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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

AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION

Doing Business As

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

7101 WISCONSIN AVENUE NO 1300

Room/suite

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

BETHESDA, MD 20814

F Name and address of principal officer

KATHLEEN SCHMATZ

7101 WISCONSIN AVENUE NO 1300

BETHESDA,MD 20814

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.AFTERMARKET.ORG

K Form of organization

☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation

1999

M State of legal domicile

IL

Part I

Summary

Activities & Governance	<div>1</div> <div>Briefly describe the organization's mission or most significant activities</div> <div>TO SERVE THE AUTOMOTIVE AFTERMARKET BY EXPANDING THE CONSUMER MARKET AND PRESERVING AND ENHANCING THE SALE OF GOODS AND SERVICES IN THE INDUSTRY</div>																								
	<div>2</div> <div>Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets</div>																								
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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

KATHLEEN SCHMATZ PRESIDENT & CEO

2013-03-05

Date

Paid Preparer's Use Only

Preparer's signature

Firm's name (or yours if self-employed), address, and ZIP + 4

Date

CLIFTONLARSONALLEN LLP

4250 N FAIRFAX DRIVE SUITE 1020

ARLINGTON, VA 22203

Check if self-employed ☐

Preparer's taxpayer identification number (see instructions)

P00635175

EIN ☐ 41-0746749

Phone no ☐ (571) 227-9500

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

☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat No 11282Y

Form 990 (2011)

Part IIIStatement of Program Service Accomplishments

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

1Briefly describe the organization’s mission

AAIA CONNECTS ITS MEMBERS TO EACH OTHER, THE AFTERMARKET INDUSTRY AND CONSUMERS AAIA HELP EMPOWER ITS MEMBERS WITH ACCESS TO THE RIGHT SUPPLIERS, CUSTOMERS, PRODUCTS, PROGRAMS AND RESOURCES TO HELP THEIR BUSINESSES THRIVE AAIA AND ITS MEMBER VOLUNTEERS PROVIDE LEADERSHIP AND A RESPECTED VOICE FOR AND WITHIN THE AFTERMARKET INDUSTRY AAIA DOES ALL THIS BY OFFERING THE INDUSTRY'S HIGHEST-QUALITY PROGRAMS AND SERVICES IN THE AREAS OF GOVERNMENT AFFAIRS, INFORMATION, MARKET RESEARCH, TECHNOLOGY, EDUCATION AND TRAINING, INTERNATIONAL SERVICES AND BUSINESS DEVELOPMENT

2Did 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

3Did 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

4Describe 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 \$ )

GOVERNMENT AFFAIRS AAIA'S GOVERNMENT AFFAIRS PROGRAM REPRESENTS THE AUTOMOBILE AFTERMARKET AND ITS MEMBERS' INTERESTS BEFORE FEDERAL AND STATE LEGISLATORS AND REGULATORS TO ENSURE THAT THEIR CONCERNS ARE RECOGNIZED AND UNDERSTOOD BY THE COUNTRY'S DECISION MAKERS AAIA ACTIVELY COMMUNICATES WITH LEGISLATORS AND LOBBIES FOR GOVERNMENT POLICIES THAT ARE FAVORABLE TO AFTERMARKET BUSINESS AAIA IS COMMITTED TO A COMPREHENSIVE PROGRAM THAT CUTS THROUGH THE REGULATORY MAZE AND HELPS RALY ITS MEMBERS FOR KEY INDUSTRY ISSUES AND HAVE THEIR VOICES BE HEARD THROUGH ITS "RIGHT TO REPAIR CAMPAIGN", AAIA IS LEADING THE PROGRESS OF VOICING THE SUPPORT OF THE AFTERMARKET INDUSTRY OF THE RIGHT TO REPAIR LEGISLATION THAT WOULD GIVE CAR OWNERS MORE OPTIONS OUTSIDE OF DEALERSHIPS FOR CAR REPAIRS ITS LEGISLATIVE ACTION CENTER ALLOWS MEMBERS TO CONTACT THEIR FEDERAL AND STATE ELECTED REPRESENTATIVES ABOUT HOT ISSUES IN THE AUTOMOBILE AFTERMARKET INDUSTRY SUCH AS "PROTECT YOUR RIGHT TO REPAIR", OPOSING EFFORTS BY THE NATIONAL LABOR RELATIONS BOARD TO TELL COMPANIES WHERE THEY CAN LOCATE THEIR BUSINESS, FIGHTING A PROPOSAL TO END THE USE OF THE LIFO INVENTORY ACCOUNTING METHOD AND SUPPORTING LEGISLATIVE INITIATIVES AIMED AT REPEALING HEALTH CARE REFORM ENACTED IN 2010 THE LEGISLATIVE SUMMIT PROVIDES AN OPPORTUNITY FOR AFTERMARKET PROFESSIONALS TO VISIT WASHINGTON DC AND MEET WITH CONGRESSIONAL LEADERS ABOUT ISSUES THAT AFFECT AND IMPACT THEIR BUSINESS

4b

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

TECHNOLOGY STANDARDS AAIA'S MISSION IS TO DEVELOP TECHONOLOGY STANDARDS AND BEST PRACTICES THAT LOWER COSTS AND INCREASE EFFICIENCIES IN THE VEHICLE AFTERMARKET INDUSTRY AAIA HAS TAKEN A LEADERSHIP ROLE IN DEVELOPING STANDARDS AND BEST PRACTICES IN E-COMMERCE AND TECHNOLOGY TO HELP LOWER THE COST OF BUSINESS AND INCREASE EFFICIENCIES IN THE AFTERMARKET VALUE CHAIN THROUGH THE LEADERSHIP OF THE AAIA TECHNOLOGY STANDARDS AND SOLUTIONS COMMITTEE, THE ASSOCIATION HAS DEVELOPED TOOLS AND PRACTICES THAT HAVE COME TO BE RECOGNIZED AS INDUSTRY STANDARD STANDARDS DEVELOPED SPECIFICALLY FOR THE AFTERMARKET INDUSTRY ACCELERATE THE ADOPTION OF TECHNOLOGY AND LOWER THE COST OF INTEGRATION AAIA SERVES AS A NEUTRAL FACILITATOR ALLOWING COMPETITORS AND TRADING PARTNERS FROM ALL INDUSTRY SEGMENTS TO COLLABORATE ON SOLUTIONS THAT BENEFIT THE ENTIRE AFTERMARKET INDUSTRY CATALOG STANDARDS OR "ACES" DEVELOPED BY AAIA ARE THE INDUSTRY STANDARD FOR THE MANAGEMENT AND EXCHANGE OF THE AUTOMOTIVE CATALOG AND VEHICLE DATA

4c

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

MARKET RESEARCH AAIA'S MARKET RESEARCH PROGRAM COLLECTS, ANALYZES, DISSEMINATES, AND DISTRIBUTES INDUSTRY DATA THAT ADDRESS VARIED INFORMATION NEEDS OF AAIA MEMBERS IT ASSESSES TRENDS THAT ARE RESHAPING THE AFTERMARKET INDUSTRY AND PROVIDES IN-DEPTH AND TIMELY REPORTS TO HELP MEMBERS FROM ALL SEGMENTS OF THE AFTERMARKET STRATEGICALLY POSITION THEIR COMPANY FOR THE FUTURE AAIA'S UNIQUE RESEARCH PROGRAMS OFFER UNPARALLELED INFORMATIONAL EXPERTISE WHERE BENCHMARK RESEARCH TRACKS NEARLY 20 YEARS OF DISTRIBUTION CHANGES AND SALES FORECASTS A FULL RANGE OF PRODUCT OFFERINGS IS PRODUCED TO IMPROVE MEMBER INTELLIGENCE ABOUT THE AFTERMARKET INDUSTRY WHILE IT CONTINUES TO ASSIST ITS MEMBERS WITH THEIR RESEARCH NEEDS BY IDENTIFYING, ORGANIZING, AND ANALYZING FOCUSED INFORMATION IN RESPONSE TO TIME-SENSITIVE INQUIRIES SOME OF THE MOST SUCCESSFUL PRODUCTS AVAILABLE TO AAIA MEMBERS ARE THE AWARD WINNING DIGITAL FACTBOOK - A COMPREHENSIVE AND INTERACTIVE OVERVIEW OF THE AUTOMOBILE AFTERMARKET INDUSTRY

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

APEX TRADE SHOW APEX IS THE LARGEST, INDUSTRY-ONLY TRADE SHOW IN THE WORLD MORE THAN 114,800 PEOPLE PARTICIPATED IN THE NOVEMBER 2010 EVENT AND 51,000 DOMESTIC AND INTERNATIONAL BUYERS ATTENDED THE SHOW THE NUMBER OF EXHIBITORS IN 2010 WAS 20,459 DURING THE SHOW, THERE WERE 30 EDUCATIONAL SESSIONS OFFERED IN WHICH THE ATTENDEEES COULD PARTICIPATE

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

COMMUNICATIONS AAIA'S COMMUNICATIONS ENSURES THAT THE ASSOCIATION IS THE VOICE OF THE AUTOMOTIVE AFTERMARKET BY COMMUNICATING ON THE BEHALF OF MEMBERS THROUGH PERIODIC NEWSLETTERS AND MAGAZINES THESE KEEP THE MEMBERS INFORMED OF THE OVERALL AFTERMARKET INDUSTRY, THEIR INDIVIDUAL SEGMENTS OF THE INDUSTRY, AND ASSOCIATION ACTIVITIES

4dOther program services (Describe in Schedule O )

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

4eTotal 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	<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 . . . . .	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, line 10? 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? <b>Note.</b> 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? <i>If "Yes," complete Schedule I, Parts I and II</i> . . . . .	21	Yes	
22	Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i> . . . . .	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? <i>If "Yes," complete Schedule J</i> . . . . .	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? <i>If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to line 25</i> . . . . .	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	<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? <i>If "Yes," complete Schedule L, Part I</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? <i>If "Yes," complete Schedule L, Part I</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? <i>If "Yes," complete Schedule L, Part II</i> . . . . .	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? <i>If "Yes," complete Schedule L, Part III</i> . . . . .	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? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	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? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> . . . . .	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> . . . . .	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i> . . . . .	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i> . . . . .	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? <i>If "Yes," complete Schedule R, Part I</i> . . . . .	33		No
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i> . . . . .	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)? <i>If "Yes," complete Schedule R, Part V, line 2</i> . . . . .	35b	Yes	
36	<b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> . . . . .	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? <i>If "Yes," complete Schedule R, Part VI</i> . . . . .	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? <b>Note.</b> All Form 990 filers are required to complete Schedule O . . . . .	38	Yes	

