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Form 990-EZ

Department of the Treasury  
Internal Revenue Service

Short Form

Return of Organization Exempt From Income Tax

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

Do not enter Social Security numbers on this form as it may be made public. By law, the IRS generally cannot redact the information on the form.

Information about Form 990-EZ and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-1150

2013

Open to Public Inspection

**A** For the 2013 calendar year, or tax year beginning 01-01-2013, and ending 12-31-2013

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

**C** Name of organization: TROUP COUNTY BOARD OF REALTORS INC  

|                                                                            |            |
|----------------------------------------------------------------------------|------------|
| Number and street (or P O box, if mail is not delivered to street address) | Room/suite |
| 115 BROAD ST                                                               |            |
| City or town, state or province, country, and ZIP or foreign postal code   |            |
| LAGRANGE, GA 30240                                                         |            |

**D** Employer identification number: 58-1719394  
**E** Telephone number: (706) 884-2600  
**F** Group Exemption Number: ☐

**G** Accounting Method: ☐ Cash ☒ Accrual Other (specify):  
**I** Website: N/A  
**J** Tax-exempt status (check only one): ☐ 501(c)(3) ☒ 501(c)(6) (insert no ) ☐ 4947(a)(1) or ☐ 527

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

**K** Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other  
**L** Add lines 5b, 6c, and 7b, to line 9 to determine gross receipts. If gross receipts are \$200,000 or more, or if total assets (Part II, column (B) below) are \$500,000 or more, file Form 990 instead of Form 990-EZ. \$ 107,966

| Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see the instructions for Part I)                  |    |                                                                                                                                                                                                            |    |         |
|-------------------------------------------------------------------------------------------------------------------------|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|---------|
| Check if the organization used Schedule O to respond to any question in this Part I <input checked="" type="checkbox"/> |    |                                                                                                                                                                                                            |    |         |
| Revenue                                                                                                                 | 1  | Contributions, gifts, grants, and similar amounts received                                                                                                                                                 | 1  | 3,000   |
|                                                                                                                         | 2  | Program service revenue including government fees and contracts                                                                                                                                            | 2  | 16,835  |
|                                                                                                                         | 3  | Membership dues and assessments                                                                                                                                                                            | 3  | 81,080  |
|                                                                                                                         | 4  | Investment income                                                                                                                                                                                          | 4  | 65      |
|                                                                                                                         | 5a | Gross amount from sale of assets other than inventory                                                                                                                                                      | 5a |         |
|                                                                                                                         | b  | Less cost or other basis and sales expenses                                                                                                                                                                | 5b | 0       |
|                                                                                                                         | c  | Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)                                                                                                                    | 5c |         |
|                                                                                                                         | 6  | Gaming and fundraising events                                                                                                                                                                              |    |         |
|                                                                                                                         | a  | Gross income from gaming (attach Schedule G if greater than \$15,000)                                                                                                                                      | 6a |         |
|                                                                                                                         | b  | Gross income from fundraising events (not including \$ of contributions from fundraising events reported on line 1) (attach Schedule G if the sum of such gross income and contributions exceeds \$15,000) | 6b | 6,586   |
| Expenses                                                                                                                | c  | Less direct expenses from gaming and fundraising events                                                                                                                                                    | 6c | 6,334   |
|                                                                                                                         | d  | Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)                                                                                                         | 6d | 252     |
|                                                                                                                         | 7a | Gross sales of inventory, less returns and allowances                                                                                                                                                      | 7a |         |
|                                                                                                                         | b  | Less cost of goods sold                                                                                                                                                                                    | 7b | 0       |
|                                                                                                                         | c  | Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)                                                                                                                             | 7c |         |
|                                                                                                                         | 8  | Other revenue (describe in Schedule O)                                                                                                                                                                     | 8  | 400     |
|                                                                                                                         | 9  | Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8                                                                                                                                                     | 9  | 101,632 |
|                                                                                                                         | 10 | Grants and similar amounts paid (list in Schedule O)                                                                                                                                                       | 10 | 30,890  |
|                                                                                                                         | 11 | Benefits paid to or for members                                                                                                                                                                            | 11 |         |
|                                                                                                                         | 12 | Salaries, other compensation, and employee benefits                                                                                                                                                        | 12 | 23,413  |
| Net Assets                                                                                                              | 13 | Professional fees and other payments to independent contractors                                                                                                                                            | 13 | 2,851   |
|                                                                                                                         | 14 | Occupancy, rent, utilities, and maintenance                                                                                                                                                                | 14 | 13,691  |
|                                                                                                                         | 15 | Printing, publications, postage, and shipping                                                                                                                                                              | 15 | 133     |
|                                                                                                                         | 16 | Other expenses (describe in Schedule O)                                                                                                                                                                    | 16 | 21,638  |
|                                                                                                                         | 17 | Total expenses. Add lines 10 through 16                                                                                                                                                                    | 17 | 92,616  |
|                                                                                                                         | 18 | Excess or (deficit) for the year (Subtract line 17 from line 9)                                                                                                                                            | 18 | 9,016   |
|                                                                                                                         | 19 | Net assets or fund balances at beginning of year (from line 27, column (A)) (must agree with end-of-year figure reported on prior year's return)                                                           | 19 | 2,343   |
|                                                                                                                         | 20 | Other changes in net assets or fund balances (explain in Schedule O)                                                                                                                                       | 20 |         |
|                                                                                                                         | 21 | Net assets or fund balances at end of year. Combine lines 18 through 20                                                                                                                                    | 21 | 11,359  |

Part II

Balance Sheets (see the instructions for Part II)

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

|                                                                                | (A) Beginning of year |    | (B) End of year |
|--------------------------------------------------------------------------------|-----------------------|----|-----------------|
| 22 Cash, savings, and investments                                              | 29,882                | 22 | 47,985          |
| 23 Land and buildings                                                          |                       | 23 |                 |
| 24 Other assets (describe in Schedule O)                                       | 63,194                | 24 | 45,857          |
| 25 Total assets                                                                | 93,076                | 25 | 93,842          |
| 26 Total liabilities (describe in Schedule O)                                  | 90,733                | 26 | 82,483          |
| 27 Net assets or fund balances (line 27 of column (B) must agree with line 21) | 2,343                 | 27 | 11,359          |

Part III

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

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

What is the organization's primary exempt purpose?

THE TROUP COUNTY BOARD OF REALTORS OPERATES AS A LOCAL REALTOR ASSOCIATION AFFILIATED WITH THE GEORGIA ASSOCIATION OF REALTORS (GAR) AND THE NATIONAL ASSOCIATION OF REALTORS (NAR) IT GENERATES FUNDS THROUGH ANNUAL MEMBERSHIP DUES AND UTILIZES THESE FOR MEMBERSHIP EDUCATION,AND TO PROMOTE AND MAINTAIN HIGH STANDARDS OF CONDUCT THROUGH NAR CODE OF ETHICS, FURTHERING THE INTERESTS OF HOME AND OTHER REAL PROPERTY OWNERSHIP, COMMUNITY SERVICE IN THE TROUP CONTY AREA AND MEMBERSHIP IN GAR AND NAR

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

28

TO UNITE THOSE ENGAGED IN THE RECOGNIZED BRANCHES OF THE REAL ESTATE PROFESSION FOR THE PURPOSE OF EXERTING A BENEFICIAL INFLUENCE UPON THE PROFESSION AND RELATED INTERESTS

(Grants \$ 3,889) If this amount includes foreign grants, check here

28a

29

TO PROMOTE AND MAINTAIN HIGH STANDARDS OF CONDUCT IN THE REAL ESTATE PROFESSION

(Grants \$ 30,386) If this amount includes foreign grants, check here

29a

30

TO PROVIDE A UNIFIED MEDIUM FOR REAL ESTATE OWNERS AND THOSE ENGAGED IN THE REAL ESTATE PROFESSION WHEREBY THEIR INTEREST MAY BE SAFEGUARDED AND ADVANCED

(Grants \$ 3,165) If this amount includes foreign grants, check here

30a

3,000

31

Other program services (describe in Schedule O )

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

31a

32

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

32

37,440

Part IV

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

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

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

Part V

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

|     |                                                                                                                                                                                                                                                                                                                                                                                                                                  |     |    |
|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
|     |                                                                                                                                                                                                                                                                                                                                                                                                                                  | Yes | No |
| 33  | Did the organization engage in any significant activity not previously reported to the IRS? If "Yes," provide a detailed description of each activity in Schedule O                                                                                                                                                                                                                                                              | 33  | No |
| 34  | Were any significant changes made to the organizing or governing documents? If "Yes," attach a conformed copy of the amended documents if they reflect a change to the organization's name. Otherwise, explain the change on Schedule O (see instructions)                                                                                                                                                                       | 34  | No |
| 35a | Did the organization have unrelated business gross income of \$1,000 or more during the year from business activities (such as those reported on lines 2, 6a, and 7a, among others)?                                                                                                                                                                                                                                             | 35a | No |
| b   | If "Yes," to line 35a, has the organization filed a Form 990-T for the year? If "No," provide an explanation in Schedule O                                                                                                                                                                                                                                                                                                       | 35b | No |
| c   | Was the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization subject to section 6033(e) notice, reporting, and proxy tax requirements during the year? If "Yes," complete Schedule C, Part III                                                                                                                                                                                                                 | 35c | No |
| 36  | Did the organization undergo a liquidation, dissolution, termination, or significant disposition of net assets during the year? If "Yes," complete applicable parts of Schedule N                                                                                                                                                                                                                                                | 36  | No |
| 37a | Enter amount of political expenditures, direct or indirect, as described in the instructions                                                                                                                                                                                                                                                                                                                                     | 37a |    |
| b   | Did the organization file Form 1120-POL for this year?                                                                                                                                                                                                                                                                                                                                                                           | 37b | No |
| 38a | Did the organization borrow from, or make any loans to, any officer, director, trustee, or key employee or were any such loans made in a prior year and still outstanding at the end of the tax year covered by this return?                                                                                                                                                                                                     | 38a | No |
| b   | If "Yes," complete Schedule L, Part II and enter the total amount involved                                                                                                                                                                                                                                                                                                                                                       | 38b |    |
| 39  | Section 501(c)(7) organizations Enter                                                                                                                                                                                                                                                                                                                                                                                            |     |    |
| a   | Initiation fees and capital contributions included on line 9                                                                                                                                                                                                                                                                                                                                                                     | 39a | 0  |
| b   | Gross receipts, included on line 9, for public use of club facilities                                                                                                                                                                                                                                                                                                                                                            | 39b | 0  |
| 40a | Section 501(c)(3) organizations Enter amount of tax imposed on the organization during the year under section 4911, section 4912, section 4955                                                                                                                                                                                                                                                                                   |     |    |
| b   | Section 501(c)(3) and 501(c)(4) organizations Did the organization engage in any section 4958 excess benefit transaction during the year, or did it engage in an excess benefit transaction in a prior year that has not been reported on any of its prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I                                                                                                            | 40b |    |
| c   | Section 501(c)(3) and 501(c)(4) organizations Enter amount of tax imposed on organization managers or disqualified persons during the year under sections 4912, 4955, and 4958                                                                                                                                                                                                                                                   |     |    |
| d   | Section 501(c)(3) and 501(c)(4) organizations Enter amount of tax on line 40c reimbursed by the organization                                                                                                                                                                                                                                                                                                                     |     |    |
| e   | All organizations At any time during the tax year, was the organization a party to a prohibited tax shelter transaction? If "Yes," complete Form 8886-T                                                                                                                                                                                                                                                                          | 40e | No |
| 41  | List the states with which a copy of this return is filed                                                                                                                                                                                                                                                                                                                                                                        |     |    |
| 42a | The organization's books are in care of ANGIE COTTON-JONES Telephone no (706) 884-2600<br>Located at 115 BROAD ST 250 LAGRANGE, GA ZIP + 4 30240                                                                                                                                                                                                                                                                                 |     |    |
| b   | At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)?<br>If "Yes," enter the name of the foreign country<br>See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts. | 42b | No |
| c   | At any time during the calendar year, did the organization maintain an office outside the U S ?<br>If "Yes," enter the name of the foreign country                                                                                                                                                                                                                                                                               | 42c | No |
| 43  | Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041? Check here and enter the amount of tax-exempt interest received or accrued during the tax year                                                                                                                                                                                                                                           | 43  |    |
|     |                                                                                                                                                                                                                                                                                                                                                                                                                                  | Yes | No |
| 44a | Did the organization maintain any donor advised funds during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ                                                                                                                                                                                                                                                                                               | 44a | No |
| b   | Did the organization operate one or more hospital facilities during the year? If "Yes," Form 990 must be completed instead of Form 990-EZ                                                                                                                                                                                                                                                                                        | 44b | No |
| c   | Did the organization receive any payments for indoor tanning services during the year?                                                                                                                                                                                                                                                                                                                                           | 44c | No |
| d   | If "Yes," to line 44c, has the organization filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O                                                                                                                                                                                                                                                                                             | 44d | No |
| 45a | Did the organization have a controlled entity within the meaning of section 512(b)(13)?                                                                                                                                                                                                                                                                                                                                          | 45a | No |
| 45b | Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," Form 990 and Schedule R may need to be completed instead of Form 990-EZ (see instructions)                                                                                                                                                                               | 45b | No |

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

Part VI

Section 501(c)(3) organizations only

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

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

|     |                                                                                                                                                                      |     |    |
|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|----|
|     |                                                                                                                                                                      | Yes | No |
| 47  | Did the organization engage in lobbying activities or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II . . . . . |     |    |
| 48  | Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E . . . . .                                                       |     |    |
| 49a | Did the organization make any transfers to an exempt non-charitable related organization? . . . . .                                                                  |     |    |
| 49b | If "Yes," was the related organization a section 527 organization? . . . . .                                                                                         |     |    |

| 50 Complete this table for the organization's five highest compensated employees (other than officers, directors, trustees and key employees) who each received more than \$100,000 of compensation from the organization. If there is none, enter "None " |                                                |                                                   |                                                                                         |                                            |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|---------------------------------------------------|-----------------------------------------------------------------------------------------|--------------------------------------------|
| (a) Name and title of each employee                                                                                                                                                                                                                        | (b) Average hours per week devoted to position | (c) Reportable compensation (Forms W-2/1099-MISC) | (d) Health benefits, contributions to employee benefit plans, and deferred compensation | (e) Estimated amount of other compensation |
| NONE                                                                                                                                                                                                                                                       |                                                |                                                   |                                                                                         |                                            |
|                                                                                                                                                                                                                                                            |                                                |                                                   |                                                                                         |                                            |
|                                                                                                                                                                                                                                                            |                                                |                                                   |                                                                                         |                                            |
|                                                                                                                                                                                                                                                            |                                                |                                                   |                                                                                         |                                            |
|                                                                                                                                                                                                                                                            |                                                |                                                   |                                                                                         |                                            |

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

| 51 Complete this table for the organization's five highest compensated independent contractors who each received more than \$100,000 of compensation from the organization. If there is none, enter "None " |                     |                  |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|------------------|
| (a) Name and business address of each independent contractor                                                                                                                                                | (b) Type of service | (c) Compensation |
| NONE                                                                                                                                                                                                        |                     |                  |
|                                                                                                                                                                                                             |                     |                  |
|                                                                                                                                                                                                             |                     |                  |
|                                                                                                                                                                                                             |                     |                  |
|                                                                                                                                                                                                             |                     |                  |

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

|    |                                                                                                                                                                                    |   |                                                          |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|----------------------------------------------------------|
| 52 | Did the organization complete Schedule A? <b>NOTE:</b> All Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A . . . . . | ▶ | <input type="checkbox"/> Yes <input type="checkbox"/> No |
|----|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---|----------------------------------------------------------|

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

|                                                                                           |                                                           |  |                      |                    |                                                                           |
|-------------------------------------------------------------------------------------------|-----------------------------------------------------------|--|----------------------|--------------------|---------------------------------------------------------------------------|
| Sign Here                                                                                 | *****<br>Signature of officer                             |  |                      | 2014-03-05<br>Date |                                                                           |
|                                                                                           | REGENIA ANDREWS President<br>Type or print name and title |  |                      |                    |                                                                           |
| Paid Preparer Use Only                                                                    | Print/Type preparer's name<br>J Wayne Abbott              |  | Preparer's signature | Date               | Check <input checked="" type="checkbox"/> if self-employed PTIN P00012211 |
|                                                                                           | Firm's name ▶ ABBOTT AND ASSOCIATES LLC                   |  |                      |                    | Firm's EIN ▶                                                              |
|                                                                                           | Firm's address ▶ 133 MAIN ST<br>LAGRANGE, GA 30240        |  |                      |                    | Phone no (706) 882-9226                                                   |
| May the IRS discuss this return with the preparer shown above? See instructions . . . . . |                                                           |  |                      |                    | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No       |

## Additional Data

**Software ID:** 13000170

**Software Version:** 2013v3.1

**EIN:** 58-1719394

**Name:** TROUP COUNTY BOARD OF REALTORS INC

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

| (A) Name and address                  | (B) Title and average hours per week devoted to position | (C) Compensation (If not paid, enter -0-.) | (D) Contributions to employee benefit plans & deferred compensation | (E) Expense account and other allowances |
|---------------------------------------|----------------------------------------------------------|--------------------------------------------|---------------------------------------------------------------------|------------------------------------------|
| REGENIA ANDREWS<br>President          | 10 00                                                    | 0                                          |                                                                     |                                          |
| ANGIE COTTON-JONES<br>Secretary/Treas | 10 00                                                    | 0                                          |                                                                     |                                          |
| GROVER GOLDEN<br>Vice President       | 10 00                                                    | 0                                          |                                                                     |                                          |
| JANET FOX<br>Director                 | 10 00                                                    | 0                                          |                                                                     |                                          |
| LAMAR MCKEEN<br>Director              | 10 00                                                    | 0                                          |                                                                     |                                          |
| STEVE DANIEL<br>Director              | 10 00                                                    | 0                                          |                                                                     |                                          |
| DREW GARNER<br>Director               | 10 00                                                    | 0                                          |                                                                     |                                          |
| DARBY PIPPIN<br>Director              | 10 00                                                    | 0                                          |                                                                     |                                          |

SCHEDULE O  
(Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on  
Form 990 or to provide any additional information.  
▶ Attach to Form 990 or 990-EZ.  
▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at  
[www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-0047

2013

Open to Public Inspection

|                                                                |                                              |
|----------------------------------------------------------------|----------------------------------------------|
| Name of the organization<br>TROUP COUNTY BOARD OF REALTORS INC | Employer identification number<br>58-1719394 |
|----------------------------------------------------------------|----------------------------------------------|

990 Schedule O, Supplemental Information

| Return Reference         | Explanation                                                                                                 |
|--------------------------|-------------------------------------------------------------------------------------------------------------|
| Other Revenue 1          | APPLICATION FEES \$400                                                                                      |
| Payments to Affiliates 1 | Name GEORIGA ASSOCIATION OF REALTOR   Purpose of payment MEMBERSHIP DUES TO AFFILIATE   Amount \$11585      |
| Payments to Affiliates 2 | Name NATIONAL ASSOC OF REALTOR   Purpose of payment MEMBERSHIP DUES TO AFFILIATE   Amount \$19305           |
| Other Expenses 1002      | Office Expenses \$1925                                                                                      |
| Other Expenses 1003      | Information Technology \$1687                                                                               |
| Other Expenses 1007      | Conferences, Conventions, and Meetings \$6927                                                               |
| Other Expenses 1009      | Depreciation \$363                                                                                          |
| Other Expenses 1012      | Insurance \$50                                                                                              |
| Other Expenses 1         | CONTINUING EDUCATION \$3618                                                                                 |
| Other Expenses 2         | PROFESSIONAL ACHIEVEMENT \$3277                                                                             |
| Other Expenses 3         | GMLS STORE \$3165                                                                                           |
| Other Expenses 4         | LICENSES & PERMITS \$250                                                                                    |
| Other Expenses 5         | DUES AND SUBSCRIPTIONS \$250                                                                                |
| Other Expenses 7         | CONTRIBUTIONS \$126                                                                                         |
| Other Assets 1003        | Machinery and Equipment - Beginning \$907 Machinery and Equipment - Ending \$544                            |
| Other Assets 1005        | Accounts Receivable - Beginning \$62287 Accounts Receivable - Ending \$45313                                |
| Total Liabilities 1001   | Accounts Payable and Accrued Expenses - Beginning \$0 Accounts Payable and Accrued Expenses - Ending \$1719 |
| Total Liabilities 1003   | Deferred Revenue - Beginning \$88446 Deferred Revenue - Ending \$79512                                      |
| Total Liabilities 1      | PAYROLL LIABILITIES - Beginning \$1875 PAYROLL LIABILITIES - Ending \$1252                                  |
| Total Liabilities 2      | SPECIAL PROJECT - Beginning \$412 SPECIAL PROJECT - Ending \$0                                              |