l	8 a	Gross income from fundraisin	g events (not					
ᇎ		including \$	of					
ě		contributions reported on line	1c) See					
۳ ا		Part IV, line 18	а					
Other Reven	b	Less direct expenses	b					
٥	С	: Net income or (loss) from fund	draising events	•				
		Gross income from gaming a	-					
		Part IV, line 19	а					
	h	Less direct expenses	b					
		: Net income or (loss) from gan						
}		Gross sales of inventory, less	•					+
Ì	10 a	and allowances						
			a					
		Less cost of goods sold	b		1			
+	<u>C</u>	: Net income or (loss) from sale		P			 	
}		Miscellaneous Revenu		Business Code	7			
ļ		OPEAA MANAGEMEN	NT FEES	900099	75,000.	·		75,000.
İ	b	MISCELLANEOUS		900099	8,418.			8,418.
	c				· · · · · · · · · · · · · · · · · · ·			
	d	All other revenue						
	е	Total. Add lines 11a-11d			83,418.			
	12	Total revenue. See instructions.		>	4870356.	4670650.	0	. 199,706.
03200			····,	· · · · · · · · · · · · · · · · · · ·	. <u></u>	· · · · · · · · · · · · · · · · · · ·	-	Form 990 (2010)

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)								
	not include amounts reported on lines 6b, 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	1,080,779.							
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	223,021.							
8	Pension plan contributions (include section 401(k)								
	and section 403(b) employer contributions)	58,777.							
9	Other employee benefits	75,188.							
10	Payroll taxes	56,399.							
11	Fees for services (non-employees)								
а	Management								
b	Legal	98,759.							
С	Accounting	21,897.							
d	Lobbying		<u> </u>						
е	Professional fundraising services. See Part IV, line 17								
f	Investment management fees								
g	Other								
12	Advertising and promotion	433,472.							
13	Office expenses	69,713.							
14	Information technology	6,324.							
15	Royalties								
16	Occupancy	59,034.							
17	Travel								
18	Payments of travel or entertainment expenses								
	for any federal, state, or local public officials	244 252							
19	Conferences, conventions, and meetings	241,272.							
20	Interest								
21	Payments to affiliates	20.005							
22	Depreciation, depletion, and amortization	38,205.							
23	Insurance	33,543.							
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.)	1 226 666							
a	TRADE SHOW EXPENSES	1,236,666.	<u> </u>						
b	REG./TECH. PROGRAMS	662,048.							
C 	MARKET STATISTICS LEGISLATIVE TRACKING	245,261.							
d		128,294.							
e	SAFETY STANDARDS	104,259.	· · · · · · · · · · · · · · · · · · ·						
f oe	All other expenses	74,559.							
25	Total functional expenses Add lines 1 through 24f	4,947,470.							
26	Joint costs Check here I if following SOP			Ì					
	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								

032010 12-21-10

Par	t X	Balance Sheet			
•			(A) Beginning of year	(B) End of year	
	1	Cash - non-interest-bearing	2,540,360.	1 2,277,7	38.
	2	Savings and temporary cash investments		2 2,494,6	10.
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	898,999.	4 1,316,4	50.
	5	Receivables from current and former officers, directors, trustees, key	1		
		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	
ets	7	Notes and loans receivable, net		7	
Assets	8	Inventories for sale or use		8	
`	9	Prepaid expenses and deferred charges	469,040.	9 474,1	67.
	10a	Land, buildings, and equipment cost or other			
		basis Complete Part VI of Schedule D 10a 1,309,505.			
	b	Less accumulated depreciation 10b 834,705.	509,732. 10	oc 474,8	00.
	11	Investments - publicly traded securities		0c 474,8 11 3,095,1	28.
	12	Investments other securities See Part IV, line 11	1	12	
	13	Investments - program-related See Part IV, line 11	1	13	
	14	Intangible assets	1	14	
	15	Other assets See Part IV, line 11	554. 1		34
	16	Total assets. Add lines 1 through 15 (must equal line 34)	9,372,328. 1	16 10,133,1	27
	17	Accounts payable and accrued expenses	539,568.	17 896,9	38
	18	Grants payable		18	
	19	Deferred revenue	2,581,022.	19 3,160,6	98
	20	Tax-exempt bond liabilities		20	
တ္တ	21	Escrow or custodial account liability Complete Part IV of Schedule D	44,763. 2	21 23,9	00
≝	22	Payables to current and former officers, directors, trustees, key employees,			
Liabilities		highest compensated employees, and disqualified persons. Complete Part II			
_		of Schedule L	2	22	
	23	Secured mortgages and notes payable to unrelated third parties	2	23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities Complete Part X of Schedule D		25 1,136,6	
	26	Total liabilities. Add lines 17 through 25	4,504,492. 2	<u>26 5,218,2</u>	<u> 200 </u>
		Organizations that follow SFAS 117, check here X and complete			
es		lines 27 through 29, and lines 33 and 34.			
anc	27	Unrestricted net assets	4,867,836. 2	27 4,914,9	27.
Bal	28	Temporarily restricted net assets	2	28	
ρ	29	Permanently restricted net assets		29	
Ē		Organizations that do not follow SFAS 117, check here and			
٥		complete lines 30 through 34.			
ets	30	Capital stock or trust principal, or current funds	3	30	
Ass	31	Paid-in or capital surplus, or land, building, or equipment fund	3	31	
Net Assets or Fund Balances	32	Retained earnings, endowment, accumulated income, or other funds		32	
Z	33	Total net assets or fund balances		$\frac{4,914,9}{4}$	
	34	Total liabilities and net assets/fund balances	9,372,328.	34 10,133,1 Form 990	

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

Form 990 (2010)

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Act and OMB Circular A-133?