<b>Part V</b> <b>Statements Regarding Other IRS Filings and Tax Compliance</b>						
Check if Schedule O contains a response to any question in this Part V <input type="checkbox"/>						
		<b>Yes</b>	<b>No</b>			
<b>1a</b>	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable. .	<b>1a</b>	29			
<b>b</b>	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	<b>1b</b>	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?	<b>1c</b>	Yes			
<b>2a</b>	Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this return.	<b>2a</b>	52			
<b>b</b>	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?  <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>2b</b>	Yes			
<b>3a</b>	Did the organization have unrelated business gross income of \$1,000 or more during the year?	<b>3a</b>	Yes			
<b>b</b>	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.	<b>3b</b>	Yes			
<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 or securities account)?	<b>4a</b>				No
<b>b</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.					
<b>5a</b>	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	<b>5a</b>				No
<b>b</b>	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	<b>5b</b>				No
<b>c</b>	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	<b>5c</b>				
<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?	<b>6a</b>				No
<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>6b</b>				
<b>7</b>	<b>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?	<b>7a</b>				
<b>b</b>	If "Yes," did the organization notify the donor of the value of the goods or services provided?	<b>7b</b>				
<b>c</b>	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	<b>7c</b>				
<b>d</b>	If "Yes," indicate the number of Forms 8282 filed during the year.	<b>7d</b>				
<b>e</b>	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	<b>7e</b>				No
<b>f</b>	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	<b>7f</b>				No
<b>g</b>	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	<b>7g</b>				
<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>7h</b>				
<b>8</b>	<b>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>8</b>				
<b>9</b>	<b>Sponsoring organizations maintaining donor advised funds.</b>					
<b>a</b>	Did the organization make any taxable distributions under section 4966?	<b>9a</b>				
<b>b</b>	Did the organization make a distribution to a donor, donor advisor, or related person?	<b>9b</b>				
<b>10</b>	<b>Section 501(c)(7) organizations.</b> Enter					
<b>a</b>	Initiation fees and capital contributions included on Part VIII, line 12.	<b>10a</b>				
<b>b</b>	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.	<b>10b</b>				
<b>11</b>	<b>Section 501(c)(12) organizations.</b> Enter					
<b>a</b>	Gross income from members or shareholders.	<b>11a</b>				
<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).	<b>11b</b>				
<b>12a</b>	<b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?	<b>12a</b>				
<b>b</b>	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.	<b>12b</b>				
<b>13</b>	<b>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? <b>Note.</b> 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.	<b>13a</b>				
<b>b</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.	<b>13b</b>				
<b>c</b>	Enter the aggregate amount of reserves on hand.	<b>13c</b>				
<b>14a</b>	Did the organization receive any payments for indoor tanning services during the tax year?	<b>14a</b>				No
<b>b</b>	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.	<b>14b</b>				

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	31		
b	Enter the number of voting members included in line 1a, above, who are independent . . . . .	1b	31
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	No
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	Yes
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	Yes
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	Yes
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▶	
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. <input type="checkbox"/> Own website <input type="checkbox"/> Another's website <input checked="" type="checkbox"/> 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 ▶ THE ORGANIZATION 7101 WISCONSIN AVENUE SUITE 1300 BETHESDA, MD 20814 (301) 654-6664	

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

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

Form **990** (2011)



## Part VII

<b>1b</b>	<b>Sub-Total</b>			
<b>c</b>	<b>Total from continuation sheets to Part VII, Section A</b>			
<b>d</b>	<b>Total (add lines 1b and 1c)</b>	1,559,526	0	242,193

**2** Total number of individuals (including but not limited to those listed in Item 1) who received more than \$100,000 of reportable compensation from the organization. ▶ 12

		Yes	No
3	Did the organization list any <b>former</b> officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i> . . . . .	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? <i>If "Yes," complete Schedule J for such individual</i> . . . . .	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? <i>If "Yes," complete Schedule J for such person</i> . . . . .	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
STRATEGIC MANAGEMENT SERVICES 9 PARK STREET 5TH FLOOR BOSTON, MA 02108	PR, GRASSROOTS LOBBYING	602,261
VENABLE LLP PO BOX 62727 BALTIMORE, MD 21264	LEGAL	330,414
GMMB INC 1010 WISCONSIN AVE NW STE 800 WASHINGTON, DC 20007	LOBBYING	191,049
MOTOR INFORMATION SYSTEMS PO BOX 277697 ATLANTA, GA 30384	COMPUTER SERVICES	132,000
TMA RESOURCES INC 1919 GALLOWES RD VIENNA, VA 22182	COMPUTER SERVICES	117,947
<b>2</b> Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization <b>6</b>		

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	3,500				
	g	Noncash contributions included in lines 1a-1f \$ _____						
	h	Total. Add lines 1a-1f . . . . .			3,500			
Program Service Revenue			Business Code					
	2a	SHOW AND SHOW EVENTS	900099	7,664,779	7,664,779			
	b	MEMBERSHIP DUES	900099	3,658,515	3,658,515			
	c	CONFERENCES	900099	2,038,950	2,038,950			
	d	TECHNOLOGY STANDARDS	990099	691,792	691,792			
	e	PUBLICATIONS	541800	105,720	62,141	43,579		
	f	All other program service revenue		5,894	5,894			
	g	Total. Add lines 2a-2f . . . . .			14,165,650			
Other Revenue	3	Investment income (including dividends, interest and other similar amounts) . . . . .		537,885			537,885	
	4	Income from investment of tax-exempt bond proceeds . .						
	5	Royalties . . . . .		6,166			6,166	
	6a	Gross rents	(i) Real	(ii) Personal				
		b	Less rental expenses					
		c	Rental income or (loss)					
		d	Net rental income or (loss) . . . . .					
	7a	Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
		b	Less cost or other basis and sales expenses					
		c	Gain or (loss)					
		d	Net gain or (loss) . . . . .		548,664			548,664
	8a	Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18 . . . . .						
	b	Less direct expenses . . . .						
	c	Net income or (loss) from fundraising events . .						
	9a	Gross income from gaming activities See Part IV, line 19 . . . . .						
	b	Less direct expenses . . . .						
	c	Net income or (loss) from gaming activities . .						
	10a	Gross sales of inventory, less returns and allowances . . . . .						
	b	Less cost of goods sold . . .						
	c	Net income or (loss) from sales of inventory . .						
Miscellaneous Revenue		Business Code						
11a	MISCELLANEOUS	900099	57,730				57,730	
b	AIA INDUSTRY AWARDS	900099	14,125				14,125	
c	MANAGEMENT FEES	900099	12,000			12,000		
d	All other revenue . . . . .							
e	Total. Add lines 11a-11d . . . . .			83,855				
12	Total revenue. See Instructions . . . . .			15,345,720	14,122,071	55,579	1,164,570	

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	842,913			
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 . . . . .	977,884			
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	2,730,958			
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions) . . . . .	196,745			
9	Other employee benefits . . . . .	535,748			
10	Payroll taxes . . . . .	247,097			
11	Fees for services (non-employees)				
a	Management . . . . .				
b	Legal . . . . .	223,036			
c	Accounting . . . . .	59,735			
d	Lobbying . . . . .	929,852			
e	Professional fundraising See Part IV, line 17 . . . . .				
f	Investment management fees . . . . .	156,860			
g	Other . . . . .	1,272,908			
12	Advertising and promotion . . . . .	123,022			
13	Office expenses . . . . .	399,187			
14	Information technology . . . . .	349,058			
15	Royalties . . . . .				
16	Occupancy . . . . .	511,201			
17	Travel . . . . .	298,936			
18	Payments of travel or entertainment expenses for any federal, state, or local public officials . . . . .				
19	Conferences, conventions, and meetings . . . . .	4,140,969			
20	Interest . . . . .	7,866			
21	Payments to affiliates . . . . .				
22	Depreciation, depletion, and amortization . . . . .	52,683			
23	Insurance . . . . .	112,018			
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	MISCELLANEOUS EXPENSES	203,284			
b					
c					
d					
e					
f	All other expenses				
25	Total functional expenses. Add lines 1 through 24f	14,371,960			
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)		(B)
					Beginning of year		End of year
Assets	1	Cash—non-interest-bearing . . . . .			150	1	150
	2	Savings and temporary cash investments . . . . .			2,837,544	2	3,139,456
	3	Pledges and grants receivable, net . . . . .				3	
	4	Accounts receivable, net . . . . .			188,455	4	105,315
	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 . . . . .			903,215	9	1,151,485
	10a	Land, buildings, and equipment, cost or other basis. Complete Part VI of Schedule D . . . . .	10a	2,174,000	91,240	10c	162,514
	b	Less accumulated depreciation . . . . .	10b	2,011,486			
	11	Investments—publicly traded securities . . . . .			19,333,330	11	18,951,808
	12	Investments—other securities. See Part IV, line 11 . . . . .				12	
	13	Investments—program-related. See Part IV, line 11 . . . . .				13	
	14	Intangible assets . . . . .				14	
	15	Other assets. See Part IV, line 11 . . . . .			167,006	15	172,996
	16	Total assets. Add lines 1 through 15 (must equal line 34) . . . . .			23,520,940	16	23,683,724
Liabilities	17	Accounts payable and accrued expenses . . . . .			1,040,806	17	951,782
	18	Grants payable . . . . .				18	
	19	Deferred revenue . . . . .			4,970,386	19	5,667,935
	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 . . . . .			128,821	25	77,761
	26	Total liabilities. Add lines 17 through 25 . . . . .			6,140,013	26	6,697,478
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.						
	27	Unrestricted net assets . . . . .			17,380,927	27	16,986,246
	28	Temporarily restricted net assets . . . . .				28	
	29	Permanently restricted net assets . . . . .				29	
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 30 through 34.						
	30	Capital stock or trust principal, or current funds . . . . .				30	
	31	Paid-in or capital surplus, or land, building or equipment fund . . . . .				31	
	32	Retained earnings, endowment, accumulated income, or other funds . . . . .				32	
	33	Total net assets or fund balances . . . . .			17,380,927	33	16,986,246
	34	Total liabilities and net assets/fund balances . . . . .			23,520,940	34	23,683,724

Part XI Reconciliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	15,345,720
2	Total expenses (must equal Part IX, column (A), line 25)	2	14,371,960
3	Revenue less expenses Subtract line 2 from line 1	3	973,760
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	17,380,927
5	Other changes in net assets or fund balances (explain in Schedule O)	5	-1,368,441
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	16,986,246

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 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> 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?		No
b	Were the organization's financial statements audited by an independent accountant?	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	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 <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> 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?		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		

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

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, line 35c (Proxy Tax), then

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

Name of the organization AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION	Employer identification number  52-2172219
---	--

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-

For Privacy Act and Paperwork Reduction Act Notice, see the instructions for Form 990.

Cat No 50084S

Schedule C (Form 990 or 990-EZ) 2011

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.														
<table><tr><td>If the amount on line 1e, column (a) or (b) is:</td><td>The lobbying nontaxable amount is:</td></tr><tr><td>Not over \$500,000</td><td>20% of the amount on line 1e</td></tr><tr><td>Over \$500,000 but not over \$1,000,000</td><td>\$100,000 plus 15% of the excess over \$500,000</td></tr><tr><td>Over \$1,000,000 but not over \$1,500,000</td><td>\$175,000 plus 10% of the excess over \$1,000,000</td></tr><tr><td>Over \$1,500,000 but not over \$17,000,000</td><td>\$225,000 plus 5% of the excess over \$1,500,000</td></tr><tr><td>Over \$17,000,000</td><td>\$1,000,000</td></tr></table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
g	Grassroots nontaxable amount (enter 25% of line 1f)														
h	Subtract line 1g from line 1a. If zero or less, enter -0-														
i	Subtract line 1f from line 1c. If zero or less, enter -0-														
j	If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		<input type="checkbox"/> Yes <input type="checkbox"/> No												

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

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 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)		(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 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	3,658,515
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	1,775,477
b	Carryover from last year	2b	
c	Total	2c	1,775,477
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	1,829,258
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	-53,781

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
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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  
AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION

Employer identification number  
52-2172219

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? <div><input type="checkbox"/> Yes <input type="checkbox"/> No</div>	
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 <div><input type="checkbox"/> Yes <input type="checkbox"/> No</div>	

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

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

► \$ \_\_\_\_\_

For Privacy Act and Paperwork Reduction Act Notice, see the Intructions for Form 990

Cat No 52283D

Schedule D (Form 990) 2011

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

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	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

(i) unrelated organizations . . . . .

