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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 1545-0047

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 and its instructions is at www.irs.gov/form990. Open to Public Inspection

| | - F | / LITE 2 | or is calendar year, or tax year beginning | OT 1, 2013 and | ending U | UN 30, 21 | 014 | | |
|----------------------------|-------------------------|---------------------------|--|-------------------------------------|--|-----------------------------|--------------------------------------|--|--|
| <u></u> | 3 Ch ap | eck if plicable | C Name of organization | | | D Employer id | entification number | | |
| 2019 | | Address | AUTO CARE ASSOCIATION | | | | | | |
| L | | change Name change | Doing Business As | | | - s | 2-2172219 | | |
| \rightleftharpoons | | Initial return | Number and street (or P.0. box if mail is not deli | vered to street address) | Room/suite | | | | |
| > | | Termin- | 7101 WISCONSIN AVENUE | | 1300 | 301-654-6664 | | | |
| PCSTONATIK DATE MAY | | ated Amended return | City or town, state or province, country, and | | | G Gross receipts \$ | 43,724,245. | | |
| <u>~</u> | | Applica- tion | BETHESDA, MD 20814 | Ell of foreign pooter oods | | H(a) Is this a group return | | | |
| ్డ్లు కో | | pending | F Name and address of principal officer.KAT. | HLEEN SCHMATZ | | for subord | . — — | | |
| | | | SAME AS C ABOVE | | | H(b) Are all subordi | | | |
| # # # # # # | ı Ta | x-exem | | | or 527 | -1 '' | ach a list (see instructions) | | |
| <u> تا تا</u> | J W | ebsite: | ► WWW.AUTOCARE.ORG | | | 7 | mption number | | |
| 2 | ∢ Fo | rm of or | ganization: X Corporation Trust As | sociation Other > | L Year | of formation: 19 | 99 M State of legal domicile: IL | | |
| Ĺ | Pa | rtl S | ummary | | | | | | |
| | | 1 Br | efly describe the organization's mission or most | significant activities: TO S | ERVE I | HE AUTO | CARE INDUSTRY | | |
| | Governance | <u>B</u> | Y EXPANDING THE CONSUMER | MARKET AND PRE | SERVIN | IG AND EN | HANCING THE | | |
| | ř. | 2 Ch | eck this box 🕨 🔲 if the organization discor | ntinued its operations or dispo | sed of more | e than 25% of its | net assets. | | |
| | 8 | 3 Nu | mber of voting members of the governing body | (Part VI, line 1a) | | | 3 29 | | |
| 2015 | <u>ග</u> | 4 Nu | mber of independent voting members of the government | verning body (Part VI, line 1b) | | | 4 29 | | |
| 20 | es | 5 To | tal number of individuals employed in calendar y | ear 2013 (Part V, line 2a) | | | 5 46 | | |
| . 60 | ₹∣ | 6 To | tal number of volunteers (estimate if necessary) | 10.7 | -6: 11 | | 6 400 | | |
| e v | <u> </u> | 7 a To | tal unrelated business revenue from Part VIII, co | | | | 7a 59,965. | | |
| 2 | | b Ne | t unrelated business taxable income from Form | 990-T, line 34 | | | 7b $-12,207.$ | | |
| = | 5 | | | MA) | Y 2 1 20 | Prior Year | Current Year | | |
| <u>_</u> | ا يور | 8 Co | ntributions and grants (Part VIII, line 1h) | [m] | 1 2 1 50 | - , , | 00. 1,415. | | |
| 1/2 | [E] | 9 Pr | ogram service revenue (Part VIII, line 2g) | | - 1 3 C | 14,699,8 | | | |
| 於 | <u>ا</u> ھِ | 10 Inv | estment income (Part VIII, column (A), lines 3, 4, | and 7d) | | 11,286,6 | | | |
| Cles Strake | " { | 11 Ot | ner revenue (Part VIII, column (A), lines 5, 6d, 8c | , 9c, 10c, and 11e) | | ~." 235,0 | | | |
| Y. | (9) | 12 To | tal revenue - add lines 8 through 11 (must equal | Part VIII, column (A), line 12) | | 16,231,5 | | | |
| | 00 | 13 Gr | ants and similar amounts paid (Part IX, column (| A), lines 1-3) | | 1,283,1 | | | |
| | | 14 Be | nefits paid to or for members (Part IX, column (A |), line 4) | _ | | 0. 0. | | |
| | es | 15 Sa | laries, other compensation, employee benefits (F | Part IX, column (A), lines 5-10) | | 4,967,9 | | | |
| | Expenses | 16a Pro | ofessional fundraising fees (Part IX, column (A), I | ne 11e) | | | 0. 0. | | |
| | X | | tal fundraising expenses (Part IX, column (D), line | | 0. | | | | |
| | ۳۱ | | her expenses (Part IX, column (A), lines 11a-11d, | | | 8,005,2 | | | |
| | | | tal expenses Add lines 13-17 (must equal Part I | | <u> </u> | 14,256,3 | | | |
| - | S | 19 Re | venue less expenses Subtract line 18 from line | 12 | | 1,975,2 | | | |
| j | Assets or d Balances | | | | Be | ginning of Current | | | |
| | Baga | | tal assets (Part X, line 16) | | - | 26,156,5 | | | |
| 1 | Fund | | tal liabilities (Part X, line 26) | | <u> </u> | 6,305,6 | | | |
| | | | t assets or fund balances Subtract line 21 from Signature Block | line 20 | | 19,850,9 | 76. 22,989,143. | | |
| L | | | - | andudan annomenum anhadule | | anto and to the bas | at at any leasured as and belief the | | |
| | | | s of perjury, I declare that I have examined this return, not complete. Declaration of preparer (other than ovince | | | | | | |
| - | rue, | correct, a | nuccomplete. Declaration of preparer (other than online | 1) is based on all information of w | лист ргераге | | :- (5-/5 | | |
| | n: | | Signature explineer | | | Date | 13.13 | | |
| | Sign Here | - 1 | • | IDENT & CEO | | 24.0 | | | |
| , | nere | | Type or print name and title | IDENI & CEO | | | | | |
| - | _ | Pi | int/Type preparer's name | Preparer's signature | T | Date ch | eck PTIN | | |
| | Paid | | AVID TRIMNER | D27 | - | 5-14-2015 | r-employed P00444822 | | |
| | repa | | m's name CLIFTONLARSONALL | EN LLP | حلــــــــــــــــــــــــــــــــــــ | Firm's E | | | |
| | Jse (| | rm's address 4250 N. FAIRFAX | | 20 | | 0,20,25 | | |
| | | ٠ ' | ARLINGTON, VA 22 | | | Phone n | o.571-227-9500 | | |
| Ī | Mav | the IRS | discuss this return with the preparer shown abo | | | 1 | X Yes No | | |
| _ | | 1 10-29-1 | | | ions. | <u> </u> | Form 990 (2013) | | |
| | | | | | | | | | |

Form 990 (2013) AUTO CARE ASSOCIATION

Part IV Checklist of Required Schedules

| | | | Yes | No |
|-----|--|------------|-----|--------------|
| 1 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? | | | |
| | If "Yes," complete Schedule A | _1_ | | <u>X</u> |
| 2 | Is the organization required to complete Schedule B, Schedule of Contributors? | 2 | | X |
| 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_ | | <u> </u> |
| 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 | | |
| 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 | | | |
| Ū | provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I | 6 | | х |
| 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 | | | |
| | 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? | | | |
| | If "Yes," complete Schedule D, Part IV | 9 | | _ <u>X</u> _ |
| 10 | Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent | | | |
| | endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V | 10 | | _X_ |
| 11 | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X | | | |
| | as applicable. | | | |
| а | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, | | 37 | |
| _ | Part VI | 11a | Х | |
| В | Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII | 11h | | X |
| c | Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total | 11b | | |
| Ū | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII | 11c | , | х |
| d | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in | 110 | | |
| _ | Part X, line 16? If "Yes," complete Schedule D, Part IX | 11d | | X |
| е | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X | 11e | | X |
| 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 | |
| 12a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete | | | |
| | Schedule D, Parts XI and XII | 12a | | X |
| b | Was the organization included in consolidated, independent audited financial statements for the tax year? | | | |
| | If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional | 12b | Х | |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | | X |
| | Did the organization maintain an office, employees, or agents outside of the United States? | <u>14a</u> | | X |
| D | Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 | | | |
| | or more? