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Form 990

OMB No 1545-0047

## 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)

2010

Open to Public  
InspectionDepartment of the Treasury  
Internal Revenue Service

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

**A** For the 2010 calendar year, or tax year beginning Nov 1, 2010, and ending Oct 31, 2011

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

**C** Name of organization Professional Independent Insurance Agents of Colo Inc  
 Doing Business As  
 Number and street (or P O box if mail is not delivered to street addr) Room/suite  
 1660 S Albion St 518  
 City, town or country State ZIP code + 4  
 Denver CO 80222-4043

**D** Employer Identification Number 84-1203189

**E** Telephone number (303) 512-0627

**F** Name and address of principal officer:  
 Barbara Fidler 1660 S Albion St Denver CO 80222-4043

**G** Gross receipts \$1,957,981.

**H(a)** Is this a group return for affiliates? ☐ Yes ☒ No  
**H(b)** Are all affiliates included? ☐ Yes ☒ No  
 If 'No,' attach a list (see instructions)

**I** Tax-exempt status ☐ 501(c)(3) ☒ 501(c)(6) (insert no.) 4947(a)(1) or 527

**J** Website: www.piiac.com

**K** Form of organization ☒ Corporation ☐ Trust ☐ Association ☐ Other

**L** Year of Formation 1992

**M** State of legal domicile CO

## Part I Summary

**1** Briefly describe the organization's mission or most significant activities: To promote the agency system among the independent insurance agents throughout Colorado, and to provide educational and other resources to strengthen professionalism in the insurance industry.

**2** Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

**3** Number of voting members of the governing body (Part VI, line 1a) 3 10

**4** Number of independent voting members of the governing body (Part VI, line 1b) 4 10

**5** Total number of individuals employed in calendar year 2010 (Part V, line 2a) 5 7

**6** Total number of volunteers (estimate if necessary) 6 0

**7a** Total unrelated business revenue from Part VIII, column (C), line 12 7a 428,071.

**7b** Net unrelated business taxable income from Form 990-T, line 34 7b 54,569.

|                                                                                              | Prior Year                           | Current Year           |
|----------------------------------------------------------------------------------------------|--------------------------------------|------------------------|
| <b>8</b> Contributions and grants (Part VIII, line 1h)                                       | 4,575.                               | 5,925.                 |
| <b>9</b> Program service revenue (Part VIII, line 2g)                                        | 830,348.                             | 880,789.               |
| <b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d)                      | 10,856.                              | 9,970.                 |
| <b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)           | 462,761.                             | 455,381.               |
| <b>12</b> Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) | 1,308,540.                           | 1,352,065.             |
| <b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1-3)                   |                                      |                        |
| <b>14</b> Benefits paid to or for members (Part IX, column (A), line 4)                      |                                      |                        |
| <b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)  | 425,575.                             | 420,348.               |
| <b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e)                     | 0.                                   | 0.                     |
| <b>b</b> Total fundraising expenses (Part IX, column (D), line 25)                           |                                      |                        |
| <b>17</b> Other expenses (Part IX, column (A), lines 11a-11d, 11f-24f)                       | 809,047.                             | 910,341.               |
| <b>18</b> Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)          | 1,234,622.                           | 1,330,689.             |
| <b>19</b> Revenue less expenses. Subtract line 18 from line 12                               | 73,918.                              | 21,376.                |
| <b>20</b> Total assets (Part X, line 16)                                                     | Beginning of Current Year 1,316,508. | End of Year 1,369,599. |
| <b>21</b> Total liabilities (Part X, line 26)                                                | 160,351.                             | 198,775.               |
| <b>22</b> Net assets or fund balances. Subtract line 21 from line 20                         | 1,156,157.                           | 1,170,824.             |

## Part II Signature Block

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

**Sign Here**

**Signature of officer** *Barbara Fidler* Date 9-12-12

**Type or print name and title** Barbara Fidler

**Paid Preparer Use Only**

Print/Type preparer's name Thomas J Collins, CPA Preparer's signature *Thomas J Collins* Date 9/12/12 Check ☐ if self-employed PTIN

Firm's name > LOTSPEICH & COLLINS PC Firm's EIN >

Firm's address > 9250 E COSTILLA AVE, STE 440 GREENWOOD VILLAGE CO 80112 Phone no (303) 798-9075

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

☒ Yes ☐ No

BAA For Paperwork Reduction Act Notice, see the separate instructions.

TEEA0101 03/25/11

Form 990 (2010)

SCANNED OCT 02 2012

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**Part III** Statement of Program Service AccomplishmentsCheck if Schedule O contains a response to any question in this Part III ☐**1** Briefly describe the organization's mission:

To promote the agency system among the independent insurance agents  
throughout Colorado, and to provide educational and other resources to  
See Form 990, Page 2, Part III, Line 1 (continued)

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

If 'Yes,' describe these new services on Schedule O.

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

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

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

The Association sponsors various classes/seminars which are held to educate  
members on new developments and industry trends/products. There were  
41 programs during the year with total attendance of approx. 1,460

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

Convention is held annually to allow members to meet and discuss topics important  
to the insurance industry and to review prior year's activities.  
It was attended by 264 people and featured 52 exhibit booths.

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

PIIAC publishes the COLORADO INSURANCE NEWS to publicize topics of importance  
to the insurance industry, to promote the opportunities for agent education,  
and to help keep the membership informed of local and national industry  
developments. The Association published 10 issues during the year with a  
combined distribution of approximately 6,250 copies.

**4d** Other program services. (Describe in Schedule O.)

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

**4e** Total program service expenses ▶

**Part IV Checklist of Required Schedules**

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

**Part IV Checklist of Required Schedules (continued)**

|                                                                                                                                                                                                                                                                                              | Yes                                                                 | No |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------|----|
| <b>21</b> Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? If 'Yes,' complete Schedule I, Parts I and II                                                                   |                                                                     | X  |
| <b>22</b> Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? If 'Yes,' complete Schedule I, Parts I and III                                                                                    |                                                                     | X  |
| <b>23</b> Did the organization answer 'Yes' to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If 'Yes,' complete Schedule J                               |                                                                     | X  |
| <b>24a</b> 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, and that was issued after December 31, 2002? If 'Yes,' answer lines 24b through 24d and complete Schedule K. If 'No,' go to line 25 |                                                                     | X  |
| <b>24b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?                                                                                                                                                                                 |                                                                     |    |
| <b>24c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?                                                                                                                                        |                                                                     |    |
| <b>24d</b> Did the organization act as an 'on behalf of' issuer for bonds outstanding at any time during the year?                                                                                                                                                                           |                                                                     |    |
| <b>25a</b> <b>Section 501(c)(3) and 501(c)(4) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? If 'Yes,' complete Schedule L, Part I                                                                              |                                                                     |    |
| <b>25b</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               |                                                                     |    |
| <b>26</b> Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? If 'Yes,' complete Schedule L, Part II                                             |                                                                     | X  |
| <b>27</b> Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? If 'Yes,' complete Schedule L, Part III                     |                                                                     | X  |
| <b>28</b> 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):                                                                                      |                                                                     |    |
| <b>28a</b> A current or former officer, director, trustee, or key employee? If 'Yes,' complete Schedule L, Part IV                                                                                                                                                                           |                                                                     | X  |
| <b>28b</b> A family member of a current or former officer, director, trustee, or key employee? If 'Yes,' complete Schedule L, Part IV                                                                                                                                                        |                                                                     | X  |
| <b>28c</b> 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                                                            |                                                                     | X  |
| <b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? If 'Yes,' complete Schedule M                                                                                                                                                                           |                                                                     | X  |
| <b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If 'Yes,' complete Schedule M                                                                                                           |                                                                     | X  |
| <b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations? If 'Yes,' complete Schedule N, Part I                                                                                                                                                                 |                                                                     | X  |
| <b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If 'Yes,' complete Schedule N, Part II                                                                                                                                               |                                                                     | X  |
| <b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If 'Yes,' complete Schedule R, Part I                                                                                               |                                                                     | X  |
| <b>34</b> Was the organization related to any tax-exempt or taxable entity? If 'Yes,' complete Schedule R, Parts II, III, IV, and V, line 1                                                                                                                                                  | X                                                                   |    |
| <b>35</b> Is any related organization a controlled entity within the meaning of section 512(b)(13)?                                                                                                                                                                                          | X                                                                   |    |
| <b>a</b> 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                                                                                         | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |    |
| <b>36</b> <b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? If 'Yes,' complete Schedule R, Part V, line 2                                                                                                    |                                                                     |    |
| <b>37</b> Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If 'Yes,' complete Schedule R, Part VI                                                      |                                                                     | X  |
| <b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19?<br><b>Note.</b> All Form 990 filers are required to complete Schedule O                                                                                              | X                                                                   |    |

BAA

Form 990 (2010)

