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▶ Sponsoring organizations of donor advised funds, organizations that operate one or more hospital facilities, and certain controlling organizations as defined in section 512(b)(13) must file Form 990 (see instructions)

All other organizations with gross receipts less than \$200,000 and total assets less than \$500,000 at the end of the year may use this form

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

**A For the 2012 calendar year, or tax year beginning 01-01-2012 , and ending 12-31-2012**


<b>B</b> Check if applicable	<b>C</b> Name of organization COMMERCIAL REAL ESTATE WOMEN OF ST LOUIS		<b>D</b> Employer identification number 43-1585106
<input checked="" type="checkbox"/> Address change	Number and street (or P O box, if mail is not delivered to street address) Room/suite 2191 LEMAY FERRY ROAD		<b>E</b> Telephone number (314) 633-6714
<input type="checkbox"/> Name change	City or town, state or country, and ZIP + 4 ST LOUIS, MO 63125		<b>F</b> Group Exemption Number <input type="checkbox"/>
<input type="checkbox"/> Initial return			
<input type="checkbox"/> Terminated			
<input type="checkbox"/> Amended return			
<input type="checkbox"/> Application pending			

**G Accounting Method** ☐ Cash ☒ Accrual Other (specify) ☐ \_\_\_\_\_

**I Website:** ☐ WWW.CREWSTL.ORG

**J Tax-exempt status** (check only one) — ☐ 501(c)(3) ☒ 501(c)( 6) ☐ (insert no ) ☐ 4947(a)(1) or ☐ 527

**H** Check ☐ if the organization is **not** required to attach Schedule B (Form 990, 990-EZ, or 990-PF)

**K Check**  if the organization is not a section 509(a)(3) supporting organization or a section 527 organization **and** its gross receipts are normally **not** more than \$50,000. A Form 990-EZ or Form 990 return is not required though Form 990-N (e-postcard) may be required (see instructions). But if the organization chooses to file a return, be sure to file a complete return.

**L** Add lines 5b, 6c, and 7b, to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, line 25, column (B) below) are \$500,000 or more, file Form 990 instead of Form 990-EZ. ▶ \$ 108,864

**Part I**   **Revenue, Expenses, and Changes in Net Assets or Fund Balances** (see the instructions for Part I)

Check if the organization used Schedule O to respond to any question in this Part I ☒

Revenue	1	Contributions, gifts, grants, and similar amounts received	1	37,500
	2	Program service revenue including government fees and contracts	2	25,675
	3	Membership dues and assessments	3	43,635
	4	Investment income	4	1,184
	5a	Gross amount from sale of assets other than inventory	5a	
	b	Less cost or other basis and sales expenses	5b	
	c	Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)	5c	
	6	Gaming and fundraising events		
	a	Gross income from gaming (attach Schedule G if greater than \$15,000)	6a	
	b	Gross income from fundraising events (not including \$ 7,500 of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000)	6b	870
	c	Less direct expenses from gaming and fundraising events	6c	436
	d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)	6d	434
	7a	Gross sales of inventory, less returns and allowances	7a	
	b	Less cost of goods sold	7b	
c	Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)	7c		
8	Other revenue (describe in Schedule O)	8		
9	Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8	9	108,428	
Expenses	10	Grants and similar amounts paid (list in Schedule O)	10	6,000
	11	Benefits paid to or for members	11	
	12	Salaries, other compensation, and employee benefits	12	
	13	Professional fees and other payments to independent contractors	13	3,875
	14	Occupancy, rent, utilities, and maintenance	14	22
	15	Printing, publications, postage, and shipping	15	1,164
	16	Other expenses (describe in Schedule O)	16	86,278
	17	Total expenses. Add lines 10 through 16	17	97,339
Net Assets	18	Excess or (deficit) for the year (Subtract line 17 from line 9)	18	11,089
	19	Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)	19	102,436
	20	Other changes in net assets or fund balances (explain in Schedule O)	20	
	21	Net assets or fund balances at end of year Combine lines 18 through 20	21	113,525

Part II

Balance Sheets (see the instructions for Part II)

Check if the organization used Schedule O to respond to any question in this Part II

	(A) Beginning of year		(B) End of year
22 Cash, savings, and investments	110,384	22	131,253
23 Land and buildings		23	
24 Other assets (describe in Schedule O)	2,770	24	6,306
25 Total assets	113,154	25	137,559
26 Total liabilities (describe in Schedule O)	10,718	26	24,034
27 Net assets or fund balances (line 27 of column (B) must agree with line 21)	102,436	27	113,525

Part III

Statement of Program Service Accomplishments (see the instructions for Part III)

Check if the organization used Schedule O to respond to any question in this Part III

What is the organization's primary exempt purpose?