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

► See separate instructions.

2010

► Complete if the organization is described below. ► Attach to Form 990 or Form 990-EZ.

Open to Public Inspection

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

• S	Section 501(c)(4), (5), or (6) organiza	tions Complete Part III			
Name	e of organization			Emp	loyer identification number
	OUTDOOR	POWER EQUIPMENT	INSTITUTE	INC.	52-0977552
Par	rt I-A Complete if the org	ganization is exempt und	er section 501(c)	or is a section 527 o	rganization.
2	Provide a description of the organi Political expenditures Volunteer hours	zation's direct and indirect politica	al campaign activities i		s
Par	rt I-B Complete if the org	ganization is exempt und	er section 501(c)	(3).	
	Enter the amount of any excise tax				
	Enter the amount of any excise tax	, ,		•	}
	If the organization incurred a section	, ,		·	Yes No
4a	Was a correction made?	•	•		Yes No
	If "Yes," describe in Part IV				
Pa	rt I-C Complete if the org	ganization is exempt und	er section 501(c)	except section 501	(c)(3).
1	Enter the amount directly expende	d by the filing organization for sec	ction 527 exempt func	tion activities)
2	Enter the amount of the filing organ	nization's funds contributed to oth	ner organizations for se	ection 527	
	exempt function activities			▶ \$	· · · · · · · · · · · · · · · · · · ·
	Total exempt function expenditure	s Add lines 1 and 2 Enter here a	nd on Form 1120-POL		
	line 17b			▶ \$	}
	Did the filing organization file Form				☐ Yes ☐ No
	Enter the names, addresses and en		•	~	
	made payments For each organization contributions received that were payments				
	political action committee (PAC) If			·	ato oogregatod faria of a
	(a) Name	(b) Address	(c) EIN	(d) Amount paid from	(e) Amount of political
	(a) Name	(5) / 00/033	(0) 2	filing organization's	contributions received and
				funds If none, enter -0-	promptly and directly
					delivered to a separate political organization
					If none, enter -0-

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Schedule C (Form 990 or 990-EZ) 2010

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

Schedule € (Form 990 or 990-EZ) 2010 (Part II-A Complete if the organ	OUTDOOR PO	WER EQUIPME	NT INSTITUT	E INC. 52-	0977552 Page 2
(election under section		iipt uiidei sectio		54 T 0/111 5/00	
A Check ► if the filing organization		listed group			
B Check I if the filing organization	=		ovisions annly		
Limits	on Lobbying Expe			(a) Filing organization's totals	(b) Affiliated group totals
1a Total lobbying expenditures to influe	nce public opinion (grass roots lobbying)			***
b Total lobbying expenditures to influe	, , ,	• • • •			
c Total lobbying expenditures (add line	es 1a and 1b)				
d Other exempt purpose expenditures					
e Total exempt purpose expenditures	(add lines 1c and 1c	1)			
f Lobbying nontaxable amount Enter	the amount from the	e following table in bo	th columns		
If the amount on line 1e, column (a) or (b) is The lob	bying nontaxable am	ount is:		
Not over \$500,000	20% of	the amount on line 1e			
Over \$500,000 but not over \$1,000,0	000 \$100,00	00 plus 15% of the exc	cess over \$500,000		
Over \$1,000,000 but not over \$1,500	0,000 \$175,00	00 plus 10% of the exc	cess over \$1,000,000		
Over \$1,500,000 but not over \$17,00	00,000 \$225,00	00 plus 5% of the exce	ess over \$1,500,000		
Over \$17,000,000	\$1,000,	000			
		· · · · · · ·			
g Grassroots nontaxable amount (ente	er 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 c	or less, enter 0-				
j If there is an amount other than zero		line 1i, did the organiz	ation file Form 4720		
reporting section 4911 tax for this ye					Yes No
,	tions that made a s	• •	r Section 501(h) in do not have to comp es 2a through 2f on pa		
	Lobbying Expe	nditures During 4-Ye	ar Averaging Period		
Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) Total
2a 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))					

Schedule C (Form 990 or 990-EZ) 2010

Schedule © (Form 990 or 990 EZ) 2010 OUTDOOR POWER EQUIPMENT INSTITUTE INC. 52-0977552 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)).

