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Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

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

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

OMB No 1545-0047

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 07-01-2011 and ending 06-30-2012

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

C Name of organization
DETROIT REGIONAL CHAMBER

Doing Business As

Number and street (or P O box if mail is not delivered to street address) | Room/suite
PO BOX 33840

City or town, state or country, and ZIP + 4
DETROIT, MI 482320840

D Employer identification number
38-0477570

E Telephone number
(313) 964-4000

G Gross receipts $ 5,169,634

F Name and address of principal officer
SANDY K BARUAH
PO BOX 33840
DETROIT, MI 482320840

H(a) Is this a group return for affiliates? ☐ Yes ☑ No

H(b) Are all affiliates included? ☐ Yes ☐ No
If "No," attach a list (see instructions)

H(c) Group exemption number ▶

I Tax-exempt status ☐ 501(c)(3) ☑ 501(c) (6) ◀ (insert no) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ WWW DETROITCHAMBER COM

K Form of organization ☑ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation 1933

M State of legal domicile MI

Part I Summary

1 Briefly describe the organization's mission or most significant activities
THE DETROIT REGIONAL CHAMBER CARRIES OUT ITS MISSION TO POWER THE ECONOMY OF SOUTHEAST MICHIGAN THROUGH PUBLIC POLICY, ADVOCACY, ECONOMIC DEVELOPMENT AND WORKFORCE DEVELOPMENT, TALENT ATTRACTION, AND IMPROVING THE IMAGE AND QUALITY OF LIFE IN THE DETROIT AREA'S CITIES AND SUBURBS

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**	79
4	Number of independent voting members of the governing body (Part VI, line 1b)	**4**	78
5	Total number of individuals employed in calendar year 2011 (Part V, line 2a)	**5**	106
6	Total number of volunteers (estimate if necessary)	**6**	200
7a	Total unrelated business revenue from Part VIII, column (C), line 12	**7a**	2,475
b	Net unrelated business taxable income from Form 990-T, line 34	**7b**	0

		Prior Year	Current Year
Revenue			
8	Contributions and grants (Part VIII, line 1h)	1,816,836	0
9	Program service revenue (Part VIII, line 2g)	3,103,274	5,115,147
10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	12,067	47,226
11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	59,025	7,261
12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	4,991,202	5,169,634
Expenses			
13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	0	0
14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	2,711,210	1,348,023
16a	Professional fundraising fees (Part IX, column (A), line 11e)	0	0
b	Total fundraising expenses (Part IX, column (D), line 25) ▶0		
17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	2,725,012	2,693,620
18	Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	5,436,222	4,041,643
19	Revenue less expenses Subtract line 18 from line 12	-445,020	1,127,991

		Beginning of Current Year	End of Year
Net Assets or Fund Balances			
20	Total assets (Part X, line 16)	9,557,501	11,312,456
21	Total liabilities (Part X, line 26)	3,319,234	3,946,198
22	Net assets or fund balances Subtract line 21 from line 20	6,238,267	7,366,258

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

****** | 2013-05-24
Signature of officer | Date

SANDY K BARUAH CHIEF EXECUTIVE OFFICER
Type or print name and title

Paid Preparer's Use Only

Preparer's signature ▶ MICHAEL R NICHOLAS	Date	Check if self-employed ▶ ☐	Preparer's taxpayer identification number (see instructions) P00966144
Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ GEORGE JOHNSON & COMPANY 1200 BUHL BUILDING 535 GRISWOLD DETROIT, MI 482263689			EIN ▶ 38-2029668 Phone no ▶ (313) 965-2655

May the IRS discuss this return with the preparer shown above? (see instructions) ☑ Yes ☐ No

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III . . . . . ☐

1 Briefly describe the organization's mission

POWERING THE ECONOMY OF SOUTHEAST MICHIGAN

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 organization's program service accomplishments for each of its three largest program services, as measured 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 DETROIT REGIONAL CHAMBER IS ONE OF THE LARGEST METROPOLITAN CHAMBERS OF COMMERCE IN THE UNITED STATES, WITH OVER 20,000 MEMBERS AND AFFILIATES THE CHAMBER MEMBERSHIP CONSISTS OF COMPANIES OF ALL TYPES AND SIZES WITH BUSINESS LOCATIONS THROUGHOUT THE 10-COUNTY SOUTHEAST MICHIGAN REGION SMALL AND MEDIUM-SIZED BUSINESSES JOIN THE CHAMBER TO TAKE ADVANTAGE OF ITS DIVERSE BENEFITS TO HELP THEIR BUSINESSES GROW THE REGION'S LARGE CORPORATIONS JOIN TO SHOW THEIR SUPPORT FOR THE CHAMBER'S MISSION

4b (Code) (Expenses $ including grants of $) (Revenue $)

THE DETROIT REGIONAL CHAMBER'S ANNUAL MACKINAC POLICY CONFERENCE IS A GATHERING OF OVER 1,500 OF THE REGION'S MOST INFLUENTIAL BUSINESS, POLITICAL, AND CIVIC LEADERS ATTENDEES SPEND THREE DAYS DISCUSSING ISSUES IMPORTANT TO MICHIGAN'S ECONOMIC TURNAROUND

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

4d Other program services (Describe in Schedule O)

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

4e Total program service expenses ▶ $

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*	1		No
2	Is the organization required to complete *Schedule B, Schedule of Contributors* (see instructions)?	2		No
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*	3		No
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4		
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*	5	Yes	
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which 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*	6		No
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*	7		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8		No
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		No
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? *If "Yes," complete Schedule D, Part V*	10		No
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, line10? *If "Yes," complete Schedule D, Part VI.*	11a	Yes	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII.*	11b		No
c	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII.*	11c		No
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.*	11d		No
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X.*	11e	Yes	
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.*	11f	Yes	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI, XII, and XIII*	12a		No
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional*	12b	Yes	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		No
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		No
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Part I*	14b		No
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 U S ? *If "Yes," complete Schedule F, Part II and IV*	15		No
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 U S ? *If "Yes," complete Schedule F, Part III and IV*	16		No
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*	17		No
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		No
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		No
20a	Did the organization operate one or more hospitals? *If "Yes," complete Schedule H*	20a		No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? **Note.** All Form 990 filers that operated one or more hospitals must attach audited financial statements	20b		