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

|                                                                                                                                                                                                                                                                                | Yes | No |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| <b>1a</b> Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable                                                                                                                                                                                         | 29  |    |
| <b>b</b> Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable                                                                                                                                                                                       | 0   |    |
| <b>c</b> Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?                                                                                                              | X   |    |
| <b>2a</b> Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return                                                                                        | 7   |    |
| <b>b</b> If at least one is reported on line 2a, did the organization file all required federal employment tax returns?                                                                                                                                                        | X   |    |
| <b>Note.</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file. (see instructions)                                                                                                                                                              |     |    |
| <b>3a</b> Did the organization have unrelated business gross income of \$1,000 or more during the year?                                                                                                                                                                        | X   |    |
| <b>b</b> If 'Yes,' has it filed a Form 990-T for this year? If 'No,' provide an explanation in Schedule O                                                                                                                                                                      | X   |    |
| <b>4a</b> At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?                           |     | X  |
| <b>b</b> If 'Yes,' enter the name of the foreign country:<br>See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.                                                                                                    |     |    |
| <b>5a</b> Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?                                                                                                                                                                |     | X  |
| <b>b</b> Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?                                                                                                                                                      |     | X  |
| <b>c</b> If 'Yes,' to line 5a or 5b, did the organization file Form 8886-T?                                                                                                                                                                                                    |     |    |
| <b>6a</b> Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?                                                                                          |     | X  |
| <b>b</b> If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?                                                                                                                         |     |    |
| <b>7 Organizations that may receive deductible contributions under section 170(c).</b>                                                                                                                                                                                         |     |    |
| <b>a</b> Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?                                                                                                                       |     | X  |
| <b>b</b> If 'Yes,' did the organization notify the donor of the value of the goods or services provided?                                                                                                                                                                       |     |    |
| <b>c</b> Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?                                                                                                                                  |     | X  |
| <b>d</b> If 'Yes,' indicate the number of Forms 8282 filed during the year                                                                                                                                                                                                     | 7d  |    |
| <b>e</b> Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?                                                                                                                                                       |     | X  |
| <b>f</b> Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?                                                                                                                                                          |     | X  |
| <b>g</b> If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?                                                                                                                                      |     |    |
| <b>h</b> If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?                                                                                                                                    |     |    |
| <b>8 Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.</b> Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year? |     |    |
| <b>9 Sponsoring organizations maintaining donor advised funds.</b>                                                                                                                                                                                                             |     |    |
| <b>a</b> Did the organization make any taxable distributions under section 4966?                                                                                                                                                                                               |     |    |
| <b>b</b> Did the organization make a distribution to a donor, donor advisor, or related person?                                                                                                                                                                                |     |    |
| <b>10 Section 501(c)(7) organizations.</b> Enter:                                                                                                                                                                                                                              |     |    |
| <b>a</b> Initiation fees and capital contributions included on Part VIII, line 12                                                                                                                                                                                              | 10a |    |
| <b>b</b> Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities                                                                                                                                                                           | 10b |    |
| <b>11 Section 501(c)(12) organizations.</b> Enter:                                                                                                                                                                                                                             |     |    |
| <b>a</b> Gross income from members or shareholders                                                                                                                                                                                                                             | 11a |    |
| <b>b</b> Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)                                                                                                                                          | 11b |    |
| <b>12a Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?                                                                                                                                                          |     |    |
| <b>b</b> If 'Yes,' enter the amount of tax-exempt interest received or accrued during the year                                                                                                                                                                                 | 12b |    |
| <b>13 Section 501(c)(29) qualified nonprofit health insurance issuers.</b>                                                                                                                                                                                                     |     |    |
| <b>a</b> Is the organization licensed to issue qualified health plans in more than one state?                                                                                                                                                                                  | 13a |    |
| <b>Note.</b> See the instructions for additional information the organization must report on Schedule O.                                                                                                                                                                       |     |    |
| <b>b</b> Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans                                                                                                             | 13b |    |
| <b>c</b> Enter the amount of reserves on hand                                                                                                                                                                                                                                  | 13c |    |
| <b>14a</b> Did the organization receive any payments for indoor tanning services during the tax year?                                                                                                                                                                          |     | X  |
| <b>b</b> If 'Yes,' has it filed a Form 720 to report these payments? If 'No,' provide an explanation in Schedule O                                                                                                                                                             | 14b |    |

**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**

|                                                                                                                                                                                                                       | 1a | 1b | Yes | No |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|----|-----|----|
| 1 a Enter the number of voting members of the governing body at the end of the tax year                                                                                                                               | 10 |    |     |    |
| b Enter the number of voting members included in line 1a, above, who are independent                                                                                                                                  |    | 10 |     |    |
| 2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee or key employee?                                                |    |    |     | X  |
| 3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? |    |    |     | X  |
| 4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?                                                                                                    |    |    |     | X  |
| 5 Did the organization become aware during the year of a significant diversion of the organization's assets?                                                                                                          |    |    |     | X  |
| 6 Does the organization have members or stockholders?                                                                                                                                                                 |    |    | X   |    |
| 7a Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?                                                                                        |    |    | X   |    |
| b Are any decisions of the governing body subject to approval by members, stockholders, or other persons?                                                                                                             |    |    | X   |    |
| 8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:                                                                                   |    |    |     |    |
| a The governing body?                                                                                                                                                                                                 |    |    | X   |    |
| b Each committee with authority to act on behalf of the governing body?                                                                                                                                               |    |    | X   |    |
| 9 Is there any officer, director or trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If 'Yes,' provide the names and addresses in Schedule O      |    |    |     | X  |

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

|                                                                                                                                                                                                                                                                                                  | Yes | No |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
| 10a Does the organization have local chapters, branches, or affiliates?                                                                                                                                                                                                                          |     | X  |
| b If 'Yes,' does the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with those of the organization?                                                                             |     |    |
| 11a Has the organization provided a copy of this Form 990 to all members of its governing body before filing the form?                                                                                                                                                                           | X   |    |
| b Describe in Schedule O the process, if any, used by the organization to review this Form 990.                                                                                                                                                                                                  |     |    |
| 12a Does the organization have a written conflict of interest policy? If 'No,' go to line 13                                                                                                                                                                                                     | X   |    |
| b Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts?                                                                                                                                                              | 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   |    |
| 13 Does the organization have a written whistleblower policy?                                                                                                                                                                                                                                    |     | X  |
| 14 Does the organization have a written document retention and destruction policy?                                                                                                                                                                                                               |     | X  |
| 15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?                                                                          |     |    |
| a The organization's CEO, Executive Director, or top management official                                                                                                                                                                                                                         | X   |    |
| b Other officers of key employees of the organization                                                                                                                                                                                                                                            | X   |    |
| If 'Yes' to line 15a or 15b, describe the process in Schedule O. (See instructions.)                                                                                                                                                                                                             |     |    |
| 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?                                                                                                                                        |     | X  |
| b If 'Yes,' has the organization adopted a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and taken steps to safeguard the organization's exempt status with respect to such arrangements? |     |    |

**Section C. Disclosure**

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

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

☐ Own website ☐ Another's website ☒ Upon request

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

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization:

▶ Barbara Fidler 1660 S Albion St, #518 Denver CO 80222-4043 (303) 512-0627

**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****1 a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

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

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

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

| (A)<br>Name and title                         | (B)<br>Average hours per week (describe hours for related organizations in Schedule O) | (C)<br>Position (check all that apply) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W-2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W-2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|-----------------------------------------------|----------------------------------------------------------------------------------------|----------------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|                                               |                                                                                        | Individual trustee or director         | Institutional trustee | Officer | Key employee | Highest compensated employee | Former |                                                                      |                                                                           |                                                                                               |
| (1) <u>H Ham</u><br>Director                  | 1.00                                                                                   | X                                      |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (2) <u>J Matthews</u><br>Director             | 1.00                                                                                   | X                                      |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (3) <u>L Lewis</u><br>Director                | 1.00                                                                                   | X                                      |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (4) <u>G McCarron</u><br>Director             | 1.00                                                                                   | X                                      |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (5) <u>E Weedon</u><br>At Large Director      | 1.00                                                                                   | X                                      |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (6) <u>M Gallagher</u><br>Secretary/Treasurer | 1.00                                                                                   |                                        |                       | X       |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (7) <u>M Rifkin</u><br>State Natl Director    | 1.00                                                                                   | X                                      |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (8) <u>D Camilletti</u><br>Past President     | 1.00                                                                                   | X                                      |                       |         |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (9) <u>D Adams</u><br>President               | 1.00                                                                                   |                                        |                       | X       |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (10) <u>J Howes</u><br>Vice President         | 1.00                                                                                   |                                        |                       | X       |              |                              |        | 0.                                                                   | 0.                                                                        | 0.                                                                                            |
| (11) <u>B Fidler</u><br>Exec Vice President   | 40.00                                                                                  |                                        |                       | X       |              |                              |        | 106,405.                                                             | 0.                                                                        | 5,892.                                                                                        |
| (12) _____                                    |                                                                                        |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (13) _____                                    |                                                                                        |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (14) _____                                    |                                                                                        |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (15) _____                                    |                                                                                        |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (16) _____                                    |                                                                                        |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (17) _____                                    |                                                                                        |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |

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

| (A)<br>Name and title                                          | (B)<br>Average hours per week (describe hours for related organizations in Sch O) | (C)<br>Position (check all that apply) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W-2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W-2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|----------------------------------------------------------------|-----------------------------------------------------------------------------------|----------------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------------------------------------------------------|---------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------|
|                                                                |                                                                                   | Individual trustee or director         | Institutional trustee | Officer | Key employee | Highest compensated employee | Former |                                                                      |                                                                           |                                                                                               |
| (18) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (19) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (20) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (21) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (22) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (23) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (24) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (25) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (26) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (27) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (28) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| (29) -----                                                     |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| <b>1 b Sub-total</b>                                           |                                                                                   |                                        |                       |         |              |                              |        | 106,405.                                                             | 0.                                                                        | 5,892.                                                                                        |
| <b>c Total from continuation sheets to Part VII, Section A</b> |                                                                                   |                                        |                       |         |              |                              |        |                                                                      |                                                                           |                                                                                               |
| <b>d Total (add lines 1b and 1c)</b>                           |                                                                                   |                                        |                       |         |              |                              |        | 106,405.                                                             | 0.                                                                        | 5,892.                                                                                        |

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

**3** Did the organization list any **former** officer, director or trustee, key employee, or highest compensated employee on line 1a? If 'Yes,' complete Schedule J for such individual

|          | Yes | No |
|----------|-----|----|
| <b>3</b> |     | X  |
| <b>4</b> |     | X  |
| <b>5</b> |     | X  |

**4** For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If 'Yes' complete Schedule J for such individual

**5** Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If 'Yes,' complete Schedule J for such person

**Section B. Independent Contractors**

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

| (A)<br>Name and business address | (B)<br>Description of services | (C)<br>Compensation |
|----------------------------------|--------------------------------|---------------------|
|                                  |                                |                     |
|                                  |                                |                     |
|                                  |                                |                     |
|                                  |                                |                     |
|                                  |                                |                     |

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

**Part VIII Statement of Revenue**

|                                                                   |                                                                                                                                       |            | (A)<br>Total revenue | (B)<br>Related or<br>exempt<br>function<br>revenue | (C)<br>Unrelated<br>business<br>revenue | (D)<br>Revenue<br>excluded from tax<br>under sections<br>512, 513, or 514 |
|-------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------|------------|----------------------|----------------------------------------------------|-----------------------------------------|---------------------------------------------------------------------------|
| <b>CONTRIBUTIONS, GIFTS, GRANTS<br/>AND OTHER SIMILAR AMOUNTS</b> | 1a Federated campaigns                                                                                                                | 1a         |                      |                                                    |                                         |                                                                           |
|                                                                   | b Membership dues                                                                                                                     | 1b         |                      |                                                    |                                         |                                                                           |
|                                                                   | c Fundraising events                                                                                                                  | 1c         | 1,900.               |                                                    |                                         |                                                                           |
|                                                                   | d Related organizations                                                                                                               | 1d         |                      |                                                    |                                         |                                                                           |
|                                                                   | e Government grants (contributions)                                                                                                   | 1e         |                      |                                                    |                                         |                                                                           |
|                                                                   | f All other contributions, gifts, grants, and<br>similar amounts not included above                                                   | 1f         | 4,025.               |                                                    |                                         |                                                                           |
|                                                                   | g Noncash contributions included in lns 1a-1f: \$                                                                                     |            |                      |                                                    |                                         |                                                                           |
|                                                                   | h Total. Add lines 1a-1f                                                                                                              |            | 5,925.               |                                                    |                                         |                                                                           |
| <b>PROGRAM SERVICE REVENUE</b>                                    | Business Code                                                                                                                         |            |                      |                                                    |                                         |                                                                           |
|                                                                   | 2a Membership dues                                                                                                                    | 900099     | 275,526.             | 275,526.                                           | 0.                                      | 0.                                                                        |
|                                                                   | b Educ Programs/Confs                                                                                                                 | 611430     | 456,130.             | 456,130.                                           | 0.                                      | 0.                                                                        |
|                                                                   | c Convention/Trade Show                                                                                                               | 900099     | 149,133.             | 0.                                                 | 0.                                      | 149,133.                                                                  |
|                                                                   | d                                                                                                                                     |            |                      |                                                    |                                         |                                                                           |
|                                                                   | e                                                                                                                                     |            |                      |                                                    |                                         |                                                                           |
|                                                                   | f All other program service revenue                                                                                                   |            |                      |                                                    |                                         |                                                                           |
|                                                                   | g Total. Add lines 2a-2f                                                                                                              |            | 880,789.             |                                                    |                                         |                                                                           |
| <b>OTHER REVENUE</b>                                              | 3 Investment income (including dividends, interest and<br>other similar amounts)                                                      |            | 9,499.               | 0.                                                 | 0.                                      | 9,499.                                                                    |
|                                                                   | 4 Income from investment of tax-exempt bond proceeds                                                                                  |            |                      |                                                    |                                         |                                                                           |
|                                                                   | 5 Royalties                                                                                                                           |            | 61,889.              | 0.                                                 | 36,000.                                 | 25,889.                                                                   |
|                                                                   | (i) Real (ii) Personal                                                                                                                |            |                      |                                                    |                                         |                                                                           |
|                                                                   | 6a Gross Rents                                                                                                                        |            |                      |                                                    |                                         |                                                                           |
|                                                                   | b Less: rental expenses                                                                                                               |            |                      |                                                    |                                         |                                                                           |
|                                                                   | c Rental income or (loss)                                                                                                             |            |                      |                                                    |                                         |                                                                           |
|                                                                   | d Net rental income or (loss)                                                                                                         |            |                      |                                                    |                                         |                                                                           |
|                                                                   | (i) Securities (ii) Other                                                                                                             |            |                      |                                                    |                                         |                                                                           |
|                                                                   | 7a Gross amount from sales of<br>assets other than inventory                                                                          |            | 590,505.             |                                                    |                                         |                                                                           |
|                                                                   | b Less: cost or other basis<br>and sales expenses                                                                                     |            | 590,034.             |                                                    |                                         |                                                                           |
|                                                                   | c Gain or (loss)                                                                                                                      |            | 471.                 |                                                    |                                         |                                                                           |
|                                                                   | d Net gain or (loss)                                                                                                                  |            | 471.                 | 0.                                                 | 0.                                      | 471.                                                                      |
|                                                                   | 8a Gross income from fundraising events<br>(not including \$ 1,900.<br>of contributions reported on line 1c).<br>See Part IV, line 18 | a          | 15,650.              |                                                    |                                         |                                                                           |
|                                                                   | b Less: direct expenses                                                                                                               | b          | 15,882.              |                                                    |                                         |                                                                           |
|                                                                   | c Net income or (loss) from fundraising events                                                                                        |            | -232.                |                                                    | 0.                                      | -232.                                                                     |
|                                                                   | 9a Gross income from gaming activities.<br>See Part IV, line 19                                                                       | a          |                      |                                                    |                                         |                                                                           |
|                                                                   | b Less: direct expenses                                                                                                               | b          |                      |                                                    |                                         |                                                                           |
|                                                                   | c Net income or (loss) from gaming activities                                                                                         |            |                      |                                                    |                                         |                                                                           |
|                                                                   | 10a Gross sales of inventory, less returns<br>and allowances                                                                          | a          |                      |                                                    |                                         |                                                                           |
| b Less: cost of goods sold                                        | b                                                                                                                                     |            |                      |                                                    |                                         |                                                                           |
| c Net income or (loss) from sales of inventory                    |                                                                                                                                       |            |                      |                                                    |                                         |                                                                           |
| Miscellaneous Revenue Business Code                               |                                                                                                                                       |            |                      |                                                    |                                         |                                                                           |
| 11a Mgmt fees-subsidiary                                          | 541900                                                                                                                                | 339,292.   | 0.                   | 339,292.                                           | 0.                                      |                                                                           |
| b Advertising fees                                                | 541800                                                                                                                                | 52,475.    | 0.                   | 52,475.                                            | 0.                                      |                                                                           |
| c Young agent activities & other                                  | 900099                                                                                                                                | 1,957.     | 740.                 | 304.                                               | 913.                                    |                                                                           |
| d All other revenue                                               |                                                                                                                                       |            |                      |                                                    |                                         |                                                                           |
| e Total. Add lines 11a-11d                                        |                                                                                                                                       | 393,724.   |                      |                                                    |                                         |                                                                           |
| 12 Total revenue. See instructions                                |                                                                                                                                       | 1,352,065. | 732,396.             | 428,071.                                           | 185,673.                                |                                                                           |