	<u> </u>	(a)	1	o)
	Yes	No	Am	ount
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	<u> </u>			
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?				
Other activities? If "Yes," describe in Part IV				
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?			1	
Part III-A Complete if the organization is exempt under section 501(c)(4), sect	tion 501(c)(5), or se	ection	
501(c)(6).		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,		
\(-\chi_{-\chi}}}}}}}}}}}}}}}}}}}\endred\end{respect}}}}}}}			Yes	No
1 Were substantially all (90% or more) dues received nondeductible by members?		1	<u> </u>	Х
2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?		2	Х	21
Z Did the digalization make only inclode lobbying expenditures of \$2,000 of less?			<u> </u>	17
		3	í	
3 Did the organization agree to carryover lobbying and political expenditures from the prior year?	tion 501(c	3 (5), or s	ection	X
3 Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect)(5), or s		
3 Did the organization agree to carryover lobbying and political expenditures from the prior year?)(5), or s		•
3 Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part III-A, lines 1 and 2 are answered "No" OR i)(5), or s		•
3 Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part "Yes." 1 Dues, assessments and similar amounts from members	art III-A, I	ine 3 is a		•
Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part "Yes." 1 Dues, assessments and similar amounts from members 2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenditures)	art III-A, I	ine 3 is a		•
 3 Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part "Yes." 1 Dues, assessments and similar amounts from members 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). 	art III-A, I)(5), or se ine 3 is a		•
 Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part Yes." Dues, assessments and similar amounts from members 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 	art III-A, I)(5), or so ine 3 is a		
 Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part Yes." Dues, assessments and similar amounts from members 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 b Carryover from last year 	art III-A, I)(5), or so ine 3 is a		
 3 Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Party es." 1 Dues, assessments and similar amounts from members 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 b Carryover from last year c Total 	art III-A, I)(5), or so ine 3 is a 1 2a 2b 2c		
Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Party es." Dues, assessments and similar amounts from members Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	art III-A, I)(5), or so ine 3 is a		•
Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Partyes." Dues, assessments and similar amounts from members Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the expenses for the prior year?	art III-A, I)(5), or so ine 3 is a 1 2a 2b 2c		•
Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Part Yes." Dues, assessments and similar amounts from members Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the endoes the organization agree to carryover to the reasonable estimate of nondeductible lobbying and	art III-A, I	2a 2b 2c 3		•
Did the organization agree to carryover lobbying and political expenditures from the prior year? Part III-B Complete if the organization is exempt under section 501(c)(4), sect 501(c)(6) if BOTH Part III-A, lines 1 and 2 are answered "No" OR if Partyes." Dues, assessments and similar amounts from members Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the expenses for the prior year?	art III-A, I)(5), or so ine 3 is a 1 2a 2b 2c		

032043 02-02-11

SCHEDULE D

Department of the Treasury Internal Revenue Service

(Form 990)

Supplemental Financial Statements
► Complete of 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.

Inspection

Name of the organization

Employer identification number

_	OUTDOOR POWER EQUIPMENT INSTITUTE INC.	<u> 52-0977552</u>
Pai		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 fur	nds
	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 confe	erring
	impermissible private benefit?	Yes No
Pai	t 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 historica	ılly ımportant land area
	Protection of natural habitat Preservation of a certified h	nistoric structure
	Preservation of open space	
2	Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a contribution in t	onservation easement on the last
	day of the tax year	
		Held at the End of the Tax Year
а	Total number of conservation easements	2a
b	Total acreage restricted by conservation easements	2b
c	Number of conservation easements on a certified historic structure included in (a)	2c
d	Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure	
	listed in the National Register	2d
3	Number of conservation easements modified, transferred, released, extinguished, or terminated by the orga	nization 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	ear > \$
8	Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(ı)
	and section 170(h)(4)(B)(ı)?	Yes No
9	In Part XIV, describe how the organization reports conservation easements in its revenue and expense state	ement, and balance sheet, and
	include, if applicable, the text of the footnote to the organization's financial statements that describes the or	rganization's accounting for
-	conservation easements	
Pai	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 a	
	historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of	f 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 l	
	treasures, or other similar assets held for public exhibition, education, or research in furtherance of public se	ervice, 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	
а	Revenues included in Form 990, Part VIII, line 1	► \$ ► \$
b	Assets included in Form 990, Part X	> \$