(ii) related organizations . . . . .

b

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

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

4

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

Part VI

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

Description of 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 . . . . .		19,743	16,169	3,574
d Equipment . . . . .		734,310	711,196	23,114
e Other . . . . .		1,419,947	1,284,121	135,826
Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) . . . . . ▶				162,514



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)	115,345,720
2	Total expenses (Form 990, Part IX, column (A), line 25)	214,371,960
3	Excess or (deficit) for the year Subtract line 2 from line 1	3973,760
4	Net unrealized gains (losses) on investments	4-1,368,441
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	9-1,368,441
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10-394,681

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	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	
5	Total Revenue Add lines 3 and 4c. (This should 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	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	
5	Total expenses Add lines 3 and 4c. (This should 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, 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 ASSOCIATION HAS BEEN GRANTED EXEMPTION BY THE INTERNAL REVENUE SERVICE (IRS) FROM FEDERAL INCOME TAXES UNDER SECTION 501(C)(6) OF THE INTERNAL REVENUE CODE (IRC). THE ASSOCIATION IS REQUIRED TO REPORT UNRELATED BUSINESS INCOME TO THE IRS. THE ASSOCIATION FOLLOWS THE ACCOUNTING STANDARD REGARDING THE RECOGNITION AND MEASUREMENT OF UNCERTAIN TAX POSITIONS. THE ASSOCIATION EVALUATED ITS TAX POSITIONS AND DETERMINED THAT ITS POSITIONS ARE MORE-LIKELY-THAN-NOT TO BE SUSTAINED ON EXAMINATION. THE ASSOCIATION'S TAX RETURNS ARE SUBJECT TO REVIEW AND EXAMINATION BY FEDERAL AND STATE AUTHORITIES. THE TAX RETURNS FOR THE FISCAL YEARS ENDED JUNE 30, 2009 THROUGH 2011 ARE OPEN TO EXAMINATION BY FEDERAL AND STATE AUTHORITIES.

Schedule I  
(Form 990)

Department of the Treasury  
Internal Revenue Service

Name of the organization  
AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION

Grants and Other Assistance to Organizations,  
Governments and Individuals in the United States

Complete if the organization answered "Yes," to Form 990, Part IV, line 21 or 22.  
▶ Attach to Form 990

OMB No 1545-0047

2011

Open to Public  
Inspection

Employer identification number  
52-2172219

Part I General Information on Grants and Assistance

1

Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? . . . . .

☒ Yes ☐ No

2

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21 for any recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Use Part IV and Schedule I-1 (Form 990) if additional space is needed . . . . . ☐

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
(1) CAR CARE COUNCIL 7101 WISCONSIN AVE STE 1300 BETHESDA, MD 20814	52-1250966	501(C)(3)	500,000				GENERAL SUPPORT
(2) NATIONAL AUTOMOTIVE TECHNICIANS EDUCATION FUND 101 BLUE SEAL DR STE 101 LEESBURG, VA 20175	36-2957357	501(C)(3)	10,000				GENERAL SUPPORT
(3) THE AFTERMARKET FOUNDATION PO BOX 3889 TEQUESTA, FL 33469	23-6392256	501(C)(3)	33,333				GENERAL SUPPORT

2

Enter total number of section 501(c)(3) and government organizations listed in the line 1 table . . . . .

3

3

Enter total number of other organizations listed in the line 1 table . . . . .

0

Part III

Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 22.  
Use Schedule I-1 (Form 990) if additional space is needed.

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance

Part IV

Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information.

Identifier	Return Reference	Explanation
PROCEDURE FOR MONITORING GRANTS IN THE U S	PART I, LINE 2	SCHEDULE I, PART I, LINE 2 AAIA REQUIRES MONTHLY REPORTING FROM ENTITIES, COPIES OF SOURCE DOCUMENTS AND CONTINUOUS UPDATES FROM RESPECTIVE COMMITTEE LEADERSHIP

Schedule J  
(Form 990)

Compensation Information

OMB No 1545-0047

2011

Open to Public Inspection

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.

Name of the organization AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION	Employer identification number 52-2172219
---	--