**Part IX** Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

| Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.                                                                                                                                                            | (A)<br>Total expenses | (B)<br>Program service expenses | (C)<br>Management and general expenses | (D)<br>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                                                                                                                                                                | 133,400.              |                                 |                                        |                             |
| 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                                                                                                                                                                                                                | 229,730.              |                                 |                                        |                             |
| 8 Pension plan contributions (include section 401(k) and section 403(b) employer contributions)                                                                                                                                           | 11,023.               |                                 |                                        |                             |
| 9 Other employee benefits                                                                                                                                                                                                                 | 15,075.               |                                 |                                        |                             |
| 10 Payroll taxes                                                                                                                                                                                                                          | 31,120.               |                                 |                                        |                             |
| 11 Fees for services (non-employees)                                                                                                                                                                                                      |                       |                                 |                                        |                             |
| a Management                                                                                                                                                                                                                              |                       |                                 |                                        |                             |
| b Legal                                                                                                                                                                                                                                   | 1,440.                |                                 |                                        |                             |
| c Accounting                                                                                                                                                                                                                              | 31,000.               |                                 |                                        |                             |
| d Lobbying                                                                                                                                                                                                                                | 19,125.               |                                 |                                        |                             |
| e Professional fundraising services. See Part IV, line 17                                                                                                                                                                                 | 0.                    |                                 |                                        |                             |
| f Investment management fees                                                                                                                                                                                                              | 2,233.                |                                 |                                        |                             |
| g Other                                                                                                                                                                                                                                   | 10,116.               |                                 |                                        |                             |
| 12 Advertising and promotion                                                                                                                                                                                                              | 1,158.                |                                 |                                        |                             |
| 13 Office expenses                                                                                                                                                                                                                        | 55,015.               |                                 |                                        |                             |
| 14 Information technology                                                                                                                                                                                                                 | 10,681.               |                                 |                                        |                             |
| 15 Royalties                                                                                                                                                                                                                              |                       |                                 |                                        |                             |
| 16 Occupancy                                                                                                                                                                                                                              | 72,442.               |                                 |                                        |                             |
| 17 Travel                                                                                                                                                                                                                                 | 28,870.               |                                 |                                        |                             |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials                                                                                                                                         |                       |                                 |                                        |                             |
| 19 Conferences, conventions, and meetings                                                                                                                                                                                                 | 446,919.              |                                 |                                        |                             |
| 20 Interest                                                                                                                                                                                                                               |                       |                                 |                                        |                             |
| 21 Payments to affiliates                                                                                                                                                                                                                 | 83,794.               |                                 |                                        |                             |
| 22 Depreciation, depletion, and amortization                                                                                                                                                                                              | 5,154.                |                                 |                                        |                             |
| 23 Insurance                                                                                                                                                                                                                              | 12,723.               |                                 |                                        |                             |
| 24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24f. If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O.)                                      |                       |                                 |                                        |                             |
| a <u>Trusted Choice costs (Sch O)</u>                                                                                                                                                                                                     | 56,803.               |                                 |                                        |                             |
| b <u>Legislative &amp; lobbying costs</u>                                                                                                                                                                                                 | 19,897.               |                                 |                                        |                             |
| c <u>Income taxes</u>                                                                                                                                                                                                                     | 21,204.               |                                 |                                        |                             |
| d <u>CIN-publication costs</u>                                                                                                                                                                                                            | 16,404.               |                                 |                                        |                             |
| e <u>Membership-supplies, promo, &amp; other</u>                                                                                                                                                                                          | 5,234.                |                                 |                                        |                             |
| f <u>All other expenses</u>                                                                                                                                                                                                               | 10,129.               |                                 |                                        |                             |
| 25 Total functional expenses. Add lines 1 through 24f.                                                                                                                                                                                    | 1,330,689.            |                                 |                                        |                             |
| 26 Joint costs. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720). Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation |                       |                                 |                                        |                             |

**Part X** Balance Sheet

|                                                                     |                                                                                                                                                                                                                                                                                 | (A)<br>Beginning of year |            | (B)<br>End of year |
|---------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------|------------|--------------------|
| <b>ASSETS</b>                                                       | 1 Cash – non-interest-bearing                                                                                                                                                                                                                                                   | 22,447.                  | 1          | 82,076.            |
|                                                                     | 2 Savings and temporary cash investments                                                                                                                                                                                                                                        | 562,153.                 | 2          | 522,315.           |
|                                                                     | 3 Pledges and grants receivable, net                                                                                                                                                                                                                                            |                          | 3          |                    |
|                                                                     | 4 Accounts receivable, net                                                                                                                                                                                                                                                      | 72,034.                  | 4          | 117,151.           |
|                                                                     | 5 Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L                                                                                                                           |                          | 5          |                    |
|                                                                     | 6 Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) |                          | 6          |                    |
|                                                                     | 7 Notes and loans receivable, net                                                                                                                                                                                                                                               |                          | 7          |                    |
|                                                                     | 8 Inventories for sale or use                                                                                                                                                                                                                                                   |                          | 8          |                    |
|                                                                     | 9 Prepaid expenses and deferred charges                                                                                                                                                                                                                                         | 24,464.                  | 9          | 25,666.            |
|                                                                     | 10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D.                                                                                                                                                                                        | 10a 89,638.              |            |                    |
|                                                                     | b Less: accumulated depreciation.                                                                                                                                                                                                                                               | 10b 71,793.              | 10c        | 17,845.            |
|                                                                     | 11 Investments – publicly traded securities                                                                                                                                                                                                                                     | 580,040.                 | 11         | 580,446.           |
|                                                                     | 12 Investments – other securities. See Part IV, line 11                                                                                                                                                                                                                         | 20,000.                  | 12         | 20,000.            |
|                                                                     | 13 Investments – program-related. See Part IV, line 11                                                                                                                                                                                                                          |                          | 13         |                    |
|                                                                     | 14 Intangible assets                                                                                                                                                                                                                                                            |                          | 14         |                    |
|                                                                     | 15 Other assets. See Part IV, line 11                                                                                                                                                                                                                                           | 22,526.                  | 15         | 4,100.             |
| 16 <b>Total assets.</b> Add lines 1 through 15 (must equal line 34) | 1,316,508.                                                                                                                                                                                                                                                                      | 16                       | 1,369,599. |                    |
| <b>LIABILITIES</b>                                                  | 17 Accounts payable and accrued expenses                                                                                                                                                                                                                                        | 35,785.                  | 17         | 105,957.           |
|                                                                     | 18 Grants payable                                                                                                                                                                                                                                                               |                          | 18         |                    |
|                                                                     | 19 Deferred revenue                                                                                                                                                                                                                                                             | 117,026.                 | 19         | 81,614.            |
|                                                                     | 20 Tax-exempt bond liabilities                                                                                                                                                                                                                                                  |                          | 20         |                    |
|                                                                     | 21 Escrow or custodial account liability. Complete Part IV of Schedule D                                                                                                                                                                                                        |                          | 21         |                    |
|                                                                     | 22 Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L                                                                                                         |                          | 22         |                    |
|                                                                     | 23 Secured mortgages and notes payable to unrelated third parties                                                                                                                                                                                                               |                          | 23         |                    |
|                                                                     | 24 Unsecured notes and loans payable to unrelated third parties                                                                                                                                                                                                                 |                          | 24         |                    |
|                                                                     | 25 Other liabilities. Complete Part X of Schedule D                                                                                                                                                                                                                             | 7,540.                   | 25         | 11,204.            |
|                                                                     | 26 <b>Total liabilities.</b> Add lines 17 through 25                                                                                                                                                                                                                            | 160,351.                 | 26         | 198,775.           |
| <b>NET ASSETS OR FUND BALANCES</b>                                  | <b>Organizations that follow SFAS 117, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27 through 29 and lines 33 and 34.</b>                                                                                                                          |                          |            |                    |
|                                                                     | 27 Unrestricted net assets                                                                                                                                                                                                                                                      | 1,136,527.               | 27         | 1,146,980.         |
|                                                                     | 28 Temporarily restricted net assets                                                                                                                                                                                                                                            | 19,630.                  | 28         | 23,844.            |
|                                                                     | 29 Permanently restricted net assets                                                                                                                                                                                                                                            |                          | 29         |                    |
|                                                                     | <b>Organizations that do not follow SFAS 117, check here</b> <input type="checkbox"/> <b>and complete lines 30 through 34.</b>                                                                                                                                                  |                          |            |                    |
|                                                                     | 30 Capital stock or trust principal, or current funds                                                                                                                                                                                                                           |                          | 30         |                    |
|                                                                     | 31 Paid-in or capital surplus, or land, building, or equipment fund                                                                                                                                                                                                             |                          | 31         |                    |
|                                                                     | 32 Retained earnings, endowment, accumulated income, or other funds                                                                                                                                                                                                             |                          | 32         |                    |
|                                                                     | 33 Total net assets or fund balances.                                                                                                                                                                                                                                           | 1,156,157.               | 33         | 1,170,824.         |
|                                                                     | 34 <b>Total liabilities and net assets/fund balances.</b>                                                                                                                                                                                                                       | 1,316,508.               | 34         | 1,369,599.         |