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

Schedule D (Form 990) 2010

	dule D (Form 990) 2010 OUTDOOR t III Organizations Maintaining C	POWER EQU						097755 sets (cont		
3.	Using the organization's acquisition, accessi									
	(check all that apply)			•	J	·				
а	Public exhibition	C	1	Loan or exc	hange progra	ams				
b	Scholarly research	•								
c	Preservation for future generations	·					··			
4	Provide a description of the organization's co	allections and explain	in how th	nev further t	ha organizati	on's ever	ant nurnose in	Dart YIV		
5	During the year, did the organization solicit of							rait Aiv		
9	to be sold to raise funds rather than to be m					Ci Sirrilai	assets	Yes		No
Par	t IV Escrow and Custodial Arran					"Voo" to	Form 000 Port			1 140
(reported an amount on Form 990, Pa		ete ii tile	organizatio	ni answered	163 101	101111 990, Fait	IV, III 16 9, OI		
12	Is the organization an agent, trustee, custod		diany for	contribution	ne or other as	ente not	ıncluded			
14	on Form 990, Part X?	ian or other intermet	diary ioi	CONTINUUTO	is or other as	55612 1101	iriciadea		v] No
	·	and annulate the fe		4.a.la.la				Yes	لم	∪ NO
D	If "Yes," explain the arrangement in Part XIV	and complete the it	ollowing	table						
	C							Amoun		<u></u>
	Beginning balance						1c			<u>63.</u>
d	Additions during the year						1d			00.
е	Distributions during the year						1e			<u>63.</u>
f	Ending balance						1f		<u>3,9</u>	_
	Did the organization include an amount on F		217					X Yes		∐ No
	If "Yes," explain the arrangement in Part XIV									
Par	t V Endowment Funds. Complete			•						
		(a) Current year	(b) F	rior year	(c) Two yea	rs back	(d) Three years b	ack (e) Fou	r years	back
1a	Beginning of year balance									
b	Contributions		-							
С	Net investment earnings, gains, and losses									
d	Grants or scholarships									
е	Other expenditures for facilities									
	and programs									
f	Administrative expenses									
g	End of year balance									
2	Provide the estimated percentage of the year	r end balance held	as							
а	Board designated or quasi-endowment		_%							
b	Permanent endowment >	%								
С	Term endowment	%								
За	Are there endowment funds not in the posse	ession of the organiz	ation tha	at are held a	and administe	ered for th	ne organization			
	by								Yes	No
	(i) unrelated organizations							3a(i)		
	(ii) related organizations							3a(ii)		
b	If "Yes" to 3a(ii), are the related organization	s listed as required o	on Sched	dule R?				3b		
4	Describe in Part XIV the intended uses of the							<u> </u>		
Par	t VI Land, Buildings, and Equipn									
	Description of investment	(a) Cost or o	other	(b) Cost	t or other	(c) Ac	cumulated	(d) Boo	k valu	e
		basis (investi			(other)		reciation	(4) - 44		
1a	Land	<u> </u>	· · · · · · · · · · · · · · · · · · ·		9,244.			18	9 2	44.
b	Buildings		****		1,401.		41,158.		0, 2	
	Leasehold improvements			, ,	-,		,		<u> </u>	
d	Equipment		·	0	4,892.		78,561.	1	6 3	31.
e	Other		··		3,968.	-	214,986.			82.
		aual Form 000 Da-	Y och				114,300.			
rotal	i. Add lines 1a through 1e (Column (d) must e	iquai i Ullii 330, Pan	A, COIUI	пп (Б), ште	10(0))			4 /	±,0	<u>00.</u>

Schedule D (Form 990) 2010

_	dule D (Form 990) 2010 OUTDOOR POWER EQUIPMENT INS				0977552	Page 4
Par	t XI Reconciliation of Change in Net Assets from Form 990 to	Audited	Financial Stat	emen	ts	
1 `	Total revenue (Form 990, Part VIII, column (A), line 12)		1		4,870	<u>,356.</u>
2	Total expenses (Form 990, Part IX, column (A), line 25)		2		4,947	470.
3	Excess or (deficit) for the year Subtract line 2 from line 1		3			114.
4	Net unrealized gains (losses) on investments		4			205.
5	Donated services and use of facilities		5			
6	Investment expenses		6			
7	Prior period adjustments		7			
8	Other (Describe in Part XIV)		8			
9	Total adjustments (net) Add lines 4 through 8		9		124	205.
10 Dar	Excess or (deficit) for the year per audited financial statements. Combine lines 3 and t XII Reconciliation of Revenue per Audited Financial Stateme		10 Povonuo nor l	Dotur		<u>,091.</u>
<u> </u>		IIIS VVIII	nevenue per	T		005
1	Total revenue, gains, and other support per audited financial statements			1	3,757	, 695.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12	1 - 1	104 005			
a	Net unrealized gains on investments	2a	124,205	4		
b	Donated services and use of facilities	2b		4		
С	Recoveries of prior year grants	2c		4		
d	Other (Describe in Part XIV)	2d		┥.	104	005
е	Add lines 2a through 2d			2e	124 3,633	, 205.
3	Subtract line 2e from line 1			3	3,633	,690.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1	1 1				
а	Investment expenses not included on Form 990, Part VIII, line 7b	4a	4 000 000			
b	Other (Describe in Part XIV)	4b	1,236,666	<u>-</u>		
С	Add lines 4a and 4b			4c	1,236	,666.
5	Total revenue Add lines 3 and 4c. (This must equal Form 990, Part I, line 12)			5	4,870	<u>,356.</u>
Pai	t XIII Reconciliation of Expenses per Audited Financial Stateme	ents Wit	h Expenses pe	r Retu	····	
1	Total expenses and losses per audited financial statements			1	3,710	<u>,804.</u>
2	Amounts included on line 1 but not on Form 990, Part IX, line 25	1 1		ŀ		
а	Donated services and use of facilities	2a				
b	Prior year adjustments	2b				
С	Other losses	2c				
d	Other (Describe in Part XIV)	2d				
е	Add lines 2a through 2d			2e		0.
3	Subtract line 2e from line 1			3	3,710	<u>,804.</u>
4	Amounts included on Form 990, Part IX, line 25, but not on line 1					
а	Investment expenses not included on Form 990, Part VIII, line 7b	4a				
b	Other (Describe in Part XIV)	4b	1,236,666	<u>.</u>		
С	Add lines 4a and 4b			4c	1,236	
				5	4,947	<u>,470.</u>
Pa	rt XIV Supplemental Information					
Com	plete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part II	l, lines 1a a	and 4, Part IV, lines	1b and	2b, Part V, line	4, Part
X, lın	e 2, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b Also comp	lete this pa	art to provide any a	dditiona	l information	
PAI	RT IV, LINE 1B: OPEI ACTS AS A FISCAL SPONS	SOR FO	OR ALLSAFE	, A	COALITIC	NC_
<u>OF</u>	ASSOCIATIONS REPRESENTING MEMBERS THAT COI	NSUME	GASOLINE .	AND		
ETI	HANOL-FUEL BLENDS. OPEI ADMINISTERS THE FU	NDS OF	F ALLSAFE.	DUR	ING THE	
YE	AR ENDED AUGUST 31, 2011, ALLSAFE RECEIVED	\$12,5	00 OF INC	OME	AND	
INC	CURRED \$30,363 IN EXPENSES. INCLUDED IN OTI	HER AC	CRUED LIA	BILI	TIES IS	
\$2:	3,900 OF FUNDS OWED TO ALLSAFE.					
וגם	OT Y TIME 2. IN TIME 2006 THE ETMANCIAL	א מימטנדא	מתדאום פוויא או	מפגח	מפגספ	