Part I

Questions Regarding Compensation

		Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items		
	<div><div><input checked="" type="checkbox"/> First-class or charter travel</div><div><input type="checkbox"/> Housing allowance or residence for personal use</div></div> <div><div><input checked="" type="checkbox"/> Travel for companions</div><div><input type="checkbox"/> Payments for business use of personal residence</div></div> <div><div><input checked="" type="checkbox"/> Tax idemnification and gross-up payments</div><div><input type="checkbox"/> Health or social club dues or initiation fees</div></div> <div><div><input type="checkbox"/> Discretionary spending account</div><div><input checked="" type="checkbox"/> Personal services (e g , maid, chauffeur, chef)</div></div>		
b	If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision 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		
	<div><div><input checked="" type="checkbox"/> Compensation committee</div><div><input checked="" type="checkbox"/> Written employment contract</div></div> <div><div><input checked="" type="checkbox"/> Independent compensation consultant</div><div><input checked="" type="checkbox"/> Compensation survey or study</div></div> <div><div><input type="checkbox"/> Form 990 of other organizations</div><div><input checked="" type="checkbox"/> Approval by the board or compensation committee</div></div>		
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	No
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 accrued 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) KATHLEEN SCHMATZ	(i) (ii)	371,906 0	67,554 0	26,714 0	24,500 0	11,755 0	502,429 0	0 0
(2) SUSAN MEDICK	(i) (ii)	157,977 0	19,000 0	7,234 0	16,491 0	11,465 0	212,167 0	0 0
(3) RICHARD WHITE	(i) (ii)	187,296 0	9,157 0	254 0	19,227 0	14,984 0	230,918 0	0 0
(4) LEE KADRICH	(i) (ii)	152,564 0	0 0	0 0	10,411 0	10,081 0	173,056 0	0 0
(5) AARON LOWE	(i) (ii)	145,972 0	6,000 0	270 0	14,793 0	24,940 0	191,975 0	0 0
(6) MICHAEL BARRATT	(i) (ii)	121,284 0	10,000 0	13,266 0	12,377 0	20,534 0	177,461 0	0 0
(7) SCOTT LUCKETT	(i) (ii)	135,387 0	7,000 0	259 0	14,111 0	3,891 0	160,648 0	0 0
(8) SUSAN KALISH	(i) (ii)	115,157 0	5,000 0	275 0	12,160 0	20,473 0	153,065 0	0 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
	PART I, LINE 1A	SUSAN MEDICK-\$2,400 (PERSONAL TRAINER) KATHLEEN SCHMATZ-\$2,503 ( FIRST CLASS OR CHARTER TRAVEL) RICH WHITE - \$2,503 (, FIRST CLASS OR CHARTER TRAVEL) MICHAEL BARRATT - \$4833 ( FIRST CLASS OR CHARTER TRAVEL) ARLENE DAVIS - \$4,410 ( FIRST CLASS OR CHARTER TRAVEL) BOB & SUE EGAN - \$11,943 ( FIRST CLASS TRAVEL AND CONVENTION COST)
	PART I, LINE 4A	JOHN NERLINGER - \$2,456 (HEALTH INSURANCE) AL GASPAR - \$5,171 (HEALTH INSURANCE)