BAA

Form 990 (2010)

**SCHEDULE C**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Political Campaign and Lobbying Activities**

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

► **Complete if the organization is described below.**

► **Attach to Form 990 or Form 990-EZ. ► See separate instructions.**

OMB No 1545-0047

**2010**

**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**

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

Name of organization

Employer identification number

**Professional Independent Insurance Agents of Colo Inc**

**84-1203189**

**Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.**

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
- 2 Political expenditures ► \$
- 3 Volunteer hours

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

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

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

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

| (a) Name | (b) Address | (c) EIN | (d) Amount paid from filing organization's funds<br>If none, enter 0- | (e) Amount of political contributions received and promptly and directly delivered to a separate political organization<br>If none, enter -0- |
|----------|-------------|---------|-----------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------|
| (1)      |             |         |                                                                       |                                                                                                                                               |
| (2)      |             |         |                                                                       |                                                                                                                                               |
| (3)      |             |         |                                                                       |                                                                                                                                               |
| (4)      |             |         |                                                                       |                                                                                                                                               |
| (5)      |             |         |                                                                       |                                                                                                                                               |
| (6)      |             |         |                                                                       |                                                                                                                                               |

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

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

**Limits on Lobbying Expenditures**  
 (The term 'expenditures' means amounts paid or incurred.)

(a) Filing organization's totals

(b) Affiliated group totals

**1 a** Total lobbying expenditures to influence public opinion (grass roots lobbying)**b** Total lobbying expenditures to influence a legislative body (direct lobbying)**c** Total lobbying expenditures (add lines 1a and 1b)**d** Other exempt purpose expenditures**e** Total exempt purpose expenditures (add lines 1c and 1d)**f** Lobbying nontaxable amount. Enter the amount from the following table in both columns.

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

**g** Grassroots nontaxable amount (enter 25% of line 1f)**h** Subtract line 1g from line 1a. If zero or less, enter -0-**i** Subtract line 1f from line 1c. If zero or less, enter -0-**j** If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?☐ Yes ☐ No
**4-Year Averaging Period Under Section 501(h)**  
 (Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 2a through 2f.)
**Lobbying Expenditures During 4-Year Averaging Period**

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

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Schedule C (Form 990 or 990-EZ) 2010

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

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

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

- 1 Were substantially all (90% or more) dues received nondeductible by members?
- 2 Did the organization make only in-house lobbying expenditures of \$2,000 or less?
- 3 Did the organization agree to carryover lobbying and political expenditures from the prior year?

|   | Yes | No |
|---|-----|----|
| 1 |     | X  |
| 2 |     | X  |
| 3 | X   |    |

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

|                                                                                                                                                                                                                                              |    |          |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|----------|
| 1 Dues, assessments and similar amounts from members                                                                                                                                                                                         | 1  | 275,526. |
| 2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).                                                                                 |    |          |
| a Current year                                                                                                                                                                                                                               | 2a | 54,745.  |
| b Carryover from last year                                                                                                                                                                                                                   | 2b | 11,454.  |
| c Total                                                                                                                                                                                                                                      | 2c | 66,199.  |
| 3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues                                                                                                                                            | 3  | 64,776.  |
| 4 If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year? | 4  | 1,423.   |
| 5 Taxable amount of lobbying and political expenditures (see instructions)                                                                                                                                                                   | 5  | 0.       |

**Part IV** Supplemental Information

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

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**Part IV** Supplemental Information (continued)[illegible]

**SCHEDULE D  
(Form 990)**Department of the Treasury  
Internal Revenue Service

Name of the organization

**Supplemental Financial Statements**

- Complete if the organization answered 'Yes,' to Form 990, Part IV, lines 6, 7, 8, 9, 10, 11, or 12.  
► Attach to Form 990. ► See separate instructions.

OMB No 1545-0047

**2010**

Employer identification number

Professional Independent Insurance Agents of Colo Inc

84-1203189

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

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

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

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

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

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

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

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

|                                                                                                                                            | Held at the End of the Tax Year |
|--------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------|
| a Total number of conservation easements                                                                                                   | 2a                              |
| b Total acreage restricted by conservation easements                                                                                       | 2b                              |
| c Number of conservation easements on a certified historic structure included in (a)                                                       | 2c                              |
| d Number of conservation easements included in (c) acquired after 8/17/06, 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 organization during the tax year ► \_\_\_\_\_

4 Number of states where property subject to conservation easement is located ► \_\_\_\_\_

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

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

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

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

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

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

1 a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

|                                                      |            |
|------------------------------------------------------|------------|
| (i) Revenues included in Form 990, Part VIII, line 1 | ► \$ _____ |
| (ii) Assets included in Form 990, Part X             | ► \$ _____ |

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:

|                                                    |            |
|----------------------------------------------------|------------|
| a Revenues included in Form 990, Part VIII, line 1 | ► \$ _____ |
| b Assets included in Form 990, Part X              | ► \$ _____ |

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

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

a ☐ Public exhibition

b ☐ Scholarly research

c ☐ Preservation for future generations

d ☐ Loan or exchange programs

e ☐ Other \_\_\_\_\_

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

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

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

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

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

c Beginning balance

d Additions during the year

e Distributions during the year

f Ending balance

|    | Amount |
|----|--------|
| 1c |        |
| 1d |        |
| 1e |        |
| 1f |        |

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

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

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

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

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

a Board designated or quasi-endowment ▶ \_\_\_\_\_ %

b Permanent endowment ▶ \_\_\_\_\_ %

c Term endowment ▶ \_\_\_\_\_ %

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

(i) unrelated organizations

(ii) related organizations

|        | Yes | No |
|--------|-----|----|
| 3a(i)  |     |    |
| 3a(ii) |     |    |
| 3b     |     |    |

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

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

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

| Description of investment                                                                               | (a) Cost or other basis (investment) | (b) Cost or other basis (other) | (c) Accumulated depreciation | (d) Book value |
|---------------------------------------------------------------------------------------------------------|--------------------------------------|---------------------------------|------------------------------|----------------|
| 1a Land                                                                                                 |                                      |                                 |                              |                |
| b Buildings                                                                                             |                                      |                                 |                              |                |
| c Leasehold improvements                                                                                |                                      | 4,308.                          | 2,248.                       | 2,060.         |
| d Equipment                                                                                             |                                      | 85,330.                         | 69,545.                      | 15,785.        |
| e Other                                                                                                 |                                      |                                 |                              |                |
| <b>Total.</b> Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c).) |                                      |                                 |                              | 17,845.        |

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Schedule D (Form 990) 2010

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

| (a) Description of security or category<br>(including name of security) | (b) Book value | (c) Method of valuation:<br>Cost or end-of-year market value |
|-------------------------------------------------------------------------|----------------|--------------------------------------------------------------|
| (1) Financial derivatives                                               |                |                                                              |
| (2) Closely-held equity interests                                       |                |                                                              |
| (3) Other                                                               |                |                                                              |
| (A) -----                                                               |                |                                                              |
| (B) -----                                                               |                |                                                              |
| (C) -----                                                               |                |                                                              |
| (D) -----                                                               |                |                                                              |
| (E) -----                                                               |                |                                                              |
| (F) -----                                                               |                |                                                              |
| (G) -----                                                               |                |                                                              |
| (H) -----                                                               |                |                                                              |
| (I) -----                                                               |                |                                                              |
| Total. (Column (b) must equal Form 990 Part X, column (B) line 12.) ▶   |                |                                                              |

**Part VIII Investments—Program Related.** (See Form 990, Part X, line 13)

| (a) Description of investment type                                     | (b) Book value | (c) Method of valuation:<br>Cost or end-of-year market value |
|------------------------------------------------------------------------|----------------|--------------------------------------------------------------|
| (1)                                                                    |                |                                                              |
| (2)                                                                    |                |                                                              |
| (3)                                                                    |                |                                                              |
| (4)                                                                    |                |                                                              |
| (5)                                                                    |                |                                                              |
| (6)                                                                    |                |                                                              |
| (7)                                                                    |                |                                                              |
| (8)                                                                    |                |                                                              |
| (9)                                                                    |                |                                                              |
| (10)                                                                   |                |                                                              |
| Total. (Column (b) must equal Form 990, Part X, column (B) line 13.) ▶ |                |                                                              |