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Schedule D (Form 990) 2010

Schedule D (Form 990) 2010 OUTDOOR POWER EQUIPMENT INSTITUTE INC. 52-0977552 Page 5 Part XIV Supplemental Information (continued)
•
(FASB) RELEASED FASB ASC 740-10, INCOME TAXES, THAT PROVIDES GUIDANCE FOR
REPORTING UNCERTAINTY IN INCOME TAXES. FOR THE YEAR ENDED AUGUST 31, 2011,
OPEI HAS DOCUMENTED ITS CONSIDERATION OF FASB ASC 740-10 AND DETERMINED
THAT NO MATERIAL UNCERTAIN TAX POSITIONS QUALIFY FOR EITHER RECOGNITION OR
DISCLOSURE IN THE FINANCIAL STATEMENTS.
PART XII, LINE 4B - OTHER ADJUSTMENTS:
TRADE SHOW EXPENSES NETTED AGAINST REVENUE ON THE FINANCIAL STATEMENTS AND
SHOWN AS AN EXPENSE ON THE FORM 990.
PART XIII, LINE 4B - OTHER ADJUSTMENTS:
TRADE SHOW EXPENSES NETTED AGAINST REVENUE ON THE FINANCIAL STATEMENTS AND
SHOWN AS AN EXPENSE ON THE FORM 990.

SCHEDULE J (Form 990)

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.

Open to Bubl

Open to Public Inspection

OMB No 1545-0047

Department of the Treasury
Internal Revenue Service

Name of the organization

► Attach to Form 990. ► See separate instructions.

OUTDOOR POWER EQUIPMENT INSTITUTE INC.

Employer identification number 52-0977552

Schedule J (Form 990) 2010

Pa	art I Questions Regarding Compensation			
			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990,			
	Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items			
	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 X 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	ļ
^				
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			ì
	X Compensation committee Written employment contract			
	Independent compensation consultant X Compensation survey or study			
	Form 990 of other organizations X Approval by the board or compensation committee			
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a, with respect to the filing			ļ
	organization or a related organization			
а	Receive a severance payment or change-of-control payment from the organization or a related organization?	4a	х	
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b		х
	Participate in, or receive payment from, an equity-based compensation arrangement?	4c		Х
	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.		į	
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			
а	The organization?	5a		<u></u>
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			
а	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			
	ınıtıal 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		

032111 12-21-10

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

Schedule J (Form 990) 2010 OUTDOOR P(

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

		(B) Breakdown of	(B) Breakdown of W.2 and/or 1099-MISC compensation	SC compensation	(C)	(Q)	(E)	(F)
(A) Name		(i) Base compensation	(n) Bonus & incentive compensation	(iii) Other reportable compensation	Retirement and other deferred compensation	Nontaxable benefits	(B)(i)-(D)	Compensation reported in prior Form 990 or Form 990-EZ
	Ξ	293,632.	16,000.	0	44,052.	36,66	390,346.	0.
1 WILLIAM HARLEY	▣	1	0.	0	0 0	,		0
SET STON S	€ €	229,983.	1,000.	0	27,507.	10	268,850	0
Z PRIS RISER	3 €	131,828.	1,00	0	25,513.	19,792.	178,13	0
3 JEAN HAWES	E (E			0				0
	Θ	160,465.	1,00	0	17,934.	21,582.	200,981.	0
4 JAMES MCNEW	3	0	0	0.	0	0	0	0
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Schedule J (Form 990) 2010

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.