TO PROVIDE A COMMUNICATION NETWORK AMONG PROFESSIONALS IN THE FIELD OF COMMERCIAL REAL ESTATE (CRE), TO ENCOURAGE AND PROMOTE BUSINESS AND PROFESSIONAL OPPORTUNITIES FOR WOMEN IN THE FIELD OF CRE, TO PROVIDE ORGANIZATIONAL AND DEVELOPMENTAL SUPPORT TO MEMBERS AND POTENTIAL MEMBERS, TO FURTHER THE PROFESSIONAL DEVELOPMENT AND EXPERTISE OF THE MEMBERS THROUGH EDUCATIONAL OPPORTUNITIES, TO ESTABLISH AND ANNUALLY FUND A SCHOLARSHIP ENDOWMENT AND TO ESTABLISH A FUND TO SUPPORT CHARITABLE ENDEAVORS AS APPROVED BY THE BOARD, TO ACKNOWLEDGE AND PUBLICIZE THE ACCOMPLISHMENTS OF WOMEN IN THE FIELD OF CRE, TO PROMOTE THE HIGHEST PROFESSIONAL STANDARDS AMONG ITS MEMBERS

Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses. In a clear and concise manner, describe the services provided, the number of persons benefited, and other relevant information for each program title

28

A COMMUNICATION NETWORK IS PROVIDED THROUGH CREW NETWORK AND THE CREW WEBSITE MONTHLY PROGRAMS AND EVENTS ARE PROVIDED THAT PROMOTE BUSINESS AND PROFESSIONAL OPPORTUNITIES, PROVIDE ORGANIZATIONAL AND DEVELOPMENTAL SUPPORT, FURTHER PROFESSIONAL DEVELOPMENT AND EXPERTISE OF THE MEMBERS AND ACKNOWLEDGE AND PUBLICIZE THE ACCOMPLISHMENTS OF WOMEN IN THE FIELD OF CRE. DELEGATES AND MEMBERS ARE SENT TO MEETINGS AND CONVENTIONS AT THE NATIONAL LEVEL TO DEVELOP LEADERS THAT PROMOTE THE HIGHEST PROFESSIONAL STANDARDS. THE CHAPTER PROVIDES AN ANNUAL GOLF TOURNAMENT FOR THE BENEFIT OF THE CHARITABLE ORGANIZATION - SAFE CONNECTIONS AND TWO EVENTS ANNUALLY THAT REACH OUT TO HIGH SCHOOL AND COLLEGE WOMEN INTERESTED IN A CAREER IN CRE. SIX 1,000 SCHOLARSHIPS WERE AWARDED IN 2012 TO HIGH SCHOOL SENIORS INTERESTED IN THE FIELD OF CRE.

(Grants \$ ) If this amount includes foreign grants, check here

29

(Grants \$ ) If this amount includes foreign grants, check here

30

(Grants \$ ) If this amount includes foreign grants, check here

31

Other program services (describe in Schedule O)

(Grants \$ ) If this amount includes foreign grants, check here

32

Total program service expenses (add lines 28a through 31a)

Expenses

(Required for section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts, optional for others.)

Part IV

List of Officers, Directors, Trustees, and Key Employees (List each one even if not compensated (see the instructions for Part IV))

Check if the organization used Schedule O to respond to any question in this Part IV.

(a) Name and title	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
See Additional Data Table				

Form 990-EZ (2012)

Part V

Other Information (Note the Schedule A and personal benefit contract statement requirements in the instructions for Part V ) Check if the organization used Schedule O to respond to any question in this Part V

		Yes	No
33	Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O	33	No
34	Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O (see instructions)	34	No
35a	Did the organization have unrelated business gross income of \$1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?	35a	No
b	If "Yes," to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O	35b	
c	Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III	35c	No
36	Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N	36	No
37a	Enter amount of political expenditures, direct or indirect, as described in the instructions	37a	
b	Did the organization file Form 1120-POL for this year?	37b	No
38a	Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?	38a	No
b	If "Yes," complete Schedule L, Part II and enter the total amount involved	38b	
39	Section 501(c)(7) organizations Enter		
a	Initiation fees and capital contributions included on line 9	39a	
b	Gross receipts, included on line 9, for public use of club facilities	39b	
40a	Section 501(c)(3) organizations Enter amount of tax imposed on the organization during the year under section 4911, section 4912, section 4955		
b	Section 501(c)(3) and 501(c)(4) organizations Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	40b	
c	Section 501(c)(3) and 501(c)(4) organizations Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958		
d	Section 501(c)(3) and 501(c)(4) organizations Enter amount of tax on line 40c reimbursed by the organization		
e	All organizations At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T	40e	No
41	List the states with which a copy of this return is filed		
42a	The organization's books are in care of CREW NETWORK Telephone no (785) 832-1808 Located at 1201 WAKARUSA DRIVE SUITE D LAWRENCE, KS ZIP + 4 66049		
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If "Yes," enter the name of the foreign country See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.	42b	No
c	At any time during the calendar year, did the organization maintain an office outside the U S ? If "Yes," enter the name of the foreign country	42c	No
43	Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041—Check here and enter the amount of tax-exempt interest received or accrued during the tax year	43	
		Yes	No
44a	Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44a	No
b	Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ	44b	No
c	Did the organization receive any payments for indoor tanning services during the year?	44c	No
d	If "Yes," to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	44d	
45a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	45a	No
45b	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," Form 990 and Schedule R may need to be completed instead of Form 990-EZ (see instructions)	45b	No

		Yes	No
46	Did the organization engage, directly or indirectly, in political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I . . . . .		No

Part VI

Section 501(c)(3) organizations only

All section 501(c)(3) organizations must answer questions 47-49b and 52, and complete the tables for lines 50 and 51

Check if the organization used Schedule O to respond to any question in this Part VI ☐

		Yes	No
47	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 . . . . .		
48	Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E . . . . .		
49a	Did the organization make any transfers to an exempt non-charitable related organization? . . . . .		
49b	If "Yes," was the related organization a section 527 organization? . . . . .		

50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees and key employees) who each received more than \$100,000 of compensation from the organization If there is none, enter "None "

(a) Name and title of each employee paid more than \$100,000	(b) Average hours per week devoted to position	(c) Reportable compensation (Forms W-2/1099-MISC)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation

f Total number of other employees paid over \$100,000 . . . . .

51 Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization If there is none, enter "None "

(a) Name and address of each independent contractor paid more than \$100,000	(b) Type of service	(c) Compensation

d Total number of other independent contractors each receiving over \$100,000. . . . .

52 Did the organization complete Schedule A? **NOTE:** All Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A . . . . . ☒ Yes ☐ No

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	<input type="text"/>		2013-05-09			
	Signature of officer		Date			
Paid Preparer Use Only	Print/Type preparer's name		Preparer's signature MICHELE C HAMMANN CPA	Date 2013-05-09	Check <input type="checkbox"/> if self-employed	PTIN
	Firm's name <input type="text"/> SS&C SOLUTIONS INC				Firm's EIN <input type="text"/>	
	Firm's address <input type="text"/> 3320 CLINTON PARKWAY COURT SUITE 2 LAWRENCE, KS 66047				Phone no (785) 838-4484	
May the IRS discuss this return with the preparer shown above? See instructions . . . . . <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No						