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

| (a) Description                                                        | (b) Book value |
|------------------------------------------------------------------------|----------------|
| (1)                                                                    |                |
| (2)                                                                    |                |
| (3)                                                                    |                |
| (4)                                                                    |                |
| (5)                                                                    |                |
| (6)                                                                    |                |
| (7)                                                                    |                |
| (8)                                                                    |                |
| (9)                                                                    |                |
| (10)                                                                   |                |
| Total. (Column (b) must equal Form 990, Part X, column (B), line 15) ▶ |                |

**Part X Other Liabilities.** (See Form 990, Part X, line 25)

| (a) Description of liability                                          | (b) Amount |
|-----------------------------------------------------------------------|------------|
| (1) Federal income taxes                                              | 11,204.    |
| (2)                                                                   |            |
| (3)                                                                   |            |
| (4)                                                                   |            |
| (5)                                                                   |            |
| (6)                                                                   |            |
| (7)                                                                   |            |
| (8)                                                                   |            |
| (9)                                                                   |            |
| (10)                                                                  |            |
| (11)                                                                  |            |
| Total. (Column (b) must equal Form 990, Part X, column (B) line 25) ▶ |            |
| 11,204.                                                               |            |

2. FIN 48 (ASC 740) Footnote. In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740).

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

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

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

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

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

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

**Part XIV** Supplemental Information

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

Pt X The Organization was included in audited consolidated financial statements for the year ended 10/31/11. The financial statements footnotes include the following:

## INCOME TAXES:

Professional Independent Insurance Agents of Colorado, Inc.

is exempt from income taxes under the provisions of Internal

Revenue Code Section 501(c)(6). However, certain of PIIAC's

**Part XIV** Supplemental Information (continued)

activities are considered unrelated to its exempt purpose,  
and therefore taxable under Internal Revenue Code Section 511.

These unrelated business activities resulted in Federal  
taxable income of \$54,569 for the year ended October 31, 2011.

The components of the provision for income taxes are as follows:

2011

Current paid or payable:

PIIAC \$21,204

**ACCOUNTING FOR UNCERTAIN TAX POSITIONS:**

The Organization adopted ASC 740-10-25, Income Taxes Overall  
Recognition, on July 1, 2009, which provides criteria for  
the recognition, measurement, presentation and disclosure  
of uncertain tax position. The Organization must recognize  
the tax benefit from an uncertain tax position only if it  
is more likely than not that the tax position will be  
sustained on examination by the taxing authorities, based  
on the technical merits of the position. The tax benefits  
recognized in the financial statements from such a position  
are measured based on the largest benefit that has a greater  
than 50% likelihood of being realized upon ultimate resolution.

The Organization did not recognize any additional liabilities  
for uncertain tax positions as a result of the implementation  
of ASC 740-10-25. The Organization is no longer subject to  
U.S. federal, state, and local, or non-U.S. income tax  
examinations by tax authorities for years before 2008.

Department of the Treasury  
Internal Revenue Service

**Complete if the organization answered "Yes" to Form 990, Part IV, lines 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.**  
**▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.**

OMB No. 1545-0047

2010

**Open to Public Inspection**

Name of the organization

Professional Independent Insurance Agents of Colo Inc

Employer identification number

84-1203189

**Part I Fundraising Activities.** Complete if the organization answered 'Yes' to Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a ☐ Mail solicitations  
b ☐ Internet and email solicitations  
c ☐ Phone solicitations  
d ☐ In-person solicitations  
e ☐ Solicitation of non-government grants  
f ☐ Solicitation of government grants  
g ☐ Special fundraising events

**2a** Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? . . .

☐ Yes   ☐ No

**b** If 'Yes,' list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

| (i) Name and address of individual or entity (fundraiser) | (ii) Activity | (iii) Did fundraiser have custody or control of contributions? |    | (iv) Gross receipts from activity | (v) Amount paid to (or retained by) fundraiser listed in column (i) | (vi) Amount paid to (or retained by) organization |
|-----------------------------------------------------------|---------------|----------------------------------------------------------------|----|-----------------------------------|---------------------------------------------------------------------|---------------------------------------------------|
|                                                           |               | Yes                                                            | No |                                   |                                                                     |                                                   |
| 1                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 2                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 3                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 4                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 5                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 6                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 7                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 8                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 9                                                         |               |                                                                |    |                                   |                                                                     |                                                   |
| 10                                                        |               |                                                                |    |                                   |                                                                     |                                                   |
| Total                                                     |               |                                                                |    |                                   |                                                                     |                                                   |

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

[illegible]

**Part II Fundraising Events.** Complete if the organization answered 'Yes' to Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6a. List events with gross receipts greater than \$5,000.

|                        |                                                                 | (a) Event #1                | (b) Event #2               | (c) Other events       | (d) Total events                       |
|------------------------|-----------------------------------------------------------------|-----------------------------|----------------------------|------------------------|----------------------------------------|
|                        |                                                                 | Nabity golf<br>(event type) | Youth golf<br>(event type) | NONE<br>(total number) | (add column (a)<br>through column (c)) |
| <b>REVENUE</b>         | 1 Gross receipts                                                | 8,205.                      | 7,445.                     |                        | 15,650.                                |
|                        | 2 Less: Charitable contributions                                |                             |                            |                        |                                        |
|                        | 3 Gross income (line 1 minus line 2)                            | 8,205.                      | 7,445.                     |                        | 15,650.                                |
| <b>DIRECT EXPENSES</b> | 4 Cash prizes                                                   |                             |                            |                        |                                        |
|                        | 5 Noncash prizes                                                |                             | 105.                       |                        | 105.                                   |
|                        | 6 Rent/facility costs                                           | 3,959.                      | 6,096.                     |                        | 10,055.                                |
|                        | 7 Food and beverages                                            | 550.                        | 801.                       |                        | 1,351.                                 |
|                        | 8 Entertainment                                                 |                             |                            |                        |                                        |
|                        | 9 Other direct expenses                                         | 155.                        | 4,216.                     |                        | 4,371.                                 |
|                        | 10 Direct expense summary. Add lines 4- through 9 in column (d) |                             |                            |                        | 15,882.                                |
|                        | 11 Net income summary. Combine line 3, column (d), and line 10  |                             |                            |                        | -232.                                  |

**Part III Gaming.** Complete if the organization answered 'Yes' to Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

|                        |                                                                     | (a) Bingo                                                           | (b) Pull tabs/Instant<br>bingo/progressive<br>bingo                 | (c) Other gaming                                                    | (d) Total gaming<br>(add column (a)<br>through column (c)) |
|------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|---------------------------------------------------------------------|------------------------------------------------------------|
|                        |                                                                     |                                                                     |                                                                     |                                                                     |                                                            |
| <b>REVENUE</b>         | 1 Gross revenue                                                     |                                                                     |                                                                     |                                                                     |                                                            |
|                        | 2 Cash prizes                                                       |                                                                     |                                                                     |                                                                     |                                                            |
|                        | 3 Non-cash prizes                                                   |                                                                     |                                                                     |                                                                     |                                                            |
|                        | 4 Rent/facility costs                                               |                                                                     |                                                                     |                                                                     |                                                            |
|                        | 5 Other direct expenses                                             |                                                                     |                                                                     |                                                                     |                                                            |
| <b>DIRECT EXPENSES</b> | 6 Volunteer labor                                                   | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No |                                                            |
|                        | 7 Direct expense summary. Add lines 2 through 5 in column (d)       |                                                                     |                                                                     |                                                                     |                                                            |
|                        | 8 Net gaming income summary. Combine lines 1, column (d) and line 7 |                                                                     |                                                                     |                                                                     |                                                            |

9 Enter the state(s) in which the organization operates gaming activities: \_\_\_\_\_

a Is the organization licensed to operate gaming activities in each of these states? \_\_\_\_\_

☐ Yes ☐ No

b If 'No,' explain: \_\_\_\_\_

10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? \_\_\_\_\_

☐ Yes ☐ No

b If 'Yes,' explain: \_\_\_\_\_



**SCHEDULE O**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Information to Form 990 or 990-EZ**

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

OMB No 1545-0047

**2010**

**Open to Public  
Inspection**

Name of the organization

Professional Independent Insurance Agents of Colo Inc

Employer identification number

84-1203189

Pt IV, Line 12b The Association's financial statements are included in  
consolidated financial statements, which are audited  
annually by independent accountants. The consolidated  
financial statements are prepared in accordance with GAAP.

Pt IV, Line 28c Barbara Fidler is the Executive Director of the Association.  
She also serves as the Secretary-Treasurer of Agents  
Service Corporation, which is a wholly-owned subsidiary.  
(See Schedule R)

Pt VI-A, Line 6 All members have equal voting rights, and no member has the  
right to receive a share of the net assets upon the  
dissolution of the Association.