2010
Open to Public Inspection

Name of the organization

OUTDOOR POWER EQUIPMENT INSTITUTE INC.

Employer identification number 52-0977552

FORM 990, PART VI, SECTION A, LINE 6: THE ASSOCIATION HAS 85 ORGANIZATIONAL MEMBERS.

FORM 990, PART VI, SECTION A, LINE 7A: THE MEMBERS ELECT THE BOARD OF DIRECTORS IN JUNE OF EACH YEAR.

FORM 990, PART VI, SECTION A, LINE 7B: THE ONLY DECISION OF THE GOVERNING BODY THAT IS SUBJECT TO MEMBER APPROVAL IS CHANGING THE BYLAWS.

FORM 990, PART VI, SECTION B, LINE 11: THE FORM 990 WAS PREPARED BY THE

OUTSIDE ACCOUNTANTS. IT WAS REVIEWED BY THE TREASURER AND FORWARDED TO THE

FINANCE AND AUDIT COMMITTEE. THE FULL BOARD RECEIVED A COPY OF THE FORM 990

PRIOR TO ITS FILING WITH THE IRS.

FORM 990, PART VI, SECTION B, LINE 12C: A COPY OF THE CONFLICT OF INTEREST STATEMENT IS PROVIDED ON AN ANNUAL BASIS WITH A REQUEST TO COMPLETE AND SIGN AN ACKNOWLEDGEMENT FORM AND IDENTIFY ANY POTENTIAL CONFLICTS. AFTER DISCLOSURE OF THE FINANCIAL INTEREST AND ALL MATERIAL FACTS, AND AFTER ANY DISCUSSION WITH THE INTERESTED PERSON, HE/SHE LEAVES THE GOVERNING BOARD OR COMMITTEE MEETING WHILE THE DETERMINATION OF A CONFLICT OF INTEREST IS DISCUSSED AND VOTED UPON. THE REMAINING BOARD OR COMMITTEE MEMBERS DECIDE IF A CONFLICT OF INTEREST EXISTS.

FORM 990, PART VI, SECTION B, LINE 15A: THE EXECUTIVE COMMITTEE REVIEWS THE

CEO'S PERFORMANCE AND SETS GOALS FOR THE YEAR. IT ALSO USES SURVEYS AND

COMPARABLE COMPENSATION TO DETERMINE INCREASES. THE EXECUTIVE COMMITTEE

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

Schedule O (Form 990 or 990-EZ) (2010)

Name of the organization Department of the Treasury Internal Revenue Service SCHEDULE R (Form 990)

Related Organizations and Unrelated Partnerships

Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37. ► See separate instructions. ▶ Attach to Form 990.

2010 Open to Public Inspection

OMB No 1545-0047

OUTDOOR POWER EQUIPMENT INSTITUTE INC.

Employer Identification number 52-0977552

Identification of Disregarded Entities (Complete if the organization answered "Yes" to Form 990, Part IV, line 33) Part I

	(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
Part II	Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" to Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year)	Ions (Complete if the organization ans	swered "Yes" to Form 990, Par	t IV, line 34 because	it had one or more re	lated tax-exempt

organizations during the tax year)						ŀ	
(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section	(f) Direct controlling entity	(g) Section 512(bX13) controlled entity?) 12(b)(13) olled y?
				501(c)(3))		Yes	No
OPEI EDUCATION & RESEARCH FOUNDATION -	TO PROVIDE SAFETY						
20-2989447, 341 SOUTH PATRICK STREET,	EDUCATION AND RESEARCH						
	PROJECTS	VIRGINIA	501(C)(3)	LINE 11A, I	DPEI	×	
				-			

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

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Schedule R (Form 990) 2010

52-0977552

Page 2

Schedule R (Form 990) 2010 OUTDOOR POWER EQUIPMENT INSTITUTE INC.

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) Part III

Seneral or Percentage 65,00% managing ownership 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.) 3 Yes No × Code V-UBI amount in box 20 of Schedule 4.1 (Form 1065) N/Aate allocations? Yes No Disproportion-Ξ 3,988,003 Share of end-of-year assets 6 Share of total income 2,920,620 Predominant income (related, unrelated, excluded from tax under sections 512-514) <u>e</u> RELATED (d) | Direct controlling | entity (c)
Legal
domicile
(state or foreign country) X Y Primary activity ANNUAL TRADE <u>a</u> TO MANAGE SHOW LLC - 20-5103389 Name, address, and EIN of related organization 341 SOUTH PATRICK STREET 22303 <u>a</u> ALEXANDRIA, VA GIE/OPEI Part IV

	(h)	Percentage ownership								
		Share of end-of-year assets								
	()	Share of total income								-
	(e)	Type of entity (C corp, S corp, or trust)								-
	(p)	Legal domicile Direct controlling Type of entity (C corp., S corp., foreign country)								_
	(၁)	Legal domicile (state or foreign country)								
(a)	(q)	Primary activity								
organizations treated as a corporation of trust during the tax year	(a)	Name, address, and EIN of related organization								