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

2012

Open to Public Inspection

Name of the organization  
COMMERCIAL REAL ESTATE WOMEN  
OF ST LOUIS

Employer identification number  
  
43-1585106

Identifier	Return Reference	Explanation
GRANTS AND SIMILAR AMTS PAID TO INDIVIDUALS	FORM 990-EZ, PART I, LINE 10	6,000 0 0
OTHER EXPENSES	FORM 990-EZ, PART I, LINE 16	EXPENSES ADVERTISING 7,763 MEETING EXPENSES 3,235 INSURANCE 415 MEMBERSHIP EXPENSES 27,940 PROGRAM EXPENSES 23,808 SUPPLIES & MISC EXPENSE 286 WEB & COMPUTER EXPENSES 420 NATIONAL SPONSORSHIP 2,000 TRAVEL 5,950 BOARD EXPENSES 983 LEGAL EXPENSES 10 BANK FEES 1,666 FLOWERS/GIFTS 275 ADMINISTRATION EXPENSES 8,239 POSTAGE EXPENSE 251 SUPPLIES 62 DUES & SUBSCRIPTIONS 600 CHARITABLE CONTRIBUTIONS 2,375 TOTAL 86,278
OTHER ASSETS	FORM 990-EZ, PART II, LINE 24	ACCOUNTS RECEIVABLE 2,770 4,356 PREPAID EXPENSES AND DEFERRED CHARGES 0 1,950 TOTAL 2,770 6,306
OTHER LIABILITIES	FORM 990-EZ, PART II, LINE 26	ACCOUNTS PAYABLE AND ACCRUED EXPENSES 632 4,623 DEFERRED REVENUE 71 71 PREPAID DUES 6,115 8,140 PREPAID SPONSORSHIP REVENUE 2,900 11,200 ACCRUED EXPENSES 1,000 0
PRIMARY EXEMPT PURPOSE	FORM 990-EZ, PART III	TO PROVIDE A COMMUNICATION NETWORK AMONG PROFESSIONALS IN THE FIELD OF COMMERCIAL REAL ESTATE (CRE), TO ENCOURAGE AND PROMOTE BUSINESS AND PROFESSIONAL OPPORTUNITIES FOR WOMEN IN THE FIELD OF CRE, TO PROVIDE ORGANIZATIONAL AND DEVELOPMENTAL SUPPORT TO MEMBERS AND POTENTIAL MEMBERS, TO FURTHER THE PROFESSIONAL DEVELOPMENT AND EXPERTISE OF THE MEMBERS THROUGH EDUCATIONAL OPPORTUNITIES, TO ESTABLISH AND ANNUALLY FUND A SCHOLARSHIP ENDOWMENT AND TO ESTABLISH A FUND TO SUPPORT CHARITABLE ENDEAVORS AS APPROVED BY THE BOARD, TO ACKNOWLEDGE AND PUBLICIZE THE ACCOMPLISHMENTS OF WOMEN IN THE FIELD OF CRE, TO PROMOTE THE HIGHEST PROFESSIONAL STANDARDS AMONG ITS MEMBERS
FIRST ACCOMPLISHMENT	FORM 990-EZ, PART III, LINE 28	A COMMUNICATION NETWORK IS PROVIDED THROUGH CREW NETWORK AND THE CREW WEBSITE MONTHLY PROGRAMS AND EVENTS ARE PROVIDED THAT PROMOTE BUSINESS AND PROFESSIONAL OPPORTUNITIES, PROVIDE ORGANIZATIONAL AND DEVELOPMENTAL SUPPORT, FURTHER PROFESSIONAL DEVELOPMENT AND EXPERTISE OF THE MEMBERS AND ACKNOWLEDGE AND PUBLICIZE THE ACCOMPLISHMENTS OF WOMEN IN THE FIELD OF CRE DELEGATES AND MEMBERS ARE SENT TO MEETINGS AND CONVENTIONS AT THE NATIONAL LEVEL TO DEVELOP LEADERS THAT PROMOTE THE HIGHEST PROFESSIONAL STANDARDS THE CHAPTER PROVIDES AN ANNUAL GOLF TOURNAMENT FOR THE BENEFIT OF THE CHARITABLE ORGANIZATION - SAFE CONNECTIONS AND TWO EVENTS ANNUALLY THAT REACH OUT TO HIGH SCHOOL AND COLLEGE WOMEN INTERESTED IN A CAREER IN CRE SIX 1,000 SCHOLARSHIPS WERE AWARDED IN 2012 TO HIGH SCHOOL SENIORS INTERESTED IN THE FIELD OF CRE

**TY 2012 Compensation Explanation**

**Name:** COMMERCIAL REAL ESTATE WOMEN  
OF ST LOUIS












**EIN:** 43-1585106

Person Name	Explanation
ANN SCHMELZLE	
AMY MISTLER	
COLLEEN WEST	
REBEKAH BAHN	
LAURA VALENTI	
ANGIE EARLYWINE	
MONICA CONNERS	
STACEY HUDSON	
MERRI M CROSS	
TRACY HOWREN	
CHERYL MUNIZ	

Additional Data

Software ID:  
Software Version:  
EIN: 43-1585106  
Name: COMMERCIAL REAL ESTATE WOMEN  
OF ST LOUIS

Form 990EZ, Part IV - List of Officers, Directors, Trustees, and Key Employees

(a) Name and title	(b) Average hours per week devoted to position	(c)Reportable compensation (Forms W-2/1099-MISC) (if not paid, enter -0-)	(d) Health benefits, contributions to employee benefit plans, and deferred compensation	(e) Estimated amount of other compensation
ANN SCHMELZLE  PAST PRESIDE	5 00	0		
AMY MISTLER  PRESIDENT	5 00	0		
COLLEEN WEST  DIRECTOR	5 00	0		
REBEKAH BAHN  SECRETARY	5 00	0		
LAURA VALENTI  TREASURER	5 00	0		
ANGIE EARLYWINE  PRESIDENT EL	5 00	0		
MONICA CONNERS  DIRECTOR	5 00	0		
STACEY HUDSON  DIRECTOR	5 00	0		
MERRI M CROSS  NATIONAL DEL	5 00	0		
TRACY HOWREN  DIRECTOR	5 00	0		
CHERYL MUNIZ  DIRECTOR	5 00	0		