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 AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION	Employer identification number 52-2172219
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Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION A, LINE 1	THE OFFICERS OF THE ASSOCIATION AND AT LEAST ONE DIRECTOR FROM THE AUTOMOTIVE WHOLESALE DISTRIBUTION SEGMENT SHALL BE KNOWN AS THE EXECUTIVE COMMITTEE, WHICH COMMITTEE IN THE INTERIM PERIOD BETWEEN BOARD MEETINGS SHALL HAVE AND MAY EXERCISE THE AUTHORITY OF THE BOARD OF DIRECTORS IN THE MANAGEMENT OF THE ASSOCIATION AND SHALL REPORT ALL SUCH ACTIONS TO THE BOARD AT THE NEXT MEETING FOLLOWING SUCH ACTION NO MEMBER OF THE EXECUTIVE COMMITTEE SHALL SIT ON ANOTHER AUTOMOTIVE TRADE ASSOCIATION BOARD DURING THE ELECTED TERM AS AN OFFICER THE INCOMING CHAIRMAN SHALL HAVE HAD EXECUTIVE COMMITTEE EXPERIENCE, AND THERE SHALL BE NO REQUIRED ROTATION OF SEGMENTS IN ADDITION THE EXECUTIVE COMMITTEE SHALL (A) ACT AS A FINANCE COMMITTEE WHICH SHALL PROVIDE RULES AND REGULATIONS FOR THE AUTHORIZATION OF EXPENDITURES AND THE APPROVAL OF VOUCHERS FOR THE PAYMENT OF MONEY , AND PRIOR TO THE ANNUAL MEETING TO PREPARE A SUGGESTED BUDGET FOR THE ENSUING FISCAL YEAR FOR APPROVAL BY THE BOARD OF DIRECTORS ALL EXPENDITURES, PAYMENT OF MONEY AND FINANCIAL OBLIGATIONS OF THE ASSOCIATION ARE SUBJECT TO THE JURISDICTION OF THE FINANCE COMMITTEE, AND AN AUDIT OF THE BOOKS OF THE ASSOCIATION SHALL BE MADE BY A FIRM OF CERTIFIED PUBLIC ACCOUNTANTS AT LEAST ONCE EACH YEAR THE CERTIFIED PUBLIC ACCOUNTANTS SELECTED BY THE ASSOCIATION SHALL BE REVIEWED AT LEAST EVERY FIVE YEARS (B) TO ACT AS A LIAISON COMMITTEE IN ORDER TO DEVELOP AND MAINTAIN CORDIAL AND PRODUCTIVE RELATIONSHIPS WITH ALL INDUSTRY GROUPS (C) TO ACT AS BYLAWS COMMITTEE IN ORDER TO ASSURE THAT THE ASSOCIATION'S BYLAWS ARE KEPT CONSISTENT WITH AND RESPONSIBLE TO POLICY CHANGES INITIATED AND APPROPRIATE WITHIN THE ORGANIZATION (D) TO ACT AS A MEMBERSHIP DUES AND FEES COMMITTEE, RECOMMENDING DUES, FEES AND ASSESSMENTS FOR APPROVAL BY THE BOARD OF DIRECTORS
	FORM 990, PART VI, SECTION A, LINE 4	BYLAWS WERE REVISED IN FISCAL YEAR 2012
	FORM 990, PART VI, SECTION A, LINE 6	THE ORGANIZATION HAS MEMBERS WHEN COMPANIES JOIN AAIA, THEY ARE AUTOMATICALLY ENROLLED AS GENERAL MEMBERS OF THE ASSOCIATION
	FORM 990, PART VI, SECTION A, LINE 7A	THE MEMBERS ELECT THOSE WHO SERVE AS THE GOVERNING BODY MEMBERS IN GOOD STANDING SHALL BE ENTITLED TO VOTE ON ALL MATTERS SUBMITTED TO A VOTE OF THE MEMBERSHIP "AND" IN THE EVENT THE BOARD ORDERS AN ELECTION BY BALLOT, BALLOTS SHALL BE PREPARED SHOWING THE NOMINEES SELECTED BY THE NOMINATING COMMITTEE AND ALTERNATIVE NOMINEES SELECTED PURSUANT TO SECTION 3(B) OF THIS ARTICLE, IF ANY BALLOTS MAY BE SENT TO ALL VOTING MEMBERS WITHIN FIFTEEN (15) DAYS AFTER THE EXPIRATION OF THE TIME ALLOTTED FOR THE SUBMISSION OF THE ALTERNATIVE NOMINATIONS AND THE BALLOTING SHALL BE CLOSED ON THE DATE OF THE ELECTION A PLURALITY OF THE VOTES SHALL BE NECESSARY TO PREVAIL IN AN ELECTION FOR THE PURPOSE OF THIS SECTION THOSE VOTING SHALL CONSTITUTE A QUORUM
	FORM 990, PART VI, SECTION A, LINE 7B	MEMBERS MAY APPROVE THE ELECTION OF OFFICERS AND DIRECTORS EACH MEMBER IS ENTITLED TO ONE VOTE, WHICH MAY BE BY PROXY OR IN PERSON
	FORM 990, PART VI, SECTION B, LINE 11	A DRAFT COPY OF THE FORM 990 WILL BE POSTED IN A MEMBERS' ONLY SECTION OF AAIA'S WEBSITE THE LINK TO THIS MEMBERS' ONLY AREA WILL BE SENT OUT TO THE MEMBER OF THE EXECUTIVE COMMITTEE, WHO WILL BE ACTING FOR THE BOARD THE EXECUTIVE COMMITTEE WILL BE GIVEN A DEADLINE TO SUBMIT THEIR QUESTIONS AND /OR COMMENTS TO THE CFO/COO IN ORDER TO FILE THE FORM ON TIME
	FORM 990, PART VI, SECTION B, LINE 12C	SURVERY S ARE COMPLETED AND ANY CONFLICT OF INTERESTS ARE HANDLED BY THE ASSOCIATION'S GENERAL COUNSEL
	FORM 990, PART VI, SECTION B, LINE 15	THE COMPENSATION OF THE CEO IS REVIEWED BY THE COMPENSATION COMMITTE, WHICH IS MADE UP OF THE EXECUTIVE COMMITTEE MEMBERS ALL SENIOR STAFF POSITIONS ARE REVIEWED BY THE CEO AND COMPENSATION COMMITTEE ALL SALARIES ARE COMPARED TO INDUSTRY SALARY SURVERY S ON AN ANNUAL BASIS
	FORM 990, PART VI, SECTION C, LINE 19	THE ORGANIZATION DOES NOT MAKE ITS GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY , AND FINANCIAL STATEMENTS AVAILABLE TO THE PUBLIC
SHARING OF HOURS	FORM 990, PART VII, SECTION A	THE OFFICERS AND THE BOARD MEMBERS' AVERAGE WEEKLY HOURS FOR ITS' RELATED ORGANIZATION ARE AS FOLLOWS DAVID SCHEER 1 HOUR F SCOTT PLETZ, 1 HOUR IRA DAVIS 1 HOUR JERRY O'PRY 1 HOUR KATHLEEN SCHMATZ 1 HOUR LISA R KRANC 1 HOUR MICHAEL KLEIN 1 HOUR RICHARD J LAGO 1 HOUR RICHARD WHITE 25 HOURS ROBERT F EGAN 1 HOUR MAAP 1 HOUR RUSTY BISHOP 1 HOUR SUSAN MEDICK 5 HOURS
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 5	NET UNREALIZED LOSSES ON INVESTMENTS -1,368,441

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  
AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION

Employer identification number  
52-2172219

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) FAIR (CAR CARE COUNCIL)  7101 WISCONSIN AVENUE STE 1300  BETHESDA, MD 20814 52-1250966	CAR CARE CAMPAIGN - RAISING CONSUMER AWARENESS	MD	501(C)(3)	509(A)(3)	AAIA	Yes	
(2) AUTOMOBILE AFTERMARKET POLITICAL ACTION COMMITTEE  7101 WISCONSIN AVENUE STE 1300  BETHESDA, MD 20814 36-3756801	POLITICAL ACTION	MD	527		AAIA	Yes	
(3) AUTOMOBILE AFTERMARKET POLITICAL EDUCATION COMMITTEE  7101 WISCONSIN AVENUE STE 1300  BETHESDA, MD 20814	POLITICAL ACTION	MD	527		AAIA	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?		(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	
(1) APPEX  10072 W 190TH PL MOKENA, IL 60448 36-4257968	TRADE SHOW	IL	AAIA	RELATED	7,599,779	637,802		No		Yes		60 000 %
(2) HDAW  10072 W 190TH PL MOKENA, IL 60448 16-1724561	TRADE SHOW	IL	AAIA	RELATED	622,283	42,264		No		Yes		33 330 %

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) ISC 7101 WISCONSIN AVENUE BETHESDA, MD 20814 38-3657088	NONE	MD	AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION	C			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