Part IV Checklist of Required Schedules *(continued)*

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

Part V Statements Regarding Other IRS Filings and Tax Compliance

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

				Yes	No
1a	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable	**1a**	1		
b	Enter the number of Forms W-2G included in line 1a *Enter -0-* if not applicable	**1b**	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			**1c**	Yes	
2a	Enter the number of employees reported on Form W-3, *Transmittal of Wage and Tax Statements* filed for the calendar year ending with or within the year covered by this return	**2a**	106			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?			**2b**	Yes	
	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)					
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?			**3a**	Yes	
b	If "Yes," has it filed a Form 990-T for this year? *If "No," provide an explanation in Schedule O*			**3b**	Yes	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account or securities account)?			**4a**		No
b	If "Yes," enter the name of the foreign country ▶ _____ See instructions for filing requirements for Form TD F 90-22 1, Report of Foreign Bank and Financial Accounts					
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? . .			**5a**		No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?			**5b**		No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?			**5c**		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible?			**6a**		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?			**6b**		
7	**Organizations that may receive deductible contributions under section 170(c).**					
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?			**7a**		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?			**7b**		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?			**7c**		
d	If "Yes," indicate the number of Forms 8282 filed during the year	**7d**				
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?			**7e**		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? . .			**7f**		
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?			**7g**		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?			**7h**		
8	**Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.** Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?			**8**		
9	**Sponsoring organizations maintaining donor advised funds.**					
a	Did the organization make any taxable distributions under section 4966?			**9a**		
b	Did the organization make a distribution to a donor, donor advisor, or related person?			**9b**		
10	**Section 501(c)(7) organizations.** Enter					
a	Initiation fees and capital contributions included on Part VIII, line 12 . . .	**10a**				
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	**10b**				
11	**Section 501(c)(12) organizations.** Enter					
a	Gross income from members or shareholders	**11a**				
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)	**11b**				
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?			**12a**		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	**12b**				
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**					
a	Is the organization licensed to issue qualified health plans in more than one state? **Note.** All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state			**13a**		
b	Enter the aggregate amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	**13b**				
c	Enter the aggregate amount of reserves on hand	**13c**				
14a	Did the organization receive any payments for indoor tanning services during the tax year?			**14a**		No
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 lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

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

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	79		
b	Enter the number of voting members included in line 1a, above, who are independent	1b	78		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?		2	Yes	
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? .		3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?		4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets? .		5		No
6	Did the organization have members or stockholders?		6	Yes	
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		7a	Yes	
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		7b	Yes	
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following				
a	The governing body?		8a	Yes	
b	Each committee with authority to act on behalf of the governing body?		8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O		9		No

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

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

Section C. Disclosure

17 List the States with which a copy of this Form 990 is required to be filed ▶ MI

18 Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection Indicate how you made 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 made its governing documents, conflict of interest policy, and financial statements available to the public See Additional Data Table

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

KAREN BELANS
ONE WOODWARD AVENUE SUITE 1900
DETROIT, MI 482263430
(313) 964-4000

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

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

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

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

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation, and **current** key employees 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, or 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 organizations compensated any current or former officer, director, or trustee

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
See Additional Data Table										

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

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
See Additional Data Table										
1b **Sub-Total**										
c **Total from continuation sheets to Part VII, Section A**										
d **Total (add lines 1b and 1c)**								742,017	1,385,533	172,729

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶ 3

			Yes	No
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*	**3**		No
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*	**4**	Yes	
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*	**5**		No

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 Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶ 0

Part VIII Statement of Revenue

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1a	Federated campaigns . . 1a				
	b	Membership dues 1b				
	c	Fundraising events 1c				
	d	Related organizations . . . 1d				
	e	Government grants (contributions) 1e				
	f	All other contributions, gifts, grants, and similar amounts not included above 1f				
	g	Noncash contributions included in lines 1a-1f $				
	h	**Total.** Add lines 1a-1f . . . . . ▶				
Program Service Revenue		Business Code				
	2a	MACKINAC POLICY CONF	900099	2,947,661	2,947,661	
	b	MEMBERSHIP DUES	900099	1,884,372	1,884,372	
	c	OTHER MEMBERS' EVENTS	900099	283,114	283,114	
	d					
	e					
	f	All other program service revenue				
	g	**Total.** Add lines 2a–2f . . . . . ▶		5,115,147		
	3	Investment income (including dividends, interest and other similar amounts) . . . . . ▶		47,226		47,226
	4	Income from investment of tax-exempt bond proceeds . . ▶				
	5	Royalties . . . . . ▶				
		(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 assets other than inventory				
	b	Less cost or other basis and sales expenses				
	c	Gain or (loss)				
	d	Net gain or (loss) . . . . . ▶				
Other Revenue	8a	Gross income from fundraising events (not including $ _____ of contributions reported on line 1c) See Part IV, line 18 . . . a				
	b	Less direct expenses . . . b				
	c	Net income or (loss) from fundraising events . . ▶				
	9a	Gross income from gaming activities See Part IV, line 19 . . . a				
	b	Less direct expenses . . . b				
	c	Net income or (loss) from gaming activities . . ▶				
	10a	Gross sales of inventory, less returns and allowances . a				
	b	Less cost of goods sold . . b				
	c	Net income or (loss) from sales of inventory . . ▶				
		Miscellaneous Revenue / Business Code				
	11a	CONFERENCE ROOM RENTAL 900099	2,475		2,475	
	b					
	c					
	d	All other revenue	4,786			4,786
	e	**Total.** Add lines 11a–11d . . . . . ▶	7,261			
	12	**Total revenue.** See Instructions . . . ▶	5,169,634	5,115,147	2,475	52,012

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)
Check if Schedule O contains a response to any question in this Part IX . . . . . ☐

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the United States See Part IV, line 21				
2	Grants and other assistance to individuals in the United States See Part IV, line 22				
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16				
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	439,132			
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	629,633			
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	60,302			
9	Other employee benefits	137,357			
10	Payroll taxes	81,599			
11	Fees for services (non-employees)				
a	Management				
b	Legal	49,415			
c	Accounting	39,100			
d	Lobbying	73,607			
e	Professional fundraising *See Part IV, line 17* . .				
f	Investment management fees				
g	Other				
12	Advertising and promotion	23,906			
13	Office expenses	182,957			
14	Information technology	78,903			
15	Royalties . .				
16	Occupancy	268,343			
17	Travel	141,037			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	1,460,713			
20	Interest	10,932			
21	Payments to affiliates				
22	Depreciation, depletion, and amortization	171,743			
23	Insurance	60,722			
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					
b					
c					
d					
e					
f	All other expenses	132,242			
25	**Total functional expenses.** Add lines 1 through 24f	4,041,643			
26	**Joint costs.** Check here ▶ ☐ 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) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing		1,265,011	1	2,912,198
	2	Savings and temporary cash investments		1,997,139	2	1,941,058
	3	Pledges and grants receivable, net			3	
	4	Accounts receivable, net		732,141	4	960,179
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L			5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		227,277	9	207,061
	10a	Land, buildings, and equipment cost or other basis *Complete Part VI of Schedule D*	10a 4,966,863			
	b	Less accumulated depreciation	10b 4,586,153	511,572	10c	380,710
	11	Investments—publicly traded securities		4,768,890	11	4,855,779
	12	Investments—other securities See Part IV, line 11		55,471	12	55,471
	13	Investments—program-related See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets See Part IV, line 11			15	
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)		9,557,501	16	11,312,456
Liabilities	17	Accounts payable and accrued expenses		2,088,241	17	2,623,931
	18	Grants payable			18	
	19	Deferred revenue		989,943	19	1,131,965
	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 (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D		241,050	25	190,302
	26	**Total liabilities.** Add lines 17 through 25		3,319,234	26	3,946,198
Net Assets or Fund Balances		**Organizations that follow SFAS 117, check here ▶ ☑ and complete lines 27 through 29, and lines 33 and 34.**				
	27	Unrestricted net assets		6,238,267	27	7,366,258
	28	Temporarily restricted net assets			28	
	29	Permanently restricted net assets			29	
		Organizations that do not follow SFAS 117, check here ▶ ☐ and complete lines 30 through 34.				
	30	Capital stock or trust principal, or current funds			30	
	31	Paid-in or capital surplus, or land, building or equipment fund			31	
	32	Retained earnings, endowment, accumulated income, or other funds			32	
	33	Total net assets or fund balances		6,238,267	33	7,366,258
	34	Total liabilities and net assets/fund balances		9,557,501	34	11,312,456

Part XI Reconcilliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12) . . .	1	5,169,634
2	Total expenses (must equal Part IX, column (A), line 25)	2	4,041,643
3	Revenue less expenses Subtract line 2 from line 1	3	1,127,991
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) . .	4	6,238,267
5	Other changes in net assets or fund balances (explain in Schedule O)	5	0
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	7,366,258

Part XII Financial Statements and Reporting

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

			Yes	No
1	Accounting method used to prepare the Form 990 ☐ Cash ☑ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant? . .	2a		No
b	Were the organization's financial statements audited by an independent accountant?	2b	Yes	
c	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	2c	Yes	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both ☐ Separate basis ☑ Consolidated basis ☐ Both consolidated and separated basis			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		No
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits . .	3b		

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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

2011

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

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

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

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

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

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

Name of the organization	Employer identification number
DETROIT REGIONAL CHAMBER	38-0477570

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

1 Provide a description of the organization's direct and indirect political campaign activities on behalf of or in opposition to candidates for public office in Part IV

2 Political expenditures ▶ $ _____

3 Volunteer hours _____

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

1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ $ _____

2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ $ _____

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ☐ Yes ☐ No

4a Was a correction made? ☐ Yes ☐ No

b If "Yes," describe in Part IV

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

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ $ _____

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt funtion activities ▶ $ _____

3 Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b ▶ $ _____

4 Did the filing organization file **Form 1120-POL** for this year? ☐ Yes ☐ No

5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments For each organization listed, enter the amount paid from the filing organization's funds Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC) If additional space is needed, provide information in Part IV

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

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 (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)

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
1a 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		
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-		

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

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 on page 4.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) Total
2a Lobbying non-taxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots non-taxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

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) Yes	(a) No	(b) 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 lines 1c through 1i			
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?			
b	If "Yes," enter the amount of any tax incurred under section 4912			
c	If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

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

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

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	1,884,372
2	Section 162(e) non-deductible lobbying and political expenditures **(do not include amounts of political expenses for which the section 527(f) tax was paid).**		
a	Current year	2a	43,278
b	Carryover from last year	2b	
c	Total	2c	43,278
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	113,062
4	If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year?	4	
5	Taxable amount of lobbying and political expenditures (see instructions)	5	-69,784

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

Identifier	Return Reference	Explanation
PART IV, SUPPLEMENTAL INFORMATION		NOTE ALL MEMBERSHIP DUES INVOICES CONTAIN THE FOLLOWING DISCLOSURE "FEDERAL TAX LAW REQUIRES THE CHAMBER TO SPECIFY THE SHARE OF YOUR MEMBERSHIP INVESTMENT THAT SUPPORTS STATE AND FEDERAL LOBBYING THAT SHARE, REASONABLY ESTIMATED AT 6%, IS NO LONGER TAX DEDUCTIBLE THE REMAINING 94% MAY BE DEDUCTIBLE AS AN ORDINARY AND NECESSARY BUSINESS EXPENSE "

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SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
DETROIT REGIONAL CHAMBER

Employer identification number
38-0477570

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 may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit ☐ Yes ☐ No

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

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

2 Complete lines 2a–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 Year
a	Total number of conservation easements	2a
b	Total acreage restricted by conservation easements	2b
c	Number of conservation easements on a certified historic structure included in (a)	2c
d	Number of conservation easements included in (c) acquired after 8/17/06	2d

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year ▶ _____

4 Number of states where property subject to conservation easement is located ▶ _____

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

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

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

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

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

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

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

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

(i) Revenues included in Form 990, Part VIII, line 1 ▶ $ _____

(ii) Assets included in Form 990, Part X ▶ $ _____

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

a Revenues included in Form 990, Part VIII, line 1 ▶ $ _____

b Assets included in Form 990, Part X ▶ $ _____

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

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

- a ☐ Public exhibition
- b ☐ Scholarly research
- c ☐ Preservation for future generations
- d ☐ Loan or exchange programs
- e ☐ Other

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

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

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

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

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

		Amount
c Beginning balance	1c	
d Additions during the year	1d	
e Distributions during the year	1e	
f Ending balance	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 Investment earnings or 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

		Yes	No
(i) unrelated organizations	3a(i)		
(ii) related organizations	3a(ii)		
b If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?	3b		

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

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

Description of property	(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		1,386,604	1,385,578	1,026
d Equipment		3,508,809	3,200,575	308,234
e Other		71,450		71,450
Total. Add lines 1a-1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c).)* ▶				380,710

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

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
Other		
Total. *(Column (b) should equal Form 990, Part X, col (B) line 12)* ▶		

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

(a) Description of investment type	(b) Book value	(c) Method of valuation Cost or end-of-year market value
Total. *(Column (b) should equal Form 990, Part X, col (B) line 13)* ▶		

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

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

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

1 (a) Description of Liability	(b) Amount
Federal Income Taxes	
CAPITAL LEASE OBLIGATION	190,302
Total. *(Column (b) should equal Form 990, Part X, col (B) line 25)* ▶	190,302

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 (ASC740)

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

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	5,169,634
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	4,041,643
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	1,127,991
4	Net unrealized gains (losses) on investments	4	
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	
9	Total adjustments (net) Add lines 4 - 8	9	
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	1,127,991

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	5,169,634
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	0
3	Subtract line **2e** from line **1**			3	5,169,634
4	Amounts included on Form 990, Part VIII, line 12, but not on line **1**				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	0
5	Total Revenue Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12)			5	5,169,634

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

1	Total expenses and losses per audited financial statements			1	4,041,643
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	0
3	Subtract line **2e** from line **1**			3	4,041,643
4	Amounts included on Form 990, Part IX, line 25, but not on line **1:**				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	0
5	Total expenses Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18)			5	4,041,643

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, 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

Identifier	Return Reference	Explanation
DESCRIPTION OF UNCERTAIN TAX POSITIONS UNDER FIN 48	PART X	THE ORGANIZATION'S MANAGEMENT IS NOT AWARE OF ANY UNRECOGNIZED TAX BENEFITS AS OF JUNE 30, 2012 OR 2011 THE ORGANIZATION IS NO LONGER SUBJECT TO FEDERAL INCOME TAX EXAMINATIONS BY THE IRS FOR YEARS PRIOR TO THE YEAR ENDED JUNE 30, 2006

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Schedule J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
DETROIT REGIONAL CHAMBER

Employer identification number
38-0477570

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropiate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items			
	☑ First-class or charter travel	☐ Housing allowance or residence for personal use		
	☐ Travel for companions	☐ Payments for business use of personal residence		
	☐ Tax idemnification and gross-up payments	☑ Health or social club dues or initiation fees		
	☐ Discretionary spending account	☐ Personal services (e g , maid, chauffeur, chef)		
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement orprovision of all the expenses described above? If "No," complete Part III to explain	**1b**	Yes	
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?	**2**	Yes	
3	Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply			
	☑ Compensation committee	☑ Written employment contract		
	☑ Independent compensation consultant	☑ Compensation survey or study		
	☐ Form 990 of other organizations	☑ Approval by the board or compensation committee		
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization			
a	Receive a severance payment or change-of-control payment?	**4a**	Yes	
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	**4b**	Yes	
c	Participate in, or receive payment from, an equity-based compensation arrangement?	**4c**		No
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III			
	Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.			
5	For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of			
a	The organization?	**5a**		
b	Any related organization?	**5b**		
	If "Yes," to line 5a or 5b, describe in Part III			
6	For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of			
a	The organization?	**6a**		
b	Any related organization?	**6b**		
	If "Yes," to line 6a or 6b, describe in Part III			
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III	**7**		
8	Were any amounts reported in Form 990, Part VII, paid or accured pursuant to a contract that was subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe in Part III	**8**		
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53 4958-6(c)?	**9**		

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use Schedule J-1 if additional space needed.

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

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, columns (D) and (E) for that individual

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) SANDY K BARUAH	(i)	121,624	30,750	5,330	7,032	2,511	167,247	0
	(ii)	175,021	44,250	7,671	10,118	3,613	240,673	0
(2) KAREN BELANS	(i)	44,363	9,719	3,742	4,150	2,008	63,982	0
	(ii)	138,959	30,444	11,720	13,000	6,290	200,413	0
(3) TAMMY CARNRIKE	(i)	104,455	19,188	2,233	7,032	2,145	135,053	0
	(ii)	150,314	27,612	3,214	10,118	3,086	194,344	0
(4) EDWARD WOLKING JR	(i)	78,452	12,956	6,339	7,032	3,883	108,662	0
	(ii)	112,895	18,645	9,123	10,118	5,588	156,369	0
(5) ROY LAMPHIER	(i)	0	0	0	0	0	0	0
	(ii)	155,643	26,520	7,363	13,419	2,518	205,463	0
(6) BENJAMIN ERULKAR	(i)	62,874	0	2,850	891	2,884	69,499	0
	(ii)	90,477	0	4,102	1,282	4,149	100,010	0
(7) STEVEN SCHWARTZ	(i)	32,842	7,200	2,782	3,015	1,038	46,877	0
	(ii)	102,867	22,550	8,714	9,442	3,252	146,825	0
(8) HANS ERICKSON	(i)	34,479	4,171	2,348	2,897	551	44,446	0
	(ii)	107,995	13,066	7,356	9,075	1,724	139,216	0

Part III Supplemental Information

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

Identifier	Return Reference	Explanation

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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 to provide any additional information.
▶ Attach to Form 990 or 990-EZ.

