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Form 990-EZ

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 foundations)

OMB No 1545-1150

2013

Department of the Treasury
Internal Revenue Service

- Do not enter Social Security numbers on this form as it may be made public.
- Information about Form 990-EZ and its instructions is at www.irs.gov/form990.

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A For the 2013 calendar year, or tax year beginning , 2013, and ending ,

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

C CALIFORNIA ASSOCIATION OF BUSINESS BROKERS
4747 N FIRST ST #140
FRESNO, CA 93726

D Employer identification number 77-0168768

E Telephone number

F Group Exemption Number

G Accounting Method ☒ Cash ☐ Accrual Other (specify) _____

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

I Website: N/A

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

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. \$ 99,439.

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 ☒

		1	2	3	4	5a	5b	5c	6a	6b	6c	6d	7a	7b	7c	8	9	10	11	12	13	14	15	16	17	18	19	20	21
REVENUE	1	Contributions, gifts, grants, and similar amounts received																14,315.											
	2	Program service revenue including government fees and contracts																19,770.											
	3	Membership dues and assessments																65,353.											
	4	Investment income																1.											
	5a	Gross amount from sale of assets other than inventory																											
	5b	Less cost or other basis and sales expenses																											
	5c	Gain or (loss) from sale of assets other than inventory (Subtract line 5b from line 5a)																											
	6	Gaming and fundraising events																											
	6a	Gross income from gaming (attach Schedule G if greater than \$15,000)																											
	6b	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)																											
6c	Less direct expenses from gaming and fundraising events																												
6d	Net income or (loss) from gaming and fundraising events (add lines 6a and 6b and subtract line 6c)																												
EXPENSES	7a	Gross sales of inventory, less returns and allowances																											
	7b	Less cost of goods sold																											
	7c	Gross profit or (loss) from sales of inventory (Subtract line 7b from line 7a)																											
	8	Other revenue (describe in Schedule O)																											
	9	Total revenue. Add lines 1, 2, 3, 4, 5c, 6d, 7c, and 8																99,439.											
	10	Grants and similar amounts paid (list in Schedule O)																											
	11	Benefits paid to or for members																											
	12	Salaries, other compensation, and employee benefits																4,000.											
	13	Professional fees and other payments to independent contractors																33,790.											
	14	Occupancy, rent, utilities, and maintenance																											
15	Printing, publications, postage, and shipping																2,654.												
16	Other expenses (describe in Schedule O)																64,221.												
17	Total expenses. Add lines 10 through 16																104,665.												
ASSETS	18	Excess or (deficit) for the year (Subtract line 17 from line 9)																-5,226.											
	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)																57,917.											
	20	Other changes in net assets or fund balances (explain in Schedule O)																											
	21	Net assets or fund balances at end of year. Combine lines 18 through 20.																52,691.											

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SEE SCHEDULE O

SCANNED JUN 19 2014

BAA For Paperwork Reduction Act Notice, see the separate instructions.

Form 990-EZ (2013)

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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	X
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	X
35 a 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)?	35 a	X
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	35 b	
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	35 c	X
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	X
37 a Enter amount of political expenditures, direct or indirect, as described in the instructions 37 a 0.	37 a	
b Did the organization file Form 1120-POL for this year?	37 b	X
38 a 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?	38 a	X
b If 'Yes,' complete Schedule L, Part II and enter the total amount involved 38 b N/A	38 b	
39 Section 501(c)(7) organizations Enter	39 a	N/A
a Initiation fees and capital contributions included on line 9	39 a	N/A
b Gross receipts, included on line 9, for public use of club facilities	39 b	N/A
40 a Section 501(c)(3) organizations Enter amount of tax imposed on the organization during the year under section 4911 N/A , section 4912 N/A , section 4955 N/A	40 a	
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	40 b	
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 0.	40 c	
d Section 501(c)(3) and 501(c)(4) organizations Enter amount of tax on line 40c reimbursed by the organization 0.	40 d	
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	40 e	X
41 List the states with which a copy of this return is filed NONE		

42 a The organization's books are in care of **PROFESSIONAL EXCHANGE SERVICE** Telephone no **(559) 228-6140**
 Located at **4747 N FIRST ST, STE 140 FRESNO CA** ZIP + 4 **93726**

	Yes	No
b At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If 'Yes,' enter the name of the foreign country	42 b	X
c At any time during the calendar year, did the organization maintain an office outside of the U S ? If 'Yes,' enter the name of the foreign country	42 c	X

See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts

43 Section 4947(a)(1) nonexempt charitable trusts filing Form 990-EZ in lieu of Form 1041 - Check here ☐ N/A and enter the amount of tax-exempt interest received or accrued during the tax year **43** N/A

	Yes	No
44 a Did the organization maintain any donor advised funds during the year? If 'Yes,' Form 990 must be completed instead of Form 990-EZ	44 a	X
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	44 b	X
c Did the organization receive any payments for indoor tanning services during the year?	44 c	X
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	44 d	
45 a Did the organization have a controlled entity of the organization within the meaning of section 512(b)(13)?	45 a	X
b Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If 'Yes,' Form 990 and Schedule R may need to be completed instead of Form 990-EZ (see instructions).	45 b	X

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

	Yes	No
46		X

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 ☐

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

	Yes	No
47		
48		
49 a		
49 b		

48 Is the organization a school as described in section 170(b)(1)(A)(ii)? If 'Yes,' complete Schedule E

49 a Did the organization make any transfers to an exempt non-charitable related organization?

b 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

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

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

52 Did the organization complete Schedule A? **Note.** All section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A

☐ Yes ☐ No

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

Sign Here

Signature of officer AMY COLE Date 5/9/14
Type or print name and title PRESIDENT

Paid Preparer Use Only

Print/Type preparer's name WILLIAM E. ROESER Preparer's signature WILLIAM E. ROESER Date 5/1/14 Check ☐ if self-employed PTIN P00022001
Firm's name ROESER ACCOUNTANCY CORPORATION Firm's EIN 77-0412784
Firm's address 6535 N. PALM AVE., STE 104 Phone no (559) 225-5200
FRESNO, CA 93704

May the IRS discuss this return with the preparer shown above? See instructions

☒ Yes ☐ No

Form 990-EZ (2013)

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 990-EZ 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.

OMB No 1545 0047

2013

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Name of the organization **CALIFORNIA ASSOCIATION OF BUSINESS
BROKERS**

Employer identification number
77-0168768

FORM 990-EZ, PART III - ORGANIZATION'S PRIMARY EXEMPT PURPOSE

THE CALIFORNIA ASSOCIATION OF BUSINESS BROKERS IS AN ASSOCIATION OF BUSINESS
BROKERS AND MERGER AND ACQUISITION SPECIALISTS WHOSE GOAL IS TO PROMOTE THE GROWTH
AND PROFESSIONALISM OF THE BUSINESS BROKERAGE COMMUNITY WITHIN OUR STATE.

FORM 990-EZ, PART III, LINE 28 - STATEMENT OF PROGRAM SERVICE ACCOMPLISHMENTS

1. PROVIDED THE FOLLOWING EDUCATIONAL COURSES:

A. CABB 101 (2-DAY COURSE, REQUIRED OF MEMBERS) - INTRODUCTION TO CALIFORNIA
BUSINESS BROKERAGE

B. CABB 201 - (1 DAY COURSE, REQUIRED OF MEMBERS) ADVANCED RECASTING AND
VALUATIONS

C. CABB 130 - (1 DAY COURSE) FINANCE FOR BUSINESS BROKERS

D. IBBA 210 (2-DAY COURSE) - ANALYZING AND RECASTING FINANCIAL STATEMENTS

E. IBBA 220 - INTRODUCTION TO PRICING SMALL BUSINESSES

F. IBBA 301 - INTRODUCTION TO MERGERS AND ACQUISITIONS PROCESS

G. CABB 501 (1 DAY COURSE) - CBB RENEWAL

2. PROVIDED MEMBERS THE OPPORTUNITY TO OBTAIN THE DESIGNATION OF CERTIFIED
BUSINESS BROKER, CBB. THIS DESIGNATION IS AWARDED UPON COMPLETION OF REQUIRED
COURSES, A PERIOD OF EXPERIENCE IN THE INDUSTRY AND COMPLETION OF THE REQUIRED
NUMBER AND/OR SIZE OF TRANSACTIONS. IT SIGNIFIES A LEVEL OF COMPETENCE AND
ACCOMPLISHMENT TO PROSPECTIVE CLIENTS AND MEMBERS OF THE BUSINESS BROKERAGE
COMMUNITY.

3. PROVIDED MONTHLY "CABBINARS" (WEB SEMINARS) ABOUT HOT TOPICS AND NEW WAYS TO
IMPROVE YOUR PRACTICE AND SELL MORE. AND, WEEKLY EMAILS INCLUDING TIPS & RELEVANT

Name of the organization
CALIFORNIA ASSOCIATION OF BUSINESS
BROKERSEmployer identification number
77-0168768**FORM 990-EZ, PART III, LINE 28 - STATEMENT OF PROGRAM SERVICE ACCOMPLISHMENTS**

STORIES.

4. CABB PROVIDED ITS MEMBERS WITH A COMPLETE SET OF STANDARD FORMS DESIGNED JOINTLY BY ATTORNEYS AND BUSINESS BROKERS EXCLUSIVELY FOR THE BUSINESS BROKERAGE PROFESSION. THE FORMS INCLUDE A REPRESENTATION AGREEMENT (LISTING FORM), PURCHASE AGREEMENT FOR BUSINESS ASSETS, STOCK PURCHASE AGREEMENT, DISCLOSURE FORMS FOR BOTH BUYERS AND SELLERS AND MANY MORE. THE FORMS ARE COPYRIGHT PROTECTED AND ARE AVAILABLE ONLY TO INDIVIDUAL MEMBERS OF CABB.

5. HELD 2-DAY ANNUAL STATEWIDE CONFERENCE OFFERING TOP SPEAKERS, PRESENTATIONS, ROUNDTABLE DISCUSSIONS AND OPPORTUNITY TO MEET WITH INDUSTRY SPONSORS.

6. PROVIDED REGIONAL NETWORKING OPPORTUNITIES INCLUDING QUARTERLY MEMBER MEETINGS TO EXCHANGE LISTINGS, NETWORK WITH OTHER BUSINESS BROKERS AND LISTEN TO PROFESSIONAL SPEAKERS ON TOPICS RELATING TO BUSINESS BROKERAGE.

FORM 990-EZ, PART I, LINE 16
OTHER EXPENSES

ADVERTISING AND PROMOTION	\$	433.
BANK AND MERCHANT FEES		2,873.
CONFERENCES, CONVENTIONS, AND MEETINGS		37,869.
INSURANCE		446.
MEMBER MEETING EXPENSE		2,672.
MISCELLANEOUS		4,998.
OFFICE EXPENSES		1,359.
STORAGE		1,550.
TAX AND LICENSING		1,670.
TELEPHONE		57.
TRAVEL		456.
WEBSITE HOSTING & MAINTENANCE		9,838.
TOTAL	\$	<u>64,221.</u>