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Department of the Treasury Intgrnal Revenue Service

# Return of Organization Exempt From Income Tax Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung

benefit trust or private foundation)

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

OMB No 1545-0047

Open to Public Inspection

A I	or the	e 2012 calendar year, or tax year beginning and	ending		
B	Check if	C Name of organization HAMPTON ROADS ASSOCIATION FOR COMMERC	<del></del>	D Employer identifi	cation number
	Addre chang	S REAL ESTATE			
	Name chang	Doing Business As		54-1	648222
	Initial return	Number and street (or P.O. box if mail is not delivered to street address)	Room/suite	E Telephone numbe	er
<u> </u>	Terminated Amen		B	(757	)481-2494
<u> </u>	return	City, town, or post office, state, and ZIP code		G Gross receipts \$	346,436.
	Application pendic	na		H(a) Is this a group r	
		F Name and address of principal officer.	OTT 173	for affiliates?	Yes X No
-		4665 SOUTH BLVD, SUITE B, VIRGINIA BEA		H(b) Are all affiliates in	
		empt status: $\boxed{}$ 501(c)(3) $\boxed{}$ 501(c) ( $\boxed{}$ 6 ) $\boxed{}$ (insert no.) $\boxed{}$ 4947(a)(1) of the: $\boxed{}$ N/A	or 527	1,	list (see instructions)
		organization: X Corporation Trust Association Other	I. Voor	H(c) Group exemption	
	art I	Summary	L Year	or formation: 1993	M State of legal domicile: VA
			DUCATE	AND INFORM	ਸਮਾ ਸਮਾ
Activities & Governance					IES OF
rna		Check this box If the organization discontinued its operations or dispose			
o e		Number of voting members of the governing body (Part VI, line 1a)		3	39
ত		Number of independent voting members of the governing body (Part VI, line 1b)		4	39
es	5	Total number of individuals employed in calendar year 2012 (Part V, line 2a)		5	0
ĭŧ	6	Total number of volunteers (estimate if necessary)		6	0
Acti	7 a	Total unrelated business revenue from Part VIII, column (C), line 12-11.		7a	0.
	b	Net unrelated business taxable income from Form 990-T, line 34-2-17-17-18		. 7b	0.
மூர	ļ	<u>ဖွ</u>	SSC-SE	Prior Year	Current Year
Menue Constant		Contributions and grants (Part VIII, line 1h) Program service revenue (Part VIII, line 2g)	Ö   _	120,885.	127,845.
				163,835.	147,955.
<b>36</b>		Investment income (Part VIII, column (A), lines 3, 4 and 76)	」 <sup>™</sup>	0.	822.
( <u>r)</u> h n		Other revenue (Part VIII, column (A), lines 5, 6d, 8d, 9c, (Octand) (19)	<u> </u>	54,586.	44,373.
	I —	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)		339,306.	320,995.
NOC		Grants and similar amounts paid (Part IX, column (A), lines 1-3)		0.	0.
		Benefits paid to or for members (Part IX, column (A), line 4) Salaries, other componenties, ampleyes benefits (Part IX, column (A), lines 5.10)	-	2,292.	1,578.
)		Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) Professional fundraising fees (Part IX, column (A), line 11e)	-	0.	0.
© Gen		Total fundraising expenses (Part IX, column (A), line 25)	o.  -	<u> </u>	0.
\$103 Ext		Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	<del></del>	310,780.	293,274.
ಡೌ		Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)		313,072.	294,852.
		Revenue less expenses Subtract line 18 from line 12		26,234.	26,143.
es <u>s</u>			Ве	ginning of Current Year	End of Year
Assets or Balances	20	Total assets (Part X, line 16)		123,756.	172,613.
d As	21	Total liabilities (Part X, line 26)		7,523.	30,237.
Net A Fund		Net assets or fund balances Subtract line 21 from line 20		116,233.	142,376.
	art II	Signature Block			
		ilties of perjury, I declare that I have examined this return, including accompanying schedule			y knowledge and belief, it is
true	, correc	t, and complete. Declaration of preparer (other than officer) is based on all information of wh	nich preparei	<del></del>	1
		Signature of officer			1 13
Sig		l'	-0 - n -		
Her	е	ANN K. CRENSHAW, SECRETARY T	KEHS	SURER	
		Print/Type preparer's name  Preparer's signature	<del></del>	Date Check	TI PTIN
Paid	1	RISE FLENNER		MAY 0 7 2013 self-employ	P00476389
	- parer	Firm's name DIXON HUGHES GOODMAN LLP		Firm's EIN	56-0747981
	Only	Firm's address 440 MONTICELLO AVE, SUITE 1400		THITSEIN	JU 0/3/JUL
	•	NORFOLK, VA 23510		Phone no. 7	57.624.5100
Ma	/ the II	RS discuss this return with the preparer shown above? (see instructions)		1	X Yes No
	01 12-1		ons.		Form <b>990</b> (2012)

SEE SCHEDULE O FOR ORGANIZATION MISSION STATEMENT CONTINUATION

<u>Form</u>	990 (2012) REAL ESTATE 54-16	48222	Page 2
Par	t III Statement of Program Service Accomplishments		-
	Check if Schedule O contains a response to any question in this Part III		<u> </u>
1.	Briefly describe the organization's mission:		
	TO EDUCATE AND INFORM THE COMMERCIAL REAL ESTATE INDUSTRY AND	OTHER	
	INTERESTED PARTIES OF IMPORTANT TIMELY REAL ESTATE ISSUES.		
2	Did the organization undertake any significant program services during the year which were not listed on		
	the prior Form 990 or 990-EZ?	Yes	X No
	If "Yes," describe these new services on Schedule O.		110
3	Did the organization cease conducting, or make significant changes in how it conducts, any program services?	Voc	X No
Ü	If "Yes," describe these changes on Schedule O	163	LAAL NO
4	·		
4	Describe the organization's program service accomplishments for each of its three largest program services, as measured to	• .	
	Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total	expenses, a	and
	revenue, if any, for each program service reported.		
4a	(Code) (Expenses \$		)
	REGULAR LUNCHEON MEETINGS HAVE BEEN HELD TO KEEP MEMBERS CURR	ENT ON	
	COMMERCIAL REAL ESTATE ISSUES		
4b	(Code ) (Expenses \$ including grants of \$ ) (Revenue \$		
	MIX N MINGLE, OYSTER ROAST AND OTHER ACTIVITIES HAVE BEEN HEL	OT C	
	PROVIDE NETWORKING OPPORTUNITIES FOR THE MEMBERS		
		<del></del>	
4c	(Code) (Expenses \$including grants of \$) (Revenue \$		)
	AWARDS PROGRAMS WERE CONDUCTED TO RECOGNIZE OUTSTANDING ACHIE	VEMENT	OR
	CONTRIBUTION TO THE COMMERCIAL REAL ESTATE INDUSTRY		
4-4	Other pregram convers (December in Schedule O.)	-	
4d	Other program services (Describe in Schedule O)	,	
	(Expenses \$ including grants of \$ ) (Revenue \$		<del></del>
<u> 4e</u>	Total program service expenses ►	E 0	00 (0010)

Page 3

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)?	_		v
_	If "Yes," complete Schedule A	1		X
	Is the organization required to complete Schedule B, Schedule of Contributors	2		
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3		х
4	Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect			
_	during the tax year? If "Yes," complete Schedule C, Part II	4		<del></del>
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	х	
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		X
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7		х
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete	<u> </u>		
	Schedule D, Part III	8_		_ X
9	Did the organization report an amount in Part X, line 21, for escrow or custodial account liability; serve as a custodian for			
	amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services?			x
^	If "Yes," complete Schedule D, Part IV	9		
0	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		х
1	If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VIII, IX, or X			1
	as applicable			
а	Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D,			
	Part VI	11a	Х	
b	Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total			3,5
	assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b		X
С	Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total	١		x
	assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c		<u> </u>
a	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	Х	
e	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	Х	
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		X
l2a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete	١		<sub>v</sub>
	Schedule D, Parts XI and XII	12a	<b></b>	X
D	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 and XII is optional	405		x
3	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	12b		X
ادا  4a	Did the organization maintain an office, employees, or agents outside of the United States?	13 14a	ļ	X
	Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business,	174		<del></del> -
_	investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000			
	or more? If "Yes," complete Schedule F, Parts I and IV	14b	l	x
5	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization			
	or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV	15		Х
6	Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals			l
	located outside the United States? If "Yes," complete Schedule F, Parts III and IV	16	<u> </u>	X
7	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		х
8	Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines	<b>-''</b> -		<u>├</u>
. •	1c and 8a? If "Yes," complete Schedule G, Part II	18		х
19	Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes,"			
	complete Schedule G, Part III	19	<u> </u>	X
	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a	<u> </u>	Х
<u>b</u>	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	000	
		Form	990	(2012)

Form 990 (2012) REAL ESTATE
Part IV Checklist of Required Schedules (continued)

cation report more than \$5,000 of grants and other assistance to any government or organization in the on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and III zation report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, at 2? If "Yes," complete Schedule I, Parts I and III zation answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current licers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete zation have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete "No", go to line 25 zation invest any proceeds of tax-exempt bonds beyond a temporary period exception? zation maintain an escrow account other than a refunding escrow at any time during the year to defease at bonds? zation act as an "on behalf of" issuer for bonds outstanding at any time during the year? (a)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person in a prior year, and action has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete zat I	21 22 23 24a 24b 24c 24d	Yes	X X X
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ation aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and action has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete			
art I			
· · ·	25b		
or by a current or former officer, director, trustee, key employee, highest compensated employee, or disqualifie	d l	1	
nding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II	26		X
zation provide a grant or other assistance to an officer, director, trustee, key employee, substantial			,
employee thereof, a grant selection committee member, or to a 35% controlled entity or family member			X
e persons? If "Yes," complete Schedule L, Part III	27		
ization a party to a business transaction with one of the following parties (see Schedule L, Part IV rapplicable filing thresholds, conditions, and exceptions).			
rmer officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a	. 1	* X
per of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b		X
nich a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer,			
ee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c		X
zation receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29		Х
zation receive contributions of art, historical treasures, or other similar assets, or qualified conservation	İ		
If "Yes," complete Schedule M	30		Х
zation liquidate, terminate, or dissolve and cease operations?			
lete Schedule N, Part I	31		Х
zation sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete lart II			х
zation own 100% of an entity disregarded as separate from the organization under Regulations	32		
7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I	33		х
	-50		
nization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and	34		Х
nization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and .	35a		X
nization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and . zation have a controlled entity within the meaning of section 512(b)(13)?			-
	35b		
zation have a controlled entity within the meaning of section 512(b)(13)?  35a, did the organization receive any payment from or engage in any transaction with a controlled entity aning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2	36		
zation have a controlled entity within the meaning of section 512(b)(13)? 35a, did the organization receive any payment from or engage in any transaction with a controlled entity			
zation have a controlled entity within the meaning of section 512(b)(13)?  35a, did the organization receive any payment from or engage in any transaction with a controlled entity aning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2  )(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization?			X
zation have a controlled entity within the meaning of section 512(b)(13)?  35a, did the organization receive any payment from or engage in any transaction with a controlled entity aning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2  (3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? lete Schedule R, Part V, line 2	37		
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Page 5

Plant V   Statements Regarding Other IRS Fillings and Tax Compliance   Check ris Schedulo Co-chans a response to any question in the Part V   1   1   1   0   1   0   1   0   1   0   1   0   1   0   0		990 (2012) REAL ESTATE		54-1648	222	Р	age <b>5</b>
a Enter the number reported in Box 3 of Form 1096, Enter 0 if not applicable  Deter the number of Forms W-26 included in line 1a. Enter 0 if not applicable  Deter the organization comply with backup withholding rules for reportable payments to vendors and reportable gamining (gambining) with movings to prize womens?  2a Enter the number of employees reported on Form W-3. Transmittal of Wage and Tax Statements, lifed for the calendar year ending with organization file at required federal employment tax returns?  Note. If the sum of lines 1 and 2 is greater than 250, you may be required to 6-file pen instructions?  All I was not lines 1 and 2 is greater than 250, you may be required to 6-file pen instructions (and 2 is greater than 250, you may be required to 6-file pen instructions)  3a Dot the organization have unrelated business gross income of \$1,000 or more during the year?  3b If Yes, * enter the name of the foreign country. If W-1, * * provide an explanation on Schedule O  4a At any time during the calendar year, did the organization have an interest in, or a signiture or other authority over, a francial society of for this year? If W-1, * provide an explanation on Schedule O  4a At any time during the calendar year, did the organization have an interest in, or a signiture or other authority over, a francial society of the program or outhry (such as a shark account, security account in a foreign country (such as a shark account, security account in a foreign country (such as a shark account, security account in a foreign country (such as a shark account security account in a foreign country (such as a shark account security account in a foreign country (such as a shark account security account in a foreign country (such as a shark account security account in a foreign country (such as a shark account security accountry).  5a Was the organization have a probabled tax shelter transaction at any time during the tax year?  5b D of the organization have a probable data shelter transaction at any time during the	Par	t V Statements Regarding Other IRS Filings and Tax Compliance					
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b Enter the number of Forms W-20 included in line 1a. Enter 6-if not applicable	•			_		Yes	No
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b Dd any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?  c if "Yes," to line 5a or 5b, did the organization file Form 88867?  a Does the organization that were not tax deductible as charitable contributions?  b if "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?  7 Organizations that may receive deductible contributions under section 170(c).  a Did the organization express of \$75 made partly as a contribution and partly for goods and services provided to the payor?  b if "Yes," did the organization notify the donor of the value of the goods or services provided?  c Did the organization self, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?  d if "Yes," indicate the number of Forms 8282 filed during the year  e Did the organization received a contribution of qualified intellectual property, did the organization file a Form 1988-0"  f) If the organization received a contribution of cars, botas, simplanes, or other vehicles, did the organization file a Form 1988-0"  77 The speniar organization received a contribution of cars, botas, simplanes, or other vehicles, did the organization file a Form 1988-0"  8 Spensoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organizations maintaining donor advised funds.  a Did the organization make any taxable distributions under section 4966?  b Did the organization make any taxable distributions under section 4966?  b Cross income from members or shareholders  a Gross income from members or shareholders  b Gross income from members or shareholders  c Gross income from members or shareholders  a Intiation fees and capital contributions included on Part VIII, line 12  b Gross receipts, included on Form 990, Part VIII, line 12  c Gross receipts, included on Form 990, Part VIII, line 12, for public use of club f	52				5a		l x
c if Yes,* to line 5a or 5b, did the organization file Form 888617?  8a 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 as charactable contributions?  b if Yes,* did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?  7b Organizations that may receive deductible contributions under section 170(c).  a Did the organization receive a payment in excess of \$575 made partly as a contribution and partly for goods and services provided to the payor?  b if Yes,* did the organization notify the donor of the value of the goods or services provided?  c Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?  f Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?  f If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?  h If the organization received a contribution of qualified intellectual property, did the organization file a Form 1098-C?  8 Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting organization make any taxable distributions under section 4966?  9 Sponsoring organizations maintaining donor advised funds.  a Did the organization make any taxable distributions under section 4966?  bid the organization make a distribution to a donor, donor advisor, or related person?  9 Sponsoring organizations. Enter:  a Intustion fees and capital contributions included on Part VIII, line 12  b If Yes,* enter the amount of tax-exempt interest received or accrued duming the year  10 Section 501(c)(12) organizations. Enter:  a Is the organization or exempt charitable trusts. Is the organization filing form 990 in lieu of Form 1041?  b If Yes,* enter the amount of reserves the org							
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a Did the organization make any taxable distributions under section 4966? b Did the organization make a distribution to a donor, donor advisor, or related person?  Section 501(c)(7) organizations. Enter: a Initiation fees and capital contributions included on Part VIII, line 12 b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities  10b  Section 501(c)(12) organizations. Enter: a Gross income from members or shareholders b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)  12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? b If "Yes," enter the amount of tax-exempt interest received or accrued during the year  13 Section 501(c)(29) qualified nonprofit health insurance issuers. a Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O. b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans c Enter the amount of reserves on hand  13b  13b  14a X  14b  15f "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	۵		it uny timo o	aring the year		<del>                                     </del>	* .
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Initiation fees and capital contributions included on Part VIII, line 12  b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities  10b  Section 501(c)(12) organizations. Enter  a Gross income from members or shareholders  b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)  12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?  b If "Yes," enter the amount of tax-exempt interest received or accrued during the year  13 Section 501(c)(29) qualified nonprofit health insurance issuers.  a Is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O.  b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13b  13c  Little 10a  11a  11b  12a  12a  13a  13a  13a  13a  13b  13b  13b  13		•					†
a Initiation fees and capital contributions included on Part VIII, line 12 b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities  10b  Section 501(c)(12) organizations. Enter a Gross income from members or shareholders b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)  12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? b If "Yes," enter the amount of tax-exempt interest received or accrued during the year  13 Section 501(c)(29) qualified nonprofit health insurance issuers. a Is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O. b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans c Enter the amount of reserves on hand 13c  14a Did the organization receive any payments for indoor tanning services during the tax year? b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	_						1.8
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities  10b  11 Section 501(c)(12) organizations. Enter  a Gross income from members or shareholders  b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)  12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?  b If "Yes," enter the amount of tax-exempt interest received or accrued during the year  13 Section 501(c)(29) qualified nonprofit health insurance issuers.  a Is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O.  b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13b  13c  14a X  b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		* * * * *	10a				1 1 1 1
a Gross income from members or shareholders b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)  12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? b if "Yes," enter the amount of tax-exempt interest received or accrued during the year  13 Section 501(c)(29) qualified nonprofit health insurance issuers. a Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O. b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans c Enter the amount of reserves on hand  13b  13c  14a X  b if "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O					1		\ \ \ \
a Gross income from members or shareholders b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)  12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? b If "Yes," enter the amount of tax-exempt interest received or accrued during the year  13 Section 501(c)(29) qualified nonprofit health insurance issuers. a Is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O. b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans c Enter the amount of reserves on hand 13b 13c 14a Did the organization receive any payments for indoor tanning services during the tax year? b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		·	100		İ		٠
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)  12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?  12a b If "Yes," enter the amount of tax-exempt interest received or accrued during the year  13 Section 501(c)(29) qualified nonprofit health insurance issuers.  a Is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O.  b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13b 13c 14a X  b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.  14b			112				
amounts due or received from them)  12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?  b If "Yes," enter the amount of tax-exempt interest received or accrued during the year  13 Section 501(c)(29) qualified nonprofit health insurance issuers.  a Is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O.  b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13b  13c  14a X  b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O			11.6		1	Į.	:
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13 Section 501(c)(29) qualified nonprofit health insurance issuers.  a is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O.  b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13b  13c  14a  X  b if "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O  14b					120	1	
a Is the organization licensed to issue qualified health plans in more than one state?  Note. See the instructions for additional information the organization must report on Schedule O.  b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13b  13c  14a		•	IZU		1	1	
Note. See the instructions for additional information the organization must report on Schedule O.  b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13c  14a Did the organization receive any payments for indoor tanning services during the tax year?  b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O  14b					12-	+	+
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13c  14a Did the organization receive any payments for indoor tanning services during the tax year?  b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O  14b	а				138	<del> </del> -	+
organization is licensed to issue qualified health plans  c Enter the amount of reserves on hand  13c  14a Did the organization receive any payments for indoor tanning services during the tax year?  b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O  14b		•					1
c Enter the amount of reserves on hand  13c  14a Did the organization receive any payments for indoor tanning services during the tax year?  b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O  14b	b	- · · · · · · · · · · · · · · · · · · ·	1406		ļ		
14a Did the organization receive any payments for indoor tanning services during the tax year?  b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O  14b					1	}	
b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		·	13C		44:	+	Y
			ulo O			+	+^
	<u></u> b	if thes, has it filed a Form 720 to report these payments? If two, provide an explanation in Sched	uie O	<del></del>		ח ססר	) (2012

Form 990 (2012) REAL ESTATE

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Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

٠.	Check if Schedule O contains a response to any question in this Part VI					<u>X</u>					
Sec <sup>.</sup>	tion 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	3	9							
	If there are material differences in voting rights among members of the governing body, or if the governing					ì					
	body delegated broad authority to an executive committee or similar committee, explain in Schedule O.										
b	Enter the number of voting members included in line 1a, above, who are independent	1b	3	9							
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship	ip with	any other	7		<b>!</b> ;					
	officer, director, trustee, or key employee?			2		X					
3	Did the organization delegate control over management duties customarily performed by or under the	ne direc	ct supervision								
	of officers, directors, or trustees, or key employees to a management company or other person?		·	з		Х					
4	Did the organization make any significant changes to its governing documents since the prior Form	990 wa	s filed?	4		Х					
5	Did the organization become aware during the year of a significant diversion of the organization's as			5		Х					
6	Did the organization have members or stockholders?										
7a	Did the organization have members, stockholders, or other persons who had the power to elect or a	ppoint	one or								
	more members of the governing body?	•		7a		Х					
b	Are any governance decisions of the organization reserved to (or subject to approval by) members,	stockh	olders, or								
	persons other than the governing body?		,	7b		x					
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the ye	ar by th	e following:								
	The governing body?	•	J	8a	X						
	Each committee with authority to act on behalf of the governing body?			8b	Х						
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be rea	ached	at the			<u> </u>					
_	organization's mailing address? If "Yes," provide the names and addresses in Schedule O										
Sec	tion B. Policies (This Section B requests information about policies not required by the Internal R	ìevenu	e Code )			Х					
			,		Yes	No					
10a	Did the organization have local chapters, branches, or affiliates?			10a		X					
	If "Yes," did the organization have written policies and procedures governing the activities of such c	hapter	s, affiliates,								
	and branches to ensure their operations are consistent with the organization's exempt purposes?										
11a	1a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?										
b	<b>b</b> Describe in Schedule O the process, if any, used by the organization to review this Form 990.										
12a											
b	b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?										
C	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "1	Yes," d	escnbe								
	ın Schedule O how this was done			12c		ļ .					
13	Did the organization have a written whistleblower policy?			13		Х					
14	Did the organization have a written document retention and destruction policy?			14		X					
15	Did the process for determining compensation of the following persons include a review and approve	al by II	ndependent								
	persons, comparability data, and contemporaneous substantiation of the deliberation and decision?	?		-0 000-							
а	The organization's CEO, Executive Director, or top management official .			15a	<u></u>	X					
b	Other officers or key employees of the organization			15b		X					
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).										
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrange	ment v	vith a								
	taxable entity during the year?			16a		Х					
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate	ate its i	participation	- 1							
	in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organic	anızatıc	n's	1							
	exempt status with respect to such arrangements?			16b		<u> </u>					
Sec	tion C. Disclosure										
17	List the states with which a copy of this Form 990 is required to be filed ► NONE										
18	Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-	T (Sec	tion 501(c)(3)s only	) avaılal	ole						
	for public inspection Indicate how you made these available. Check all that apply										
	Own website Another's website X Upon request Other (explain		•								
19	Describe in Schedule O whether (and if so, how), the organization made its governing documents, c	onflict	of interest policy,	and fina	ncıal						
	statements available to the public during the tax year										
20	State the name, physical address, and telephone number of the person who possesses the books a	and rec	ords of the organi	zation.	<b>-</b>						
	EXECUTIVE ADMINISTRATOR - (757) 481-2494	1 7 4									
23200	1818 SHERINGHAM WEST, VIRGINIA BEACH, VA 23454-31	T7T									

12-10-12

Form 990 (2012) REAL ESTATE 54-16

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

Employees, and Independent Contractors

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

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

- 1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.
- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
  - List all of the organization's current key employees, if any. See instructions for definition of "key employee."
- List the organization's five current highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

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

(A)	(B)			(C Pos	C) ition			(D)	(E)	(F)
Name and Title	Average hours per week	offic	,unle ceran	ss pe	rson	than s both or/trus	han	Reportable compensation from	Reportable compensation from related	Estimated amount of other
	(list any hours for related organizations below line)	Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	the organization (W-2/1099-MISC)	organizations (W-2/1099-MISC)	compensation from the organization and related organizations
(1) SEE SCHEDULE ATTACHED	0.00							0.	0.	0
										-
									-	-
*										
					-					
	-									•
									",	
								***		
		1		<u> </u>				L	i .	

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Form 990 (2012) REAL EST.							_		54-16	48	222	Pa	age 8
Part VII Section A. Officers, Directors, Trus		ploy	ees			ighe	st C	ompensated Employe	es (continued)				
(A) Name and title	(B) Average hours per week	box offic	not c , unle	Pos heck ss pe	more rson	than is bot or/trus	h an	(D) Reportable compensation from	from related	Reportable E compensation a from related			ed of
	(list any hours for related organizations below line)	Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former	the organization (W-2/1099-MISC)	organizations (W-2/1099-MIS		fro orga and	oensa om the anizati i relate nizatie	e Ion ed
<del>.</del>		_			_	-							
											<del></del>		
		1											
1b Sub-total c Total from continuation sheets to Part V	Il Section A					<b>&gt;</b>		0.		0.			0.
d Total (add lines 1b and 1c)						<u> </u>		0.		0.			0.
Total number of individuals (including but in compensation from the organization	not limited to th	nose	liste	ed a	bov	e) w	no r	eceived more than \$100	),000 of reportable		Ī	Yes	0 No
3 Did the organization list any former officer line 1a? If "Yes," complete Schedule J for s			e, ke	ey eı	mplo	oyee	, or	highest compensated e	mployee on		3	103	x
4 For any individual listed on line 1a, is the s and related organizations greater than \$15	um of reportab	le c						•	the organization		4		х
5 Did any person listed on line 1a receive or rendered to the organization? If "Yes," con							elat	ted organization or indiv	idual for services		5		х
Section B. Independent Contractors  1 Complete this table for your five highest co	ompensated in	dep	ende	ent d	cont	racto	ors 1	that received more than	\$100,000 of com	pens	ation f	rom	
the organization Report compensation for	the calendar y	ear	<u>end</u>	ing v	vith	or w	ıthı		year.				
(A) Name and business	address	N	ON	E				(B) Description of	services	С	(Compe		n
		-											
	<del></del>												
··													
	<del> </del>												
2 Total number of independent contractors ( \$100,000 of compensation from the organ		not li	mite	ed to		se li	sted	d above) who received r	nore than				
									<del> </del>		Form '	990 (	2012)

REAL ESTATE 54-1648222 Form 990 (2012) Page 9 Part VIII Statement of Revenue Check if Schedule O contains a response to any question in this Part VIII (**D)**Revenue excluded from tax under sections 512, 513, or 514 (B) Related or Unrelated Total revenue exempt function business revenue revenue Contributions, Giffs, Grants and Other Similar Amounts Federated campaigns 1a 127,845 1b Membership dues c Fundraising events 10 d Related organizations e Government grants (contributions) 1e f All other contributions, gifts, grants, and similar amounts not included above g Noncash contributions included in lines 1a-1f \$ 127,845 h Total. Add lines 1a-1f Business Code 2 a NETWORKING FUNCTIONS 58,580 58,580 Program Service Revenue 44,220. 44,220 LUNCHEON PROGRAMS 30,660. DESIGN AWARDS 30,660 DEALS AWARDS 14,495. 14,495 All other program service revenue 147,955. Total. Add lines 2a-2f ▶ Investment income (including dividends, interest, and 822 822 other similar amounts) Income from investment of tax-exempt bond proceeds Royalties (i) Real (II) Personal 6 a Gross rents b Less: rental expenses v,ž c Rental income or (loss) d Net rental income or (loss) 7 a Gross amount from sales of (i) Securities (II) Other assets other than inventory b Less. cost or other basis and sales expenses c Gain or (loss) d Net gain or (loss) 8 a Gross income from fundraising events (not Other Revenue including \$ contributions reported on line 1c). See 46,905 Part IV, line 18 25,441. b Less: direct expenses 21,464 21,464 c Net income or (loss) from fundraising events 9 a Gross income from gaming activities. See Part IV, line 19 b Less. direct expenses c Net income or (loss) from gaming activities 10 a 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** 22,909 22,909 MISCELLANEOUS d All other revenue 22,909. Total. Add lines 11a-11d 320,995. 171,686. O. 21,464.

232009 12-10-12

Total revenue. See instructions.

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Part IX Statement of Functional Expenses

Secti	Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).									
<u>.                                    </u>	Check if Schedule O contains a response to any question in this Part IX									
	not include amounts reported on lines 6b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	( <b>D)</b> Fundraising expenses					
1	Grants and other assistance to governments and									
	organizations in the United States. See Part IV, line 21									
2	Grants and other assistance to individuals in									
	the United States. See Part IV, line 22				ļ					
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									
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	<del></del>								
8	Pension plan accruals and contributions (include									
_	section 401(k) and 403(b) employer contributions)									
9	Other employee benefits	1 570								
10	Payroll taxes	1,578.			<u> </u>					
11	Fees for services (non-employees):									
	Management	150.								
	Legal	3,661.								
	Accounting Lobbying	3,001.								
	Professional fundraising services. See Part IV, line 17									
f	Investment management fees	<u></u> -								
g	//r 44									
3	column (A) amount, list line 11g expenses on Sch O.)									
12	Advertising and promotion		-							
13	Office expenses									
14	Information technology		. ,							
15	Royalties				-					
16	Occupancy	14,420.								
17	Travel									
18	Payments of travel or entertainment expenses									
	for any federal, state, or local public officials									
19	Conferences, conventions, and meetings									
20	Interest	0.205								
21	Payments to affiliates	2,397.								
22	Depreciation, depletion, and amortization									
23	Insurance									
24	Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A)				; ;					
а	amount, list line 24e expenses on Schedule 0.)  ADMINISTRATIVE SUPPORT	94,243.								
a h	CATERING EXPENSE	46,953.	·							
	VECTRE DUES	26,090.								
d	PRINTING	25,598.								
_	All other expenses SEE SCH O	79,762.			<del> </del>					
25	Total functional expenses. Add lines 1 through 24e	294,852.								
26	Joint costs. Complete this line only if the organization	• • •								
	reported in column (B) joint costs from a combined									
	educational campaign and fundraising solicitation.									
	Check here if following SOP 98-2 (ASC 958-720)									

Form 990 (2012)

Part X | Balance Sheet REAL ESTATE

Pai	LA	Balance Sneet			<u></u>
		Check if Schedule O contains a response to any question in this Part X			
•			(A) Beginning of year		<b>(B)</b> End of year
	1	Cash - non-interest-bearing	3,230.	1	13,103.
	2	Savings and temporary cash investments	106,220.	2	127,002.
	3	Pledges and grants receivable, net		3	
	4	Accounts receivable, net	4,725.	4	12,320.
	5	Loans and other receivables from current and former officers, directors,			
		trustees, key employees, and highest compensated employees. Complete			
		Part II of Schedule L		5	
	6	Loans and other receivables from other disqualified persons (as defined under			
		section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing			
		employers and sponsoring organizations of section 501(c)(9) voluntary			
		employees' beneficiary organizations (see instr) Complete Part II of Sch L		6	
Assets	7	Notes and loans receivable, net		7	
Ass	8	Inventories for sale or use		8	
-	9	Prepaid expenses and deferred charges		9	1,000.
	10a	Land, buildings, and equipment: cost or other			
		basis. Complete Part VI of Schedule D 10a			
	b	Less: accumulated depreciation 10b		10c	
	11	Investments - publicly traded securities		11	
	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	9,581.	15	19,188.
	16	Total assets. Add lines 1 through 15 (must equal line 34)	123,756.	16	172,613.
	17	Accounts payable and accrued expenses		17	
	18	Grants payable		18	
	19	Deferred revenue		19	
	20	Tax-exempt bond liabilities .		20	
S	21	Escrow or custodial account liability Complete Part IV of Schedule D		21	
Ĭ	22	Loans and other payables to current and former officers, directors, trustees,			
Liabilities	1	key employees, highest compensated employees, and disqualified persons.			•
_	1	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	7,523.	25	30,237.
	26	Total liabilities. Add lines 17 through 25	7,523.	26	30,237.
		Organizations that follow SFAS 117 (ASC 958), check here and			
es		complete lines 27 through 29, and lines 33 and 34.			
Ĕ	27	Unrestricted net assets		27	
Заў	28	Temporarily restricted net assets		28	
β	29	Permanently restricted net assets		29	
Ī		Organizations that do not follow SFAS 117 (ASC 958), check here			
ō		and complete lines 30 through 34.	_		<u> </u>
Net Assets or Fund Balances	30	Capital stock or trust principal, or current funds	0.	30	0.
ASS	31	Paid in or capital surplus, or land, building, or equipment fund	0.	31	0.
et /	32	Retained earnings, endowment, accumulated income, or other funds	116,233.	32	142,376.
Ž	33	Total net assets or fund balances	116,233.	33	142,376.
	34	Total liabilities and net assets/fund balances .	123,756.	34	172,613.

Form 990 (2012)

	990 (2012) REAL ESTATE	54-1648	322 <u>2</u>	Pag	<sub>je</sub> 12			
Pa	rt 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			95.			
2	Total expenses (must equal Part IX, column (A), line 25)	2			<u>52.</u> 43.			
3	Revenue less expenses Subtract line 2 from line 1							
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))							
5	Net unrealized gains (losses) on investments .	5						
6	Donated services and use of facilities	6						
7	Investment expenses .	7						
8	Prior period adjustments	8						
9	Other changes in net assets or fund balances (explain in Schedule O)	9			0.			
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33,							
	column (B))	10	14:	2,3	76.			
Pa	rt XII Financial Statements and Reporting							
	Check if Schedule O contains a response to any question in this Part XII		<u> </u>		<u> </u>			
	<u></u>			Yes	No			
1	Accounting method used to prepare the Form 990: Cash X Accrual Other		1	٧.	**			
	If the organization changed its method of accounting from a pnor year or checked "Other," explain in Schedule	0	\					
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		2a		X			
	If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewe	d on a			÷			
	separate basis, consolidated basis, or both:		1 1		-			
	Separate basis Consolidated basis Both consolidated and separate basis		1 .1					
b	Were the organization's financial statements audited by an independent accountant?		2b		X			
	If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separa	te basis,						
	consolidated basis, or both.			(	*			
	Separate basis Consolidated basis Both consolidated and separate basis							
С	If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the	e audit,	1					
	review, or compilation of its financial statements and selection of an independent accountant?		2c					
	If the organization changed either its oversight process or selection process during the tax year, explain in Sch	edule O.						
За	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Si	ngle Audıt						
	Act and OMB Circular A-133?		3a		X			
b	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required	iired audit						
	or guides, explain why in Schedule O and describe any stans taken to undergo such guides		36					

Form **990** (2012)

# **SCHEDULE C**

(Form 990 or 990-EZ)

**Political Campaign and Lobbying Activities** 

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

OMB No 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service

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

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

	Section 501(c)(4), (5), or (6) organiza		xy rax), or Form 990-6	:2, Part V, line 350 (Pro	оху га	ix), then
		ROADS ASSOCIAT	ON FOR COMM	ERCIAL E	mplo	yer identification number
	REAL ES					54-1648222
Pa	rt I-A Complete if the org	janization is exempt un	der section 501(c)	or is a section 52	27 or	ganization.
2	Provide a description of the organiz Political expenditures Volunteer hours	cation's direct and indirect politi	cal campaign activities		<b>&gt;</b> \$_	
Pa	rt I-B Complete if the org	janization is exempt un	der section 501(c)	(3).		
	Enter the amount of any excise tax				<b>▶</b> \$	
	Enter the amount of any excise tax				<b>▶</b> \$	
	If the organization incurred a section		_	Yes No		
4a	Was a correction made?	,	•			Yes No
b	If "Yes," describe in Part IV.					
Pa	rt I-C Complete if the org	janization is exempt un	der section 501(c)	, except section 5	501(c	)(3).
1	Enter the amount directly expended	by the filing organization for s	ection 527 exempt fund	tion activities	▶\$_	
2	Enter the amount of the filing organ	ization's funds contributed to d	other organizations for s	ection 527	_	
	exempt function activities	<b>&gt;</b> \$_				
3	Total exempt function expenditures	Add lines 1 and 2. Enter here	and on Form 1120-POL	<del>-,</del>		
	line 17b				<b>▶</b> \$_	
4	Did the filing organization file Form	1120-POL for this year?	•			Yes No
5	Enter the names, addresses and er made payments. For each organiza contributions received that were propolitical action committee (PAC) If	tion listed, enter the amount pa omptly and directly delivered to	aid from the filing organi a separate political org	zation's funds Also ent ganization, such as a se	ter the	amount of political
•	(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization funds. If none, enter	's	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0
_		·			باسي	

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

Schedule C (Form 990 or 990-EZ) 2012

LHA

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Schedule C (Form 990 or 990-EZ) 2012 $ {f I}$	KEAL ESTATI	<u> </u>		54	1648222 Page 2
Part II-A Complete if the org		mpt under sectio	n 501(c)(3) and file	ed Form 5768	
(election under sect	ion 501(h)).				
	_	filiated group (and list in	Part IV each affiliated	group member's nar	ne, address, EIN,
expenses, and share	e of excess lobbying	expenditures).			
B Check 🕨 📖 if the filing organizat	on checked box A a	and "limited control" pro	ovisions apply.		
	s on Lobbying Expe itures" means amo	enditures unts paid or incurred.]	)	(a) Filing organization's totals	(b) Affiliated group totals
1a Total lobbying expenditures to influ	ence public opinion	(grass roots lobbying)			<del> </del>
<b>b</b> Total lobbying expenditures to influ			•		-
c Total lobbying expenditures (add lir	-	ay (an oot lood) mg/	•		<del>                                     </del>
d Other exempt purpose expenditure					<del></del>
e Total exempt purpose expenditures		d)	•		<del>                                     </del>
f Lobbying nontaxable amount Ente	•	•	h columns		
If the amount on line 1e, column (a) or		bbying nontaxable am	1		
Not over \$500,000	· · · · · · · · · · · · · · · · · · ·	f the amount on line 1e.			<b>&gt;</b>
Over \$500,000 but not over \$1,000	+	00 plus 15% of the exc			, ,
Over \$1,000,000 but not over \$1,50	, , , , , , , , ,	00 plus 10% of the exc		*	, ,
Over \$1,500,000 but not over \$17,000,000 but n		00 plus 5% of the exce			
Over \$17,000,000	\$1,000	•	1		
3.0.01.,000,000	1 4,,000			<b></b>	, , , , , , , , , , , , , , , , , , ,
g Grassroots nontaxable amount (en	ter 25% of line 1f)				
h Subtract line 1g from line 1a If zero	•				
i Subtract line 1f from line 1c If zero					
j If there is an amount other than zer	•	r line 1i, did the organiz	ation file Form 4720		
reporting section 4911 tax for this	/ear?				Yes No
		eraging Period Under	Section 501(h)		
· ·	ations that made a	section 501(h) election	n do not have to comp		
co		he instructions for line		ige 4.)	
	Lobbying Expe	enditures During 4-Yea	ar Averaging Period		
Calendar year (or fiscal year beginning in)	(a) 2009	<b>(b)</b> 2010	(c) 2011	<b>(d)</b> 2012	(e) Total
2a Lobbying nontaxable amount					
<b>b</b> Lobbying ceiling amount					
(150% of line 2a, column(e))					
c Total lobbying expenditures					
d Cranavanta mantavalla annovat					
d Grassroots nontaxable amount		1			
e Grassroots ceiling amount (150% of line 2d, column (e))					
(130% of title 2d, Column (e))		<del> </del>			

Schedule C (Form 990 or 990-EZ) 2012

f Grassroots lobbying expenditures

54-1648222 Page 3

Schedule C (Form 990 or 990-EZ) 2012 REAL ESTATE 54-164822 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)).

of the	ach "Yes," response to lines 1a through 1ı below, provide in Part IV a detailed description	(	a)	(b	<u> </u>
1	e lobbying activity.	Yes	No	Amo	unt
·	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.				ļ
а	Volunteers?				i
	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?				
c	Media advertisements?				<del></del>
d	Mailings to members, legislators, or the public?				<del></del>
	Publications, or published or broadcast statements?				
f	Grants to other organizations for lobbying purposes?				
a	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?				
i	Total. Add lines 1c through 1i				
	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?				
	If "Yes," enter the amount of any tax incurred under section 4912				
	If "Yes," enter the amount of any tax incurred by organization managers under section 4912				
	If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?				, , ,
Par	t III-A Complete if the organization is exempt under section 501(c)(4), sect	on 501(c	(5), or se	ection	
	501(c)(6).				
				Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?		1		X
2	Did the organization make only in-house lobbying expenditures of \$2,000 or less?		2		Х
3	Did the organization agree to carry over lobbying and political expenditures from the prior year?		3		Х
Par	t III-B Complete if the organization is exempt under section 501(c)(4), sect				
	501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered	i "No," O	R (b) Par	t III-A, Iir	ne 3, is
	answered "Yes."			105	
1	Dues, assessments and similar amounts from members		1	1 127	7,715.
	Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenditures (do not include amounts of political expenditures).				<u> </u>
2		icai			
	expenses for which the section 527(f) tax was paid).	icai			
а	Current year	icai	2a		2,480.
а		icai	2a 2b	32	2,480.
а	Current year Carryover from last year	icai	2b 2c	32	2,480.
a b	Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues		2b	32	2,480.
a b c	Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex	cess	2b 2c	32	2,480.
a b c 3	Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	cess	2b 2c	32	2,480.
a b c 3	Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the exdoes the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?	cess	2b 2c 3	32	2,480.
a b c 3 4	Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year? Taxable amount of lobbying and political expenditures (see instructions)	cess	2b 2c 3	32	2,480.
a b c 3 4	Current year  Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  t IV Supplemental Information	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 5 Par	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Current year  Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  t IV Supplemental Information	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> <b>Par</b> Com	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.
a b c 3 4 <b>5</b> Par	Carryover from last year  Total  Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)  Total  Aggregate amount on line 3, what portion of the ex- does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and expenditure next year?  Taxable amount of lobbying and political expenditures (see instructions)	cess political 	2b 2c 3	32 32 32	2,480. 2,480. 2,480.

#### 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, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.

➤ Attach to Form 990. ➤ See separate instructions.

2012
Open to Public Inspection

Name of the organization

HAMPTON ROADS ASSOCIATION FOR COMMERCIAL REAL ESTATE

 $\begin{array}{c} \text{Employer identification number} \\ 54-1648222 \end{array}$ 

Par	t I Organizations Maintaining Donor Advise	d Funds or Other	Similar Fund	s or Accounts. Complete if the
<u> </u>	organization answered "Yes" to Form 990, Part IV, line	e 6.		
		(a) Donor advise	ed 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 h	eld in donor adv	sed funds
	are the organization's property, subject to the organization's	exclusive legal control?		Yes No
6	Did the organization inform all grantees, donors, and donor a	dvisors in writing that gi	rant funds can be	e used only
	for charitable purposes and not for the benefit of the donor of	r donor advisor, or for a	ny other purpose	e conferring
	impermissible private benefit?			Yes No
Par	tall a Conservation Easements. Complete if the org	janization answered "Ye	es" to Form 990,	Part IV, line 7
1	Purpose(s) of conservation easements held by the organization	on (check all that apply)	•	
	Preservation of land for public use (e.g., recreation or e	education) Pres	servation of an h	storically important land area
	Protection of natural habitat	Pres	servation of a ce	rtified historic structure
	Preservation of open space			
2	Complete lines 2a through 2d if the organization held a quali	fied conservation contrib	oution in the forn	n of a conservation easement on the last
	day of the tax year.			F
				Held at the End of the Tax Year
а	Total number of conservation easements			2a
b	Total acreage restricted by conservation easements	2b		
C	Number of conservation easements on a certified historic str	ucture included in (a)		. 2c
d	Number of conservation easements included in (c) acquired	after 8/17/06, and not o	n a historic struc	ture
	listed in the National Register			2d
3	Number of conservation easements modified, transferred, re	leased, extinguished, or	terminated by the	ne organization during the tax
	year ▶			
4	Number of states where property subject to conservation ea			
5	Does the organization have a written policy regarding the pe	nodic monitoring, inspec	ction, handling of	
	violations, and enforcement of the conservation easements			└ Yes
6	Staff and volunteer hours devoted to monitoring, inspecting,			
7	Amount of expenses incurred in monitoring, inspecting, and	<del>-</del>		
8	Does each conservation easement reported on line 2(d) about	ve satisty the requiremen	nts of section 17	
_	and section 170(h)(4)(B)(ii)?			
9	In Part XIII, describe how the organization reports conservat			
	include, if applicable, the text of the footnote to the organiza	tion's financial statemer	its that describe	s the organization's accounting for
Dai	t III   Organizations Maintaining Collections o	f Δrt Historical Tr	agelirae or f	Other Similar Assets
Га	Complete if the organization answered "Yes" to Form	<u>=</u>	easures, or v	otte offinal Assets.
	If the organization elected, as permitted under SFAS 116 (A)		ita ravanua atat	amont and balance shoot works of art
ıa	historical treasures, or other similar assets held for public ex	• •		
	•		search in luither	ance of public service, provide, in Fart Air,
L	the text of the footnote to its financial statements that descr If the organization elected, as permitted under SFAS 116 (A)		rovonuo etetomo	nt and halance shoot works of art. historical
D				
	treasures, or other similar assets held for public exhibition, e	ducation, or research in	iurmerance or p	dublic service, provide the following amounts
	relating to these items:			<b>•</b> •
	(i) Revenues included in Form 990, Part VIII, line 1			► \$ ► \$
_	(ii) Assets included in Form 990, Part X		aaaata far finar-	
2	If the organization received or held works of art, historical tre			iai yain, provide
_	the following amounts required to be reported under SFAS 1	TO (ASC 956) relating to	o u lese items;	<b>•</b> •
a	Revenues included in Form 990, Part VIII, line 1			► \$ ► \$
a	Assets included in Form 990, Part X			• • • • • • • • • • • • • • • • • • •

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

Schedule D (Form 990) 2012

	dule D (Form 990) 2012 REAL EST									Page 2
Par	t III   Organizations Maintaining Co	ollections of A	rt, Hist	torical Tre	easures, d	or Other	Simila	ar Asse	<b>ts</b> (contin	ued)
3	Using the organization's acquisition, accession	n, and other record	ls, checl	k any of the	following tha	it are a sig	nificant i	use of its	collection	items
•	(check all that apply).									
а	Public exhibition	d		Loan or excl	hange progra	ams				
b	Scholarly research	е		Other						
С	Preservation for future generations									
4	Provide a description of the organization's co	llections and explai	n how th	ney further th	he organizati	on's exem	pt purpo	se in Par	t XIII.	
5	During the year, did the organization solicit or	receive donations	of art, hi	storical treas	sures, or oth	er sımılar a	issets		_	<b></b>
	to be sold to raise funds rather than to be ma								Yes	No.
Par	t IV Escrow and Custodial Arrang		ete if the	organizatio	n answered	"Yes" to F	orm 990	, Part IV, I	ıne 9, or	
	reported an amount on Form 990, Part	t X, line 21.								
1a	Is the organization an agent, trustee, custodia	an or other intermed	liary for	contribution	s or other as	sets not ir	rcluded	ــــــ	٦	<del></del>
	on Form 990, Part X?								」Yes	∟ No
b	If "Yes," explain the arrangement in Part XIII a	and complete the fo	llowing	table.						
							$\vdash$		Amount	
С	Beginning balance						1c			
d	Additions during the year						1d			
е	Distributions during the year						1e			
f	Ending balance						1f		1	<del></del>
	Did the organization include an amount on Fo								Yes	⊢ No
	If "Yes," explain the arrangement in Part XIII.							<del></del>		
Par	t V Endowment Funds. Complete if								T	
	<u> </u>	(a) Current year	(b) F	rior year	(c) Two yea	rs back (c	) Three y	ears back	(e) Four	years back
	Beginning of year balance									
	Contributions			-						
C	Net investment earnings, gains, and losses							· · · · · · · · · · · · · · · · · · ·	ļ	
d	Grants or scholarships	_								
е	Other expenditures for facilities									
	and programs				ļ					
f	Administrative expenses								<u> </u>	
9	End of year balance	<del></del>	L.,							
2	Provide the estimated percentage of the curr	ent year end balanc		g, column (a	a)) neid as:					
a	Board designated or quasi-endowment		_%							
b	Permanent endowment	%								
С	Temporarily restricted endowment	%								
0-	The percentages in lines 2a, 2b, and 2c should be a second and a second a second and a second and a second and a second and a second an	•	ot on the	at ara bald a	and administr	arad far th		rotion		
Ja	Are there endowment funds not in the posses	ssion of the organiz	auon in	at are neid a	ina aaminisi	erea for th	e organi.	zation	Г	Voc No
	by:								20(1)	Yes No
	(i) unrelated organizations							•	3a(i)	
<b>L</b>	(ii) related organizations  If "Yes" to 3a(ii), are the related organizations	hotod as required	on Cobo	dula D2				-	3a(ii) 3b	-+
_	Describe in Part XIII the intended uses of the	•							[ 30 ]	I
Par	t VI Land, Buildings, and Equipm							····		
	Description of property	(a) Cost or o		T	t or other	(c) Ac	cumulate	ed	(d) Bool	c value
	bescription of property	basis (investi		` '	(other)	` '	reciation		(4) 500	. 74106
12	Land		• ,					<del> </del>		
	Buildings					<del>                                     </del>				
	Leasehold improvements									
	Equipment	<del></del>				-		-  -		
	Other								<del></del>	
	I. Add lines 1a through 1e. (Column (d) must e	qual Form 990, Part	X, colui	mn (B), line	10(c) )			<b>&gt;</b>		0.

Schedule D (Form 990) 2012

Part VII Investments - Other Securities. See		·	<del></del>	<del></del>
(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation.	Cost or end-of-y	ear market value
(1) Financial derivatives				
2) Closely-held equity interests			<del></del>	
3) Other	<del></del>	<del></del>		<del></del> .
(A)				
(B)	<del></del>		<del></del>	<del></del>
(C)			<del></del>	
(D)			<u> </u>	
(E)				_
(F)				
(G)		- **		_
(H) (I)	· · · · · · · · · · · · · · · · · · ·			
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.)			·	
Part VIII Investments - Program Related. Set	- F 000 P-+ V I			18 4 3 8 1
(a) Description of investment type	(b) Book value	(c) Method of valuation.	Cost or end-of-	ear market value
	(b) Book Value	(b) Metriod of Valdation.	003(0) 010 01	Cai market value
(1)				
(2)				
(4)				
(5) (6)				
(7) (8)				
(9)				
(10)		<del></del>		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 13.)			6 2 1/2	* * *
Part IX Other Assets. See Form 990, Part X, line 1	<u>.</u> IS	* \$ 8 8 8 8 8 8		
	Description			(b) Book value
(1) UNDEPOSITED FUNDS		<del></del>	<del></del>	12,340
(1) GREET GETTES TORISE			<del>                                     </del>	6,848
(3)				0,010
(4)				
(5)				
(6)		W-2012		
(7)			-	
(8)				
(9)				<del></del>
(10)				
Total. (Column (b) must equal Form 990, Part X, col. (B) line	15)			19,188
Part X Other Liabilities. See Form 990, Part X, III				13,100
	116 23.	(b) Book value		<del></del>
(a) Description of liability				
1. (a) Description of liability		~``		
(1) Federal income taxes				` ,
(1) Federal income taxes (2) PAYABLE TO PAC		945.		` ,
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES		945. 6,942.		` `
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES (4) SPONSORSHIPS PAYABLES		945.		` ,
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES (4) SPONSORSHIPS PAYABLES (5)		945. 6,942.		, ,
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES (4) SPONSORSHIPS PAYABLES (5) (6)		945. 6,942.		
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES (4) SPONSORSHIPS PAYABLES (5) (6) (7)		945. 6,942. 22,350.		
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES (4) SPONSORSHIPS PAYABLES (5) (6) (7) (8)		945. 6,942.		
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES (4) SPONSORSHIPS PAYABLES (5) (6) (7) (8) (9)		945. 6,942. 22,350.	,	
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES (4) SPONSORSHIPS PAYABLES (5) (6) (7) (8) (9) (10)		945. 6,942. 22,350.		
(1) Federal income taxes (2) PAYABLE TO PAC (3) MISCELLANEOUS EXPENSES (4) SPONSORSHIPS PAYABLES (5) (6) (7) (8) (9)		945. 6,942. 22,350.		

Schedule D (Form 990) 2012

Sche	dule D (Form 990) 2012 REAL ESTATE		54-1648222 Page 4
Pai	t XI Reconciliation of Revenue per Audited Financial Staten	nents With Rev	venue 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:		. 13
а	Net unrealized gains on investments	2a	
b	Donated services and use of facilities	2b	
С	Recoveries of prior year grants	2c	2
d	Other (Describe in Part XIII )	2d	*
е	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:		
а	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
С	Add lines 4a and 4b		. 4c
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)		5
Pa	t XII <sup>*</sup> Reconciliation of Expenses per Audited Financial State	ments With Ex	penses 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		
а	Donated services and use of facilities .	2a	
þ	Prior year adjustments .	2b	
C	Other losses	2c	
d	Other (Describe in Part XIII )	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:		\$ ? <u>!</u> \$
а	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII )	4b	
C	Add lines 4a and 4b		4c
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)  † XIII Supplemental Information		5
	plete this part to provide the descriptions required for Part II, lines 3, 5, and 9; Par e 2; Part XI, lines 2d and 4b; and Part XII, lines 2d and 4b. Also complete this part		
			Schodula D / Form 900) 2012

#### **SCHEDULE 0**

(Form 990 or 990-EZ)

Department of the Treasury Internal Revenue Service

# Supplemental Information to Form 990 or 990-EZ

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

Attach to Form 990 or 990-EZ.

QMB No 1545-0047 2012 Open to Public Inspection

Name of the organization

HAMPTON ROADS ASSOCIATION FOR COMMERCIAL REAL ESTATE

 $\begin{array}{c} \text{Employer identification number} \\ 54-1648222 \end{array}$ 

FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION:	
IMPORTANT TIMELY REAL ESTATE ISSUES	
FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:	
JOINT FALL EVENT, A NETWORKING OPPORTUNITY, NEW MEMBER OREIENTATION,	
NEWS LETTER, AND MEMBERSHIP DIRECTORY	
FORM 990, PART VI, SECTION B, LINE 11: NOT PROVIDED TO THE GOVERNING	BODY
FORM 990, PART VI, SECTION C, LINE 19: UPON REQUEST	
FORM 990, PART IX, LINE 24E, ALL OTHER FUNCTIONAL EXPENSES:	
TOTAL EXPENSES	9,450.
CVENT:	
TOTAL EXPENSES	7,875.
PAC:	
TOTAL EXPENSES	6,390.
EQUIPMENT RENTALS:	
TOTAL EXPENSES	6,280.
AUDIOVISUAL EXPENSE:	
TOTAL EXPENSES	5,893.
LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.  Schedule O (Form 990 or 990 232211 01-04-13	)-E <b>Z</b> ) (2012)

Schedule O (Form 990 or 990-EZ) (2012)  Name of the organization HAMPTON ROADS ASSOCIATION FOR COMMERCIAL REAL ESTATE	Employer identification number 54-1648222
•	
MAILHOUSE:	
TOTAL EXPENSES	4,823.
INSURANCE:	
TOTAL EXPENSES	4,393.
CREDIT CARD FEES:	
TOTAL EXPENSES	4,238.
AWARDS:	
TOTAL EXPENSES	3,720.
MISCELLANEOUS - ADMINISTRATIVE:	
TOTAL EXPENSES	3,113.
TELEPHONE:	
TOTAL EXPENSES	2,978.
SCHOLARSHIP:	
TOTAL EXPENSES	2,800.
BEVERAGE EXPENSE:	
TOTAL EXPENSES	2,799.
SPACE RENTAL:	
TOTAL EXPENSES	2,472.

Schedule O (Form 990 or 9 Name of the organization	990-EZ) (2012) HAMPTON ROADS REAL ESTATE	ASSOCIATION	FOR	COMMERCIAL	Page 2 Employer identification number 54-1648222
. PRESIDENT'S C	OUNCIL:				
TOTAL EXPENSE	S				2,234.
	,	<del> </del>		<del></del>	
PERFORMERS EX	PENSES:			.=	
TOTAL EXPENSE	S				2,150.
FLOWERS AND G	IFTS:				
TOTAL EXPENSE	S				1,273.
BOARD / EC:					
TOTAL EXPENSE	S				1,135.
POSTAGE:					
TOTAL EXPENSE	S	2000	<del></del>		1,065.
JUDGES EXPENS	ES:				
TOTAL EXPENSE	s	<del></del>		<del></del>	1,008.
SPEAKERS EXPE	NSE:				
TOTAL EXPENSE	s				867.
UTILITIES:					
TOTAL EXPENSE	s			· · · · · · · · · · · · · · · · · · ·	806.
ADVERTISING:					
TOTAL EXPENSE	s				797.
LICENSES:					
232212 01-04-13			22	Sc	hedule O (Form 990 or 990-EZ) (2012)

Schedule O (Form 990 or 990-EZ) (2012)  Name of the organization	Page 2 Employer identification number 54-1648222
TOTAL EXPENSES	545.
SIGNAGE:	
TOTAL EXPENSES	429.
DECORATIONS:	
TOTAL EXPENSES	181.
COMPUTER / SOFTWARE EXPENSE:	
TOTAL EXPENSES	100.
BAD DEBTS:	
TOTAL EXPENSES	55.
BANK CHARGES:	
TOTAL EXPENSES	49.
COPYING:	
TOTAL EXPENSES	15.
PRIZES:	
TOTAL EXPENSES	-171.
TOTAL OTHER EXPENSES ON FORM 990, PART IX, LINE 24E, COL	A 79,762.
	<del></del>

Director	Title
J. Scott Adams, CCIM	Director
Thomas H. Atherton, III	Director
Michael J. Barrett	Director
Tony Beck	Director
Gregory S. Brezinski, AIA	Director
Vincent A. Campana, Jr.	Director
Lawrence J. Colorito, Jr., MAI, MRICS	Director
Richard A. Costello, PE	Director
Ann K. Crenshaw	Director
Thomas M. Dillon	Director
Michael B. Divaris	Director
Nancy Gossett Dove, MAI, SRA	Director
Peter S. Eckert, CRE, MAI	Director
Joel T. Flax, CPA	Director
Cami Hahn	Director
Janice M. Hall, CPSM, LEED® AP, BD+C	Director
Paul D. Hansen	Director
W. Michael Howlett	Director
Candi James, LEED® Green Associate	Director
Robert P. Kerr, PWS, REP	Director
Edward A. Kimple	Director
John M. Knibb	Director
Gregory D. Lydon	Director
Lisa M. Murphy	Director
Dennis W. Napier	Director
Alvin J. Owens	Director
James N. Owens, CCIM	Director
F. Craig Read	Director
Kenneth E. Rodman, Jr., PE	Director
Stephen R. Romine	Director
Stewart J. "Skip" Sacks, Esq.	Director
Thomas E. Snyder, Esq.	Director
Jeremy R. Starkey	Director
Michael J. Sykes	Director
F. Blair Wimbush	Director
Chris Wood	Director