OMB No 1545-0047

2011

Open to Public Inspection

Name of the organization
DETROIT REGIONAL CHAMBER

Employer identification number
38-0477570

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 2	THE BOARD OF THE DETROIT REGIONAL CHAMBER CONSISTS OF 79 PROMINENT BUSINESS LEADERS FROM THE COMMUNITY MANY ARE BANKERS, ACCOUNTANTS, AND ATTORNEYS THERE ARE BOARD MEMBERS WHOSE COMPANIES HAVE "ARMS LENGTH" BUSINESS TRANSACTIONS WITH OTHER BOARD MEMBERS' COMPANIES THE CHAMBER'S BOARD MEMBERS ARE ALSO IN HIGH DEMAND TO SERVE ON OTHER BOARDS IT IS NOT UNUSUAL FOR SOME OF THE CHAMBER'S BOARD MEMBERS TO SIT ON OTHER BOARDS, INCLUDING COMPANIES THAT ARE REPRESENTED ON THE CHAMBER BOARD

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 6	THE DETROIT REGIONAL CHAMBER IS A MEMBERSHIP ORGANIZATION REFER TO THE INFORMATION PROVIDED FOR PART VI, SECTION A, LINES 7A AND 7B BELOW FOR FURTHER DETAILS

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 7A	ON OR BEFORE THE LAST DAY OF JANUARY OF EACH YEAR, THE CHAIR OF THE BOARD ESTABLISHES, WITH THE APPROVAL OF THE BOARD OF DIRECTORS, A NOMINATING COMMITTEE CONSISTING OF AT LEAST 11 MEMBERS, NOT MORE THAN FIVE OF WHOM MAY BE MEMBERS OF THE BOARD OF DIRECTORS THE IMMEDIATE PAST CHAIR SERVES AS CHAIR OF THE NOMINATING COMMITTEE BY THE LAST DAY OF MARCH OF EACH YEAR, THE NOMINATING COMMITTEE SELECTS THE FOLLOWING - 20 CANDIDATES TO BE PROPOSED FOR ELECTION TO SERVE THREE-YEAR TERMS ON THE BOARD OF DIRECTORS - UP TO 20 CANDIDATES FOR APPOINTMENT TO THE BOARD OF DIRECTORS FOR ONE-YEAR TERMS, THIS GROUP WILL GENERALLY INCLUDE THE CHIEF ELECTED OFFICERS OF AFFILIATES OF THE CHAMBER AND OTHER ENTITIES WITH WHICH THE CHAMBER HAS A CLOSE WORKING RELATIONSHIP A BALLOT IS PREPARED BY THE NOMINATING COMMITTEE WITH THE NAMES OF THE 20 CANDIDATES PROPOSED BY THE NOMINATING COMMITTEE FOR ELECTION TO THREE-YEAR TERMS, AS WELL AS SPACES FOR THE NAMES OF ADDITIONAL NOMINEES FOR ELECTION THIS BALLOT IS PUBLISHED IN THE OFFICIAL PUBLICATION OF THE CHAMBER AND IS POSTED AT A PROMINENT PLACE AT THE PRINCIPAL PLACE OF BUSINESS OF THE CHAMBER AT LEAST 30 DAYS PRIOR TO THE ELECTION VOTING MEMBERS ARE REQUESTED TO VOTE AND RETURN THE BALLOT IN PERSON, BY MAIL, OR FACSIMILE THE 20 CANDIDATES RECEIVING THE MOST VOTES ARE ELECTED TO OFFICE NO ELECTED DIRECTORS CAN SERVE MORE THAN TWO CONSECUTIVE TERMS VACANCIES OCCURRING IN THE BOARD OF DIRECTORS BY REASON OF DEATH, RESIGNATION, REMOVAL, OR OTHER INABILITY TO SERVE ARE FILLED BY THE AFFIRMATIVE VOTE OF A MAJORITY OF THE REMAINING DIRECTORS, ALTHOUGH LESS THAN A QUORUM OF THE BOARD OF DIRECTORS, FOR THE REMAINDER OF THE UNEXPIRED TERM

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 7B	IN ADDITION TO THE INFORMATION DISCLOSED ABOVE IN THE RESPONSE TO PART VI, SECTION A, LINE 7A, THE GENERAL MEMBERSHIP HAS VOTING AND APPROVAL RIGHTS AT THE ANNUAL MEETING AND SPECIAL MEETINGS ACCORDING TO SECTIONS 2 4 AND 2 5 OF THE AMENDED AND RESTATED BY-LAWS OF THE DETROIT REGIONAL CHAMBER - "2 4 ANNUAL MEETING - THE ANNUAL MEETING OF THE VOTING MEMBERS OF THE CORPORATION SHALL BE HELD AT A TIME DETERMINED BY THE BOARD OF DIRECTORS AND STATED IN THE NOTICE OF MEETING " - "2 5 SPECIAL MEETINGS - SPECIAL MEETINGS OF THE VOTING MEMBERS OF THE CORPORATION MAY BE CALLED BY THE PRESIDENT OR THE SECRETARY AT THE WRITTEN REQUEST OF 5% OR MORE OF THE VOTING MEMBERS IN GOOD STANDING AND ENTITLED TO VOTE, WHICH WRITTEN REQUEST SHALL STATE THE PURPOSE OF THE PROPOSED SPECIAL MEETING "

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 11	FORM 990 IS PREPARED BY AN INDEPENDENT C P A FIRM AND IS REVIEWED BY THE CHIEF EXECUTIVE OFFICER, THE CHIEF OPERATING OFFICER, THE CHIEF FINANCIAL OFFICER, AND THE EXECUTIVE VICE-PRESIDENTS THE BOARD OF DIRECTORS HAS APPOINTED AN AUDIT COMMITTEE, WHICH IS A COMMITTEE OF THE BOARD OF DIRECTORS THE AUDIT COMMITTEE'S PRIMARY FUNCTION IS TO ASSIST THE BOARD OF DIRECTORS IN FULFILLING ITS OVERSIGHT RESPONSIBILITIES BY REVIEWING THE FINANCIAL INFORMATION WHICH WILL BE PROVIDED TO THE CHAMBER AND OTHERS, THE SYSTEM OF INTERNAL CONTROLS WHICH MANAGEMENT AND THE BOARD HAVE ESTABLISHED, AND THE AUDIT PROCESS IN DOING SO, IT IS THE AUDIT COMMITTEE'S RESPONSIBILITY TO PROVIDE AN OPEN AVENUE OF COMMUNICATION BETWEEN THE BOARD OF DIRECTORS, MANAGEMENT, AND THE CHAMBER'S EXTERNAL AUDITORS PRIOR TO SUBMISSION OF FORM 990, THE RETURN IS REVIEWED WITH THE CHAIR OF THE AUDIT COMMITTEE.

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 12C	THE BOARD OF DIRECTORS AND STAFF OF THE CHAMBER ARE EXPECTED TO MAINTAIN THE HIGHEST ETHICAL STANDARDS IN CONDUCTING THE BUSINESS OF THE CHAMBER ALL STAFF HAVE BEEN INSERVICED ON THE CONFLICT OF INTEREST POLICY AND HAVE SIGNED AN ACKNOWLEDGMENT THAT THEY ARE FAMILIAR WITH, AND UNDERSTAND, THE POLICY A 12-QUESTION ''ANNUAL QUESTIONNAIRE'' ON CONFLICT OF INTEREST IS GIVEN TO EACH BOARD MEMBER THIS QUESTIONNAIRE INCLUDES DISCLOSING ANY KNOWN CONFLICTS EACH BOARD MEMBER'S SIGNATURE IS REQUIRED, AND THE FOLLOWING STATEMENT IS INCLUDED IN THE QUESTIONNAIRE ''AS A MEMBER OF THE BOARD OF DIRECTORS OF THE DETROIT REGIONAL CHAMBER, I UNDERSTAND THAT CERTAIN DISCLOSURES REGARDING INDEPENDENCE AND TRANSACTIONS WITH INTERESTED PERSONS ARE REQUIRED BY THE BOARD MEMBERS OF THE DETROIT REGIONAL CHAMBER I AGREE TO PROMPTLY UPDATE THE INFORMATION CONTAINED ON THIS FORM SHOULD I BECOME AWARE OF A SITUATION THAT MAY LEAD TO INDEPENDENCE ISSUES, CONFLICT OF INTEREST, OR TRANSACTIONS WITH INTERESTED PERSONS I ALSO AGREE TO DISCLOSE THE INFORMATION CONTAINED ON THIS FORM IMMEDIATELY DURING A MEETING SHOULD I BECOME AWARE OF A SITUATION THAT MAY LEAD TO INDEPENDENCE ISSUES, CONFLICTS OF INTEREST, OR TRANSACTIONS WITH AN INTERESTED PERSON THAT REQUIRES DISCUSSION OR VOTING ''

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 15	THE PURPOSE OF THE GOVERNANCE AND COMPENSATION COMMITTEE (THE "COMMITTEE") OF THE BOARD OF DIRECTORS OF THE DETROIT REGIONAL CHAMBER IS TO DISCHARGE THE DUTIES AND RESPONSIBILITIES OF THE BOARD OF DIRECTORS WITH RESPECT TO THE FOLLOWING - REVIEWING AND APPROVING THE GOALS AND OBJECTIVES OF THE CHIEF EXECUTIVE OFFICER ("CEO") OF THE CHAMBER - CONDUCTING AN ANNUAL APPRAISAL OF THE CEO BASED UPON PREVIOUSLY APPROVED GOALS AND OBJECTIVES - ESTABLISHING AND APPROVING ALL FORMS OF COMPENSATION AND BENEFITS FOR THE CEO - BASED UPON INPUT FROM, AND THE RECOMMENDATION OF, THE CEO, AND BASED UPON DOCUMENTED PERFORMANCE EVALUATIONS, APPROVING ALL FORMS OF COMPENSATION AND BENEFITS FOR THE OTHER EXECUTIVE OFFICERS OF THE CHAMBER WHO REPORT DIRECTLY TO THE CEO (THE "COVERED OFFICERS") - KEEPING ABREAST OF CURRENT DEVELOPMENTS IN GOVERNANCE AND EXECUTIVE COMPENSATION RELATIVE TO THE CHAMBER OF COMMERCE INDUSTRY AND RELATIVE TO BEST PRACTICES IN THE BUSINESS COMMUNITY - ESTABLISHING AND PERIODICALLY REVIEWING AND UPDATING SUCCESSION PLANS FOR THE CEO - PERIODICALLY REVIEWING SUCCESSION PLANS FOR THE COVERED OFFICERS, AS DEVELOPED BY THE CEO - WHEN APPROPRIATE, AS DETERMINED BY THE CHAIR OF THE CHAMBER, LEADING THE SELECTION PROCESS TO IDENTIFY AND EMPLOY THE SUCCESSOR TO THE CEO - BEFORE THE ADOPTION OF, AND MATERIAL CHANGES TO, SIGNIFICANT COMPENSATION AND BENEFIT PLANS GENERALLY AVAILABLE TO ALL EMPLOYEES OF THE CHAMBER, REVIEWING AND, IF DETERMINED TO BE APPROPRIATE BY THE COMMITTEE, RECOMMENDING ANY SUCH ADOPTION OR MATERIAL CHANGES FOR CONSIDERATION BY THE BOARD OF DIRECTORS OF THE CHAMBER - PERIODICALLY REVIEWING WITH THE CEO THE HUMAN RESOURCES POLICIES EMPLOYED BY THE CHAMBER - PERIODICALLY REVIEWING THE GOVERNANCE PROCEDURES AND SYSTEMS USED BY THE CHAMBER THE COMMITTEE CONSISTS OF SEVEN MEMBERS, EACH OF WHOM MUST BE A MEMBER OF THE BOARD OF DIRECTORS OF THE CHAMBER, COMPRISED OF THE FOLLOWING INDIVIDUALS - THE CHAIR OF THE CHAMBER - THE FIRST VICE-CHAIR OF THE CHAMBER - THE IMMEDIATE PAST CHAIR OF THE CHAMBER - THE GENERAL COUNSEL OF THE CHAMBER - THREE INDIVIDUALS, MEETING THE FOLLOWING CRITERIA -- EACH INDIVIDUAL MUST BE RECOMMENDED BY THE CHAIR OF THE CHAMBER AND APPROVED BY THE EXECUTIVE COMMITTEE OR THE BOARD OF DIRECTORS -- EACH INDIVIDUAL, UNLESS OTHERWISE APPROVED BY THE EXECUTIVE COMMITTEE OR THE BOARD OF DIRECTORS, MUST BE INDEPENDENT OF ANY MATERIAL AFFILIATION WITH THE CHAMBER IN TERMS OF BUSINESS CONDUCTED DIRECTLY OR INDIRECTLY WITH THE CHAMBER -- AT LEAST ONE OF THESE THREE INDIVIDUALS MUST HAVE EXPERIENCE IN HUMAN RESOURCES AND/OR COMPENSATION-RELATED MATTERS, AS DETERMINED BY THE CHAIR OF THE CHAMBER THESE THREE INDIVIDUAL MEMBERS ARE CLASSIFIED INTO THREE CLASSES WITH STAGGERED TERMS OF THREE YEARS, WITH THE INITIAL TERMS OF THE FIRST CLASS, THE SECOND CLASS, AND THE THIRD CLASS EXPIRING ON JUNE 30, 2008, 2009, AND 2010, RESPECTIVELY, AND THE SUBSEQUENT TERMS OF EACH CLASS TO BE THREE YEARS EACH OF THESE INDIVIDUAL MEMBERS MAY BE APPOINTED FOR SUCCESSIVE TERMS IN ADDITION, THE CEO SERVES AS AN EX-OFFICIO AND NON-VOTING MEMBER OF THE COMMITTEE. THE CHAMBER ENGAGED MERCER TO COMPLETE A REVIEW OF THE COMPENSATION, PREREQUISITES, AND SUPPLEMENTAL BENEFITS OF THE CHAMBER'S TOP 13 EXECUTIVE POSITIONS, TO ASSIST ON A REVIEW OF THE ORGANIZATION'S STRUCTURE, AND TO DEVELOP RECOMMENDATIONS FOR AN EXECUTIVE COMPENSATION STRATEGY AND AN ANNUAL INCENTIVE PLAN FRAMEWORK

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION C, LINE 19	THE CHAMBER'S GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY, AND FINANCIAL STATEMENTS ARE NOT AVAILABLE TO THE PUBLIC

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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

2011

Open to Public Inspection

Name of the organization
DETROIT REGIONAL CHAMBER

Employer identification number
38-0477570

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

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity

Part II Identification of Related Tax-Exempt Organizations (Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.)

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization	
						Yes	No
(1) DETROIT REGIONAL CHAMBER FOUNDATION INC PO BOX 33840 DETROIT, MI 482320840 38-2352462	SEE PART VII	MI	501(C)(3)	LINE 11B, II	N/A	Yes	
(2) MICHIGAN FUTURE INC PO BOX 130416 ANN ARBOR, MI 481130416 38-3001180	SEE PART VII	MI	501(C)(3)	LINE 11A, I	N/A	Yes	

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

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

Part IV **Identification of Related Organizations Taxable as a Corporation or Trust** (Complete if the organization answered "Yes" on 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) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership
(1) DETROIT REGIONAL CHAMBER SERVICES INC PO BOX 33840 DETROIT, MI 482320840 38-2479423	INSURANCE	MI	N/A	C	6,759,296	2,626,778	100 000 %

Part V Transactions With Related Organizations (Complete if the organization answered "Yes" on 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

		Yes	No
1	During the tax year, did the orgranization 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	**1a**	**No**
b	Gift, grant, or capital contribution to related organization(s)	**1b**	**No**
c	Gift, grant, or capital contribution from related organization(s)	**1c**	**No**
d	Loans or loan guarantees to or for related organization(s)	**1d**	**No**
e	Loans or loan guarantees by related organization(s)	**1e**	**No**
f	Sale of assets to related organization(s)	**1f**	**No**
g	Purchase of assets from related organization(s)	**1g**	**No**
h	Exchange of assets with related organization(s)	**1h**	**No**
i	Lease of facilities, equipment, or other assets to related organization(s)	**1i**	**No**
j	Lease of facilities, equipment, or other assets from related organization(s)	**1j**	**No**
k	Performance of services or membership or fundraising solicitations for related organization(s)	**1k**	**No**
l	Performance of services or membership or fundraising solicitations by related organization(s)	**1l**	**No**
m	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	**1m**	**Yes**
n	Sharing of paid employees with related organization(s)	**1n**	**Yes**
o	Reimbursement paid to related organization(s) for expenses	**1o**	**No**
p	Reimbursement paid by related organization(s) for expenses	**1p**	**No**
q	Other transfer of cash or property to related organization(s)	**1q**	**No**
r	Other transfer of cash or property from related organization(s)	**1r**	**No**

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

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

Part VI Unrelated Organizations Taxable as a Partnership (Complete if the organization answered "Yes" on 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) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income(related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners section 501(c)(3) organizations?		(f) Share of total income	(g) Share of end-of-year assets	(h) Disproprtionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
				Yes	No			Yes	No		Yes	No	

Schedule R (Form 990) 2011

Part VII Supplemental Information

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

Identifier	Return Reference	Explanation
PRIMARY ACTIVITY	SCHEDULE R, PART II	DETROIT REGIONAL CHAMBER FOUNDATION, INC SUPPORTS INITIATIVES TO CREATE JOBS, TO ATTRACT NEW BUSINESS INVESTMENT, TO DEVELOP A SKILLED AND TRAINED WORKFORCE, AND TO DEVELOP FUTURE LEADERS FOR THE REGION MICHIGAN FUTURE, INC 'S MISSION IS TO DEVELOP AND ADVANCE A PRACTICAL VISION OF MICHIGAN'S SOCIAL, EDUCATIONAL, AND ECONOMIC FUTURE