Pt VI-A, Line 7a In accordance with the bylaws, a member may be elected to the  
Board of Directors for a three-year term. Members elect  
directors at the Association's annual meeting. The President  
can appoint an individual to complete a term if a Board member  
resigns or vacates his/her position.

Pt VI-A, Line 7b Any changes to the Association's bylaws must be approved by  
the membership at the annual meeting.

Pt VI-B, Line 11a Form 990 is prepared by a CPA firm in conjunction with the  
Executive Director. Each Board member receives a copy prior  
to filing; however the Board will not review the Form 990  
as part of its Board activities.

Pt VI-B, Line 12c The Association has a written conflict of interest policy  
which requires all officers, directors, and staff to  
complete a questionnaire annually. The questionnaires are  
reviewed by staff for any potential conflicts. Any conflicts

Name of the organization

Employer identification number

Professional Independent Insurance Agents of Colo Inc

84-1203189

are referred to the Board for review.

Pt VI-B, Line 15 Board members are not compensated. The Review Committee of the Board reviews the performance and compensation package of the Executive Director on an annual basis. The committee reviews data regarding comparable compensation from similar organizations and positions, and retains documentation with respect to their deliberations and decisions.

Pt VI-C, Line 19 All of the documents (including governing documents, conflict of interest policy, Form 990, etc.) are available upon request.

Pt IX, Line 19 Expenses include \$308,493 related to the Education classes held by the Association during the fiscal year.

Pt IX, Line 21 Payments to affiliates consists of dues paid to a national trade association (IIABA) which represents the interests of independent insurance agents.

Pt IX, Line 24 The Association incurred costs in connection with the "Trusted Choice" program. This program, which is administered on a national basis by an insurance industry trade association (IIABA), is designed to promote consumer awareness of the independent insurance agent, and to help state-level associations advocate for their members by helping to develop a recognizable "brand". The fiscal year payments included advertising and communication expenses, convention and trade shows, sponsorships, and other costs.

Pt X, Line 4 The 10/31/11 balance includes an Account Receivable of \$100,281 from the Association's wholly-owned subsidiary.  
(See Schedule R)

Name of the organization

Employer identification number

Professional Independent Insurance Agents of Colo Inc

84-1203189

Pt X, Line 17 The 10/31/11 balance includes \$5,808 in accrued vacation  
pay payable to the Executive Director, in accordance with  
the Association's vacation policy.

Pt XI, Line 2b The Association's financial statements are included in  
consolidated financial statements, which are audited annually  
by independent accountants. The consolidated financial  
statements include the accounts of the wholly-owned  
subsidiary. (See Schedule R)

Pt XI, Line 5 Total Revenue and Expenses do not reflect the unrealized  
losses on securities of \$(6,709).

**SCHEDULE R**  
(Form 990)

Department of the Treasury  
Internal Revenue Service

**Related Organizations and Unrelated Partnerships**

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

OMB No. 1545-0047

**2010**

Open to Public Inspection

Name of the organization

Professional Independent Insurance Agents of Colo Inc

Employer identification number

84-1203189

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

| (a)<br>Name, address, and EIN of disregarded entity | (b)<br>Primary activity | (c)<br>Legal domicile (state or foreign country) | (d)<br>Total income | (e)<br>End-of-year assets | (f)<br>Direct controlling entity |
|-----------------------------------------------------|-------------------------|--------------------------------------------------|---------------------|---------------------------|----------------------------------|
| (1) -----                                           |                         |                                                  |                     |                           |                                  |
| (2) -----                                           |                         |                                                  |                     |                           |                                  |
| (3) -----                                           |                         |                                                  |                     |                           |                                  |
| (4) -----                                           |                         |                                                  |                     |                           |                                  |
| (5) -----                                           |                         |                                                  |                     |                           |                                  |
| (6) -----                                           |                         |                                                  |                     |                           |                                  |

**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.)

| (a)<br>Name, address, and EIN of related organization | (b)<br>Primary activity | (c)<br>Legal domicile (state or foreign country) | (d)<br>Exempt Code section | (e)<br>Public charity status (if section 501(c)(3)) | (f)<br>Direct controlling entity | (g)<br>Sec 512(b)(13) controlled entity? |    |
|-------------------------------------------------------|-------------------------|--------------------------------------------------|----------------------------|-----------------------------------------------------|----------------------------------|------------------------------------------|----|
|                                                       |                         |                                                  |                            |                                                     |                                  | Yes                                      | No |
| (1) -----                                             |                         |                                                  |                            |                                                     |                                  |                                          |    |
| (2) -----                                             |                         |                                                  |                            |                                                     |                                  |                                          |    |
| (3) -----                                             |                         |                                                  |                            |                                                     |                                  |                                          |    |
| (4) -----                                             |                         |                                                  |                            |                                                     |                                  |                                          |    |
| (5) -----                                             |                         |                                                  |                            |                                                     |                                  |                                          |    |
| (6) -----                                             |                         |                                                  |                            |                                                     |                                  |                                          |    |
| (7) -----                                             |                         |                                                  |                            |                                                     |                                  |                                          |    |

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

| (a)<br>Name, address, and EIN of<br>related organization | (b)<br>Primary activity | (c)<br>Legal<br>domicile<br>(state or<br>foreign<br>country) | (d)<br>Direct<br>controlling entity | (e)<br>Predominant<br>income (related,<br>unrelated, excluded<br>from tax under<br>sections 512-514) | (f)<br>Share of total<br>income | (g)<br>Share of<br>end-of-year<br>assets | (h)<br>Dispropor-<br>tionate<br>allocations? |    | (i)<br>Code V-UBI<br>amount in box<br>20 of Schedule<br>K-1<br>(Form 1065) | (j)<br>General or<br>managing<br>partner? |    | (k)<br>Percentage<br>ownership |
|----------------------------------------------------------|-------------------------|--------------------------------------------------------------|-------------------------------------|------------------------------------------------------------------------------------------------------|---------------------------------|------------------------------------------|----------------------------------------------|----|----------------------------------------------------------------------------|-------------------------------------------|----|--------------------------------|
|                                                          |                         |                                                              |                                     |                                                                                                      |                                 |                                          | Yes                                          | No |                                                                            | Yes                                       | No |                                |
| (1) -----                                                |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |
| -----                                                    |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |
| -----                                                    |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |
| (2) -----                                                |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |
| -----                                                    |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |
| -----                                                    |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |
| (3) -----                                                |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |
| -----                                                    |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |
| -----                                                    |                         |                                                              |                                     |                                                                                                      |                                 |                                          |                                              |    |                                                                            |                                           |    |                                |

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

| (a)<br>Name, address, and EIN of related organization                                     | (b)<br>Primary activity               | (c)<br>Legal domicile<br>(state or foreign<br>country) | (d)<br>Direct<br>controlling entity | (e)<br>Type of entity<br>(C corp, S corp,<br>or trust) | (f)<br>Share of total income | (g)<br>Share of end-of-year<br>assets | (h)<br>Percentage<br>ownership |
|-------------------------------------------------------------------------------------------|---------------------------------------|--------------------------------------------------------|-------------------------------------|--------------------------------------------------------|------------------------------|---------------------------------------|--------------------------------|
| (1) Agents Service Corporation<br>84-1098011<br>1660 S Albion St<br>Denver, CO 80222-4043 | Sales/Marketing<br>insurance products | CO                                                     | N/A                                 | C                                                      | 837,609.                     | 1,349,043.                            | 100.00                         |
| (2) -----                                                                                 |                                       |                                                        |                                     |                                                        |                              |                                       |                                |
| -----                                                                                     |                                       |                                                        |                                     |                                                        |                              |                                       |                                |
| -----                                                                                     |                                       |                                                        |                                     |                                                        |                              |                                       |                                |
| (3) -----                                                                                 |                                       |                                                        |                                     |                                                        |                              |                                       |                                |
| -----                                                                                     |                                       |                                                        |                                     |                                                        |                              |                                       |                                |
| -----                                                                                     |                                       |                                                        |                                     |                                                        |                              |                                       |                                |

**Part VII 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.

1 During the tax year did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity

b Gift, grant, or capital contribution to other organization(s)

c Gift, grant, or capital contribution from other organization(s)

d Loans or loan guarantees to or for other organization(s)

e Loans or loan guarantees by other organization(s)

f Sale of assets to other organization(s)

g Purchase of assets from other organization(s)

h Exchange of assets

i Lease of facilities, equipment, or other assets to other organization(s)

j Lease of facilities, equipment, or other assets from other organization(s)

k Performance of services or membership or fundraising solicitations for other organization(s)

l Performance of services or membership or fundraising solicitations by other organization(s)

m Sharing of facilities, equipment, mailing lists, or other assets

n Sharing of paid employees

o Reimbursement paid to other organization for expenses

p Reimbursement paid by other organization for expenses

q Other transfer of cash or property to other organization(s)

r Other transfer of cash or property from other organization(s)

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

| (a)<br>Name of other organization | (b)<br>Transaction type (a-r) | (c)<br>Amount involved | (d)<br>Method of determining amount involved |
|-----------------------------------|-------------------------------|------------------------|----------------------------------------------|
| (1) Agents Service Corporation    | a                             | 36,000.                | See Part VII                                 |
| (2) Agents Service Corporation    | k, m                          | 354,292.               | See Part VII                                 |
| (3)                               |                               |                        |                                              |
| (4)                               |                               |                        |                                              |
| (5)                               |                               |                        |                                              |
| (6)                               |                               |                        |                                              |

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

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

| (a)<br>Name, address, and EIN of entity | (b)<br>Primary activity | (c)<br>Legal domicile<br>(state or foreign<br>country) | (d)<br>Are all partners<br>section<br>501(c)(3)<br>organizations? |    | (e)<br>Share of end-of-year<br>assets | (f)<br>Dispropor-<br>tionate<br>allocations? |    | (g)<br>Code V-UBI amount<br>in box 20 of<br>Schedule K-1<br>Form (1065) | (h)<br>General or<br>managing<br>partner? |    |
|-----------------------------------------|-------------------------|--------------------------------------------------------|-------------------------------------------------------------------|----|---------------------------------------|----------------------------------------------|----|-------------------------------------------------------------------------|-------------------------------------------|----|
|                                         |                         |                                                        | Yes                                                               | No |                                       | Yes                                          | No |                                                                         | Yes                                       | No |
| (1) -----                               |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| (2) -----                               |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| (3) -----                               |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| (4) -----                               |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| (5) -----                               |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| (6) -----                               |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| (7) -----                               |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| (8) -----                               |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |
| -----                                   |                         |                                                        |                                                                   |    |                                       |                                              |    |                                                                         |                                           |    |

**Part VII** Supplemental Information

Complete this part to provide additional information for responses to questions on Schedule R (see instructions).

Part V line 2(d) The Association receives royalties from its subsidiary (ASC),  
in accordance with written agreement based on use of trade  
name and identifying logo.

The Association charges ASC a management fee, which is in  
accordance with a written agreement and is based on employees'  
time sheets which reflect their time spent on behalf of the  
subsidiary. The management fee includes an allocation of  
occupancy costs and overhead, based on the overall percentages  
of employees time attributable to ASC's activities. PIIAC  
collects fees from the subsidiary for advertising in the  
Association's publication (Colorado Insurance News). The  
fees are analogous to the rates paid by other advertisers  
in the publication.

Schedule O (Form 990 or 990-EZ), Supplemental Information to Form 990 or 990-EZ  
**Form 990, Page 10, Line 24f All Other Expenses (continued)**

| Description          | (A)<br>Total | (B)<br>Program<br>services | (C)<br>Management<br>and general | (D)<br>Fundraising |
|----------------------|--------------|----------------------------|----------------------------------|--------------------|
| Staff exp & training | 5,174.       |                            |                                  |                    |
| Dues & subscriptions | 3,874.       |                            |                                  |                    |
| Contributions        | 350.         |                            |                                  |                    |
| Miscellaneous        | 458.         |                            |                                  |                    |
| Property tax         | 273.         |                            |                                  |                    |

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Schedule O (Form 990), Supplemental Information to Form 990  
**Form 990, Page 2, Part III, Line 1 (continued)**

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Briefly describe the organization's mission:

strengthen professionalism in the insurance industry.

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**Application for Extension of Time To File an  
Exempt Organization Return**

OMB No. 1545-1709

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

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

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

**Electronic filing (e-file).** You can electronically file Form 8868 if you need a 3-month automatic extension of time to file (6 months for a corporation required to file Form 990-T), or an additional (not automatic) 3-month extension of time. You can electronically file Form 8868 to request an extension of time to file any of the forms listed in Part I or Part II with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, which must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit [www.irs.gov/efile](http://www.irs.gov/efile) and click on *e-file for Charities & Nonprofits*.

**Part I Automatic 3-Month Extension of Time.** Only submit original (no copies needed).A corporation required to file Form 990-T and requesting an automatic 6-month extension — check this box and complete Part I only ☐*All other corporations (including 1120-C filers), partnerships, REMICS, and trusts must use Form 7004 to request an extension of time to file income tax returns.*

|                                                                                            |                                                                                         |                                |
|--------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------|--------------------------------|
| <b>Type or print</b><br><br>File by the due date for filing your return. See instructions. | Name of exempt organization                                                             | Employer identification number |
|                                                                                            | <b>Professional Independent Insurance Agents of Colo Inc</b>                            | <b>84-1203189</b>              |
|                                                                                            | Number, street, and room or suite number. If a P.O. box, see instructions.              |                                |
|                                                                                            | <b>1660 S Albion St, #518</b>                                                           |                                |
|                                                                                            | City, town or post office, state, and ZIP code. For a foreign address, see instructions |                                |
|                                                                                            | <b>Denver</b>                                                                           | <b>CO 80222-4043</b>           |

Enter the Return code for the return that this application is for (file a separate application for each return) ... 

| Application Is For                          | Return Code | Application Is For       | Return 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 (section 401(a) or 408(a) trust) | 05          | Form 6069                | 11          |
| Form 990-T (trust other than above)         | 06          | Form 8870                | 12          |

- The books are in the care of ► **Barbara Fidler**

Telephone No. ► **(303) 512-0627** FAX No. ► **(303) 512-0575**

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

- 1 I request an automatic 3-month (6 months for a corporation required to file Form 990-T) extension of time until **Jun 15**, 20 **12**, to file the exempt organization return for the organization named above.  
The extension is for the organization's return for:

- ☐ calendar year 20 \_\_\_\_ or  
► ☒ tax year beginning **Nov 1**, 20 **10**, and ending **Oct 31**, 20 **11**.

- 2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return  
☐ Change in accounting period

|                                                                                                                                                                                             |           |    |           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|----|-----------|
| <b>3a</b> If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions                                   | <b>3a</b> | \$ | <b>0.</b> |
| <b>b</b> If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit | <b>3b</b> | \$ | <b>0.</b> |
| <b>c Balance due.</b> Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions             | <b>3c</b> | \$ | <b>0.</b> |

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

• If you are filing for an Additional (Not Automatic) 3-Month Extension, complete only Part II and check this box ☒ **X**

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

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

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

|                                                                                             |                                                                           |                                |
|---------------------------------------------------------------------------------------------|---------------------------------------------------------------------------|--------------------------------|
| Type or print<br><br>File by the extended due date for filing the return. See instructions. | Name of exempt organization                                               | Employer identification number |
|                                                                                             | Professional Independent Insurance Agents of Colo Inc                     | 84-1203189                     |
|                                                                                             | Number, street, and room or suite number. If a P.O. box, see instructions |                                |
|                                                                                             | 1660 S Albion St, #518                                                    |                                |
| City, town or post office, state, and ZIP code. For a foreign address, see instructions     |                                                                           |                                |
| Denver CO 80222-4043                                                                        |                                                                           |                                |

Enter the Return code for the return that this application is for (file a separate application for each return) ..... **01**

| Application Is For                          | Return Code | Application Is For | Return Code |
|---------------------------------------------|-------------|--------------------|-------------|
| Form 990                                    | 01          |                    |             |
| 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 (section 401(a) or 408(a) trust) | 05          | Form 6069          | 11          |
| Form 990-T (trust other than above)         | 06          | Form 8870          | 12          |

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

- The books are in care of Barbara Fidler  
Telephone No. (303) 512-0627 FAX No. (303) 512-0575
- If the organization does not have an office or place of business in the United States, check this box ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) ..... . If this is for the whole group, check this box ☐ . If it is for part of the group, check this box ☐ and attach a list with the names and EINs of all members the extension is for

4 I request an additional 3-month extension of time until Sep 17, 20 12.

5 For calendar year \_\_\_\_\_, or other tax year beginning Nov 1, 20 10, and ending Oct 31, 20 11.

6 If the tax year entered in line 5 is for less than 12 months, check reason: ☐ Initial return ☐ Final return

☐ Change in accounting period

7 State in detail why you need the extension ... All of the information necessary to file a complete and accurate return is not yet available.

|                                                                                                                                                                                                                                     |       |    |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------|----|
| 8a If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions                                                                                  | 8a \$ | 0. |
| 8b If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit and any amount paid previously with Form 8868 | 8b \$ | 0. |
| 8c Balance due. Subtract line 8b from line 8a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions                                                           | 8c \$ | 0. |

**Signature and Verification**

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

Signature BAA Title FIFZ0502 11/15/10 Date Form 8868 (Rev 1-2011)