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 related organization(s)

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

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

e Loans or loan guarantees by related organization(s)

f Sale of assets to related organization(s)

g Purchase of assets from related organization(s)

h Exchange of assets with related organization(s)

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

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

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

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

m Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)

n Sharing of paid employees with related organization(s)

o Reimbursement paid to related organization(s) for expenses

p Reimbursement paid by related organization(s) for expenses

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

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

Yes

No

1a

1b

1c

1d

1e

1f

1g

1h

1i

1j

1k

1l

1m

1n

1o

1p

1q

1r

No

No

No

No

No

No

No

No

No

Yes

No

Yes

Yes

Yes

Yes

No

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) CCC (CAR CARE COUNCIL)	B	500,000	FMV
(2) CCC (CAR CARE COUNCIL)	K	108,643	ACTUAL COST
(3)			
(4)			
(5)			
(6)			

Schedule R (Form 990) 2011

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

[illegible]

Part VII

Supplemental Information

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

Identifier	Return Reference	Explanation	
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Additional Data

Software ID:  
Software Version:  
EIN: 52-2172219  
Name: AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

4d. Other program services			
(Code	) (Expenses \$	including grants of \$	) (Revenue \$
APPEX TRADE SHOW AAPEX IS THE LARGEST, INDUSTRY-ONLY TRADE SHOW IN THE WORLD MORE THAN 114,800 PEOPLE PARTICIPATED IN THE NOVEMBER 2010 EVENT AND 51,000 DOMESTIC AND INTERNATIONAL BUYERS ATTENDED THE SHOW THE NUMBER OF EXHIBITORS IN 2010 WAS 20,459 DURING THE SHOW, THERE WERE 30 EDUCATIONAL SESSIONS OFFERED IN WHICH THE ATTENDEEES COULD PARTICIPATE			
(Code	) (Expenses \$	including grants of \$	) (Revenue \$
COMMUNICATIONS AAIA'S COMMUNICATIONS ENSURES THAT THE ASSOCIATION IS THE VOICE OF THE AUTOMOTIVE AFTERMARKET BY COMMUNICATING ON THE BEHALF OF MEMBERS THROUGH PERIODIC NEWSLETTERS AND MAGAZINES THESE KEEP THE MEMBERS INFORMED OF THE OVERALL AFTERMARKET INDUSTRY, THEIR INDIVIDUAL SEGMENTS OF THE INDUSTRY, AND ASSOCIATION ACTIVITIES			



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			
CAL WILKINS DIRECTOR	1 00	X						0	0	0
CURTIS DRAPER DIRECTOR	1 00	X						0	0	0
DAVID SCHEER SECRETARY	3 00	X		X				0	0	0
DAVID SEGAL MAAP DIRECTOR	1 00	X						0	0	0
F SCOTT PLETZ VICE PRESIDENT	3 00	X		X				0	0	0
GARY D PERMAN DIRECTOR	1 00	X						0	0	0
IRA DAVIS VICE PRESIDENT	3 00	X		X				0	0	0
JERRY O'PRY PAST CHAIRMAN	4 00	X		X				0	0	0
JOHN SEAL DIRECTOR	1 00	X						0	0	0
JOHN WASHBISH AAP DIRECTOR	1 00	X						0	0	0
LISA R KRANC VICE PRESIDENT	3 00	X		X				0	0	0
MARTIN T GOLD DIRECTOR	1 00	X						0	0	0
MICHAEL KAMAL AAP DIRECTOR	1 00	X						0	0	0
MICHAEL KLEIN TREASURER	3 00	X		X				0	0	0
MICHAEL LAMBERT DIRECTOR	1 00	X						0	0	0
MIKE CARLET DIRECTOR	1 00	X						0	0	0
MIKE FITZGERALD DIRECTOR	1 00	X						0	0	0
PAMELA A KREBS DIRECTOR	1 00	X						0	0	0
PATRICIA LAW DIRECTOR	1 00	X						0	0	0
RICHARD J JAGO VICE CHAIRMAN	3 00	X		X				0	0	0
RICHARD MEZADURIAN DIRECTOR	1 00	X						0	0	0
ROBERT F EGAN MAAP CHAIRMAN	7 00	X		X				0	0	0
RODNEY K PIERINI DIRECTOR	1 00	X						0	0	0
RUSTY BISHOP AAP VICE PRESIDENT	1 00	X						0	0	0
SCOTT LEPROHON 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			
SCOTT WEBB DIRECTOR	1 00	X						0	0	0
TIMOTHY TRUDOWSKI DIRECTOR	1 00	X						0	0	0
TODD HACK DIRECTOR	1 00	X						0	0	0
TOM PERRY DIRECTOR	1 00	X						0	0	0
VIC TARASIK DIRECTOR	1 00	X						0	0	0
WILLIAM MAGGS DIRECTOR	1 00	X						0	0	0
KATHLEEN SCHMATZ PRESIDENT & CEO	41 00			X				466,174	0	36,255
SUSAN MEDICK CFO/COO	45 00			X				184,211	0	27,956
RICHARD WHITE SR VICE PRESIDENT	46 00				X			196,707	0	34,211
LEE KADRIC FORMER EMPLOYEE	40 00					X		152,564	0	20,492
AARON LOWE VICE PRESIDENT - GOVT AFFAIRS	48 00					X		152,242	0	39,733
MICHAEL BARRATT SR VP - MEETINGS	45 00					X		144,550	0	32,911
SCOTT LUCKETT VICE PRESIDENT - TECHNOLOGY	42 00					X		142,646	0	18,002
SUSAN KALISH SENIOR DIRECTOR - EDUCATION	40 00					X		120,432	0	32,633