Schedule R (Form 990) 2010

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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 transaction:	s with one or more re	transactions with one or more related organizations listed in Parts II-IV?	ın Parts II-IV?	
				ta :
b Gift, grant, or capital contribution to other organization(s)				4
 Giff, grant, or capital contribution from other organization(s) 				+
d Loans or loan guarantees to or for other organization(s)				td ×
e Loans or loan guarantees by other organization(s)				1e X
f Sale of assets to other organization(s)				
g Purchase of assets from other organization(s)				19 X
h Exchange of assets				¥
i Lease of facilities, equipment, or other assets to other organization(s)				T X
				i i ;
Performance of services of membership of fundraising solicitations for other organization(s) Performance of services or membership or fundraising solicitations by other organization(s)	ization(s)			
m Sharing of facilities, equipment, mailing lists, or other assets				1m X
n Sharing of paid employees				1n X
o Reimbursement paid to other organization for expenses				10 X
p Reimbursement paid by other organization for expenses				T dt
 q Other transfer of cash or property to other organization(s) r Other transfer of cash or property from other organization(s) 				10 X X
ns for infor	vho must complete th	is line, including covered	mation 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) OPEI EDUCATION AND RESEARCH FOUNDATION	В	330,000.	FMV	1
(2)				
(3)				
(4)				
(5)				:
(6)				
032163 12-21-10	28		Schedule	Schedule R (Form 990) 2010

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

(h)	(h)	(9)	5	(9)	€	(a)	(a)
(a)		2) ;	· •		6	
Name, address, and EIN of entity	Primary activity	Legal domicile (state or foreign	Are all partners section 501(c)(3) organizations?	Share of end-of- year assets	Uispropor- tionate allocations?	amount in box 20	General or managing partner?
		country)	Yes No			(Form 1065)	1 1
							_
							•
			-				
				ı			_
						Schedule R (Form 990) 2010	າ 990) 2010

Schedule R	(Form 990) 2010	<u>OUTDOOR</u>	POWER	EQUIPMENT	INSTITUTE	INC.	<u>52-0977552</u>	Page 5
Part VII	(Form 990) 2010 Supplemental In	formation						
•	Complete this part to		formation fo	r responses to ques	tions on Schedule R	(see instru	ctions)	
						,		
							•	
								
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Form **8868**

(Rev January 2011)

Department of the Treasury Internal Revenue Service

Application for Extension of Time To File an Exempt Organization Return

File a separate application for each return.

OMB No 1545-1709

	re filing for an Automatic 3-Month Extension, comple	te only Pa	irt I and check this box		•	X		
If you a	ire filing for an Additional (Not Automatic) 3-Month Ex	tension, c	complete only Part II (on page 2 of this	form)				
Do not co	omplete Part II unless you have already been granted a	an automa	tic 3 month extension on a previously f	iled For	m 8868			
Electroni	c filing (e-file). You can electronically file Form 8868 if y	you need a	a 3-month automatic extension of time t	to file (6	months for a corp	oration		
required t	o file Form 990-T), or an additional (not automatic) 3-mo	nth extens	sion of time. You can electronically file F	Form 88	368 to request an e	extension		
of time to	file any of the forms listed in Part I or Part II with the ex	ception of	Form 8870, Information Return for Train	nsfers A	Associated With Ce	ertain		
Personal	Benefit Contracts, which must be sent to the IRS in pag	er format	(see instructions) For more details on t	he elec	tronic filing of this	form,		
	irs gov/efile and click on e-file for Charities & Nonprofits					_		
Part I	Automatic 3-Month Extension of Time							
•	ition required to file Form 990-T and requesting an autor	matic 6-mo	onth extension - check this box and con	nplete				
Part I only					•	• 🗀		
	corporations (including 1120-C filers), partnerships, REM ome tax returns	IICs, and t	rusts must use Form 7004 to request a	n exten	sion of time			
Type or								
print File by the	OVERDOOD DOWND HOVED THE	0 M T MTT	TD 11/0	_	0 0055550			
	OUTDOOR POWER EQUIPMENT IN	5	2-0977552					
due date for filing your	Number, street, and room or suite no If a P O box, see instructions 341 SOUTH PATRICK STREET							
return See instructions	City, town or post office, state, and ZIP code For a foreign address, see instructions							
	ALEXANDRIA, VA 22314							
Enter the	Return code for the return that this application is for (file	e a separa	te application for each return)			0 1		
Applicati	on	Return	Application	·		Return		
ls For		Code	Is For			Code		
Form 990		01	Form 990-T (corporation)			07		
Form 990	-BL	02	Form 1041-A			08		
Form 990	EZ	03	Form 4720		09			
Form 990	.PF	04	Form 5227		10			
Form 990	-T (sec 401(a) or 408(a) trust)	05	Form 6069		11			
Form 990	-T (trust other than above)	06	Form 8870			12		
	JEAN HAWES							
			TREET - ALEXANDRIA,	VA	22314			
	ooks are in the care of 341 SOUTH PATR	TCK S		_				
Teleph	poks are in the care of \blacktriangleright 341 SOUTH PATR none No \blacktriangleright (703)549-7600		FAX No 🕨					
Teleph If the c	pooks are in the care of \blacktriangleright 341 SOUTH PATR none No \blacktriangleright (703)549-7600 organization does not have an office or place of busines	s in the Ur	nited States, check this box			· 🗀		
Teleph If the o	books are in the care of \blacktriangleright 341 SOUTH PATR none No \blacktriangleright (703)549-7600 organization does not have an office or place of business as for a Group Return, enter the organization's four digit	s in the Ur Group Exe	nited States, check this box emption Number (GEN) If th		r the whole group,			
Teleph If the o If this i box	books are in the care of ▶ 341 SOUTH PATR none No ▶ (703)549-7600 organization does not have an office or place of busines as for a Group Return, enter the organization's four digit If it is for part of the group, check this box ▶	s in the Ur Group Exe	nited States, check this box emption Number (GEN) If th ich a list with the names and EINs of all	memb	• .			
Teleph If the o If this i box	ooks are in the care of ▶ 341 SOUTH PATR none No ▶ (703)549-7600 organization does not have an office or place of busines as for a Group Return, enter the organization's four digit If it is for part of the group, check this box ▶ quest an automatic 3-month (6 months for a corporation)	s in the Ur Group Exe and atta	nited States, check this box emption Number (GEN) If th ich a list with the names and EINs of all to file Form 990-T) extension of time un	l memb tıl	ers the extension i			
Teleph If the c If this is box ▶ [1	ooks are in the care of ▶ 341 SOUTH PATR none No ▶ (703)549-7600 organization does not have an office or place of busines as for a Group Return, enter the organization's four digit If it is for part of the group, check this box ▶ quest an automatic 3-month (6 months for a corporation APRIL 15, 2012 , to file the exemption of the group of of the gr	s in the Ur Group Exe and atta	nited States, check this box emption Number (GEN) If th ich a list with the names and EINs of all	l memb tıl	ers the extension i			
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Form **8868**

(Rev January 2011)

Department of the Treasury

Application for Extension of Time To File an Exempt Organization Return

OMB No 1545-1709

If you are filing for an Automatic 3-Month Extension, comp	eparate appl				
	olete only Pa	rt I and check this box		<u> </u>	
If you are filing for an Additional (Not Automatic) 3-Month	Extension, o	complete only Part II (on page 2 of this	s form)		
o not complete Part II unless you have already been grante	-		•	m 8868	
lectronic filing (e-file). You can electronically file Form 8868					oration
equired to file Form 990-T), or an additional (not automatic) 3-	•		-	· ·	
f time to file any of the forms listed in Part I or Part II with the					
ersonal Benefit Contracts, which must be sent to the IRS in p	•				
isit www irs gov/efile and click on e-file for Charities & Nonpro	fits			· ·	
Part I Automatic 3-Month Extension of Ti	me. Only su	bmit original (no copies needed)		•	
corporation required to file Form 990-T and requesting an au			nplete		
art I only				•	\mathbf{X}
ll other corporations (including 1120-C filers), partnerships, R o file income tax returns	EMICs, and t	rusts must use Form 7004 to request a	n exten	sion of time	
ype or Name of exempt organization			Employer identification		number
rint OUTDOOD DOUBLE BOULDY TO	\	TD 7116	_	0 0007550	
le by the OUTDOOR POWER EQUIPMENT I			5	2-0977552	
ue date for Number, street, and room or suite no. If a PO box ing your 341 SOUTH PATRICK STREET	k, see instruc	tions			
structions City, town or post office, state, and ZIP code For	a foreign add	ress, see instructions			
ALEXANDRIA, VA 22314		,			
nter the Return code for the return that this application is for	(file a separa	te application for each return)			0 7
pplication	Return	Application			Return
s For	Code	Is For			Code
orm 990	01	Form 990-T (corporation)			07
orm 990-BL	02	Form 1041-A			08
orm 990-EZ	03	Form 4720			09
orm 990-PF	04	Form 5227			10
orm 990-T (sec 401(a) or 408(a) trust)	05	Form 6069			11
form 990-T (trust other than above)	06	Form 8870			12
JEAN HAWES		······			
The books are in the care of > 341 SOUTH PAT	RICK S	TREET - ALEXANDRIA,	VA	22314	
Telephone No ► (703)549-7600		FAX No ▶			
If the organization does not have an office or place of busing	- ness in the Ui	nited States, check this box			
If this is for a Group Return, enter the organization's four di	git Group Exe	emption Number (GEN) If the	nis is foi	r the whole group, o	heck this
oox If it is for part of the group, check this box	and atta	ich a list with the names and EINs of al	l memb	ers the extension is	for.
I request an automatic 3-month (6 months for a corporation)	tion required	to file Form 990-T) extension of time ur	ntil		
		tion return for the organization named		The extension	
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	, ar	nd ending AUG 31, 2011			
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