Additional Data

Software ID:
Software Version:
EIN: 38-0477570
Name: DETROIT REGIONAL CHAMBER

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
CHARLES G MCCLURE CHAIR	4 00	X		X				0	0	0
NANCY M SCHLICHTING FIRST CHAIR	4 00	X		X				0	0	0
BARBARA E ALLUSHUSKI IMMEDIATE PAST CHAIR	1 00	X						0	0	0
RALPH BURRELL TREASURER	1 00	X		X				0	0	0
J MICHAEL BERNARD LEGAL COUNSEL	1 00	X		X				0	0	0
SANDY K BARUAH PRESIDENT/SECRETARY	40 00	X		X				157,704	226,942	23,274
JOSEPH ANGILERI DIRECTOR	1 00	X						0	0	0
DENNIS ARCHER JR DIRECTOR	1 00	X						0	0	0
DEIDRE BOUNDS DIRECTOR	1 00	X						0	0	0
KIETH COCKRELL DIRECTOR	1 00	X						0	0	0
HENRY B COONEY DIRECTOR	1 00	X						0	0	0
RICHARD DEVORE DIRECTOR	1 00	X						0	0	0
ALLAN D GILMOUR DIRECTOR	1 00	X						0	0	0
KOUHAILA G HAMMER DIRECTOR	1 00	X						0	0	0
CHRISTOPHER ILLITCH DIRECTOR	1 00	X						0	0	0
SAMUEL D LOGAN DIRECTOR	1 00	X						0	0	0
FLORINE MARK DIRECTOR	1 00	X						0	0	0
PATRICIA A MARYLAND DIRECTOR	1 00	X						0	0	0
TIMOTHY J MCCARTHY DIRECTOR	1 00	X						0	0	0
REUBEN A MUNDAY DIRECTOR	1 00	X						0	0	0
THOMAS D OGDEN DIRECTOR	1 00	X						0	0	0
SANDRA E PIERCE DIRECTOR	1 00	X						0	0	0
RON T SHAHANI DIRECTOR	1 00	X						0	0	0
JOSEPH L WELCH DIRECTOR	1 00	X						0	0	0
JOHN J BAILEY DIRECTOR	1 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
BRIAN BALASIA DIRECTOR	1 00	X						0	0	0
STEPHANIE W BERGERON DIRECTOR	1 00	X						0	0	0
DAVID J BREEN DIRECTOR	1 00	X						0	0	0
BRUCE BROWNLEE DIRECTOR	1 00	X						0	0	0
WILLIAM T BURGESS DIRECTOR	1 00	X						0	0	0
CAROLYN CASSIN DIRECTOR	1 00	X						0	0	0
BRIAN M CONNOLLY DIRECTOR	1 00	X						0	0	0
TARIK DAOUD DIRECTOR	1 00	X						0	0	0
DAVID C DAUCH DIRECTOR	1 00	X						0	0	0
DANA DEBEL DIRECTOR	1 00	X						0	0	0
BRIAN DEMKOWICZ DIRECTOR	1 00	X						0	0	0
ROBERT J DIEHL JR DIRECTOR	1 00	X						0	0	0
DEBBIE I DINGELL DIRECTOR	1 00	X						0	0	0
MICHAEL E DUGGAN DIRECTOR	1 00	X						0	0	0
GEORGETTE B DULWORTH DIRECTOR	1 00	X						0	0	0
PATRICK J FEHRING DIRECTOR	1 00	X						0	0	0
MICHAEL D FEZZEY DIRECTOR	1 00	X						0	0	0
DAVID FOLTYN DIRECTOR	1 00	X						0	0	0
DAVID F GIRODAT DIRECTOR	1 00	X						0	0	0
BRIAN GLOWIAK DIRECTOR	1 00	X						0	0	0
THOMAS GOSS DIRECTOR	1 00	X						0	0	0
COLLEN HALEY DIRECTOR	1 00	X						0	0	0
RONALD E HALL DIRECTOR	1 00	X						0	0	0
MICHAEL W HARTMANN DIRECTOR	1 00	X						0	0	0
ERIC J HENNING DIRECTOR	1 00	X						0	0	0

Form 990, Part VII - Compensation of Officers, Directors,Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

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		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
JAMES B JENKINS DIRECTOR	1 00	X						0	0	0
SARAH AYALA JONES DIRECTOR	1 00	X						0	0	0
JUMANA JUDEH DIRECTOR	1 00	X						0	0	0
JUSTIN G KLIMKO DIRECTOR	1 00	X						0	0	0
MARY L KRAMER DIRECTOR	1 00	X						0	0	0
GORDON KRATER DIRECTOR	1 00	X						0	0	0
STEVEN E KURMAS DIRECTOR	1 00	X						0	0	0
TERRENCE B LARKIN DIRECTOR	1 00	X						0	0	0
JESSE LOPEZ DIRECTOR	1 00	X						0	0	0
HENRY LORANT DIRECTOR	1 00	X						0	0	0
CURT MAGLEBY DIRECTOR	1 00	X						0	0	0
LAWRENCE R MARANTETTE DIRECTOR	1 00	X						0	0	0
ALYSSA MARTINA DIRECTOR	1 00	X						0	0	0
SARAH MCCLELLAND DIRECTOR	1 00	X						0	0	0
ANNE M MERVENNE DIRECTOR	1 00	X						0	0	0
GENE MICHALSKI DIRECTOR	1 00	X						0	0	0
JAMES MURRAY DIRECTOR	1 00	X						0	0	0
CATHY O'MALLEY DIRECTOR	1 00	X						0	0	0
TERRENCE OPERA DIRECTOR	1 00	X						0	0	0
MICHAEL A SEMANCO DIRECTOR	1 00	X						0	0	0
ERROL SERVICE DIRECTOR	1 00	X						0	0	0
THOMAS C SHAFER DIRECTOR	1 00	X						0	0	0
SUZANNE SHANK DIRECTOR	1 00	X						0	0	0
RICHARD D SIEBERT DIRECTOR	1 00	X						0	0	0
LEWIS N WALKER DIRECTOR	1 00	X						0	0	0

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		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
JAMES W WEBB DIRECTOR	1 00	X						0	0	0
MICHAEL S WEBSTER DIRECTOR	1 00	X						0	0	0
PETER WILDE DIRECTOR	1 00	X						0	0	0
CHARLIE WILLIAMS DIRECTOR	1 00	X						0	0	0
KAREN BELANS CHIEF FINANCIAL OFFICER	40 00			X				57,824	181,123	25,448
TAMMY CARNRIKE CHIEF OPERATING OFFICER	40 00				X			125,876	181,140	22,381
EDWARD WOLKING JR EXECUTIVE VICE-PRESIDENT	40 00				X			97,747	140,663	26,621
ROY LAMPHIER VICE-PRES , INSURANCE AND AFFINITY	40 00				X			0	189,526	15,937
BENJAMIN ERULKAR VICE-PRES , ECONOMIC DEVELOPMENT	40 00				X			65,724	94,579	9,206
STEVEN SCHWARTZ VICE-PRESIDENT, FINANCE	40 00					X		42,824	134,131	16,747
HANS ERICKSON VICE-PRES , INFORMATION TECHNOLOGY	40 00					X		40,998	128,417	14,247
MEGAN SPANITZ VICE-PRES , MEMBERSHIP & MARKETING	40 00					X		100,949	33,648	8,360
MICHELLE HANSEL VICE-PRESIDENT, HUMAN RESOURCES	40 00					X		52,371	75,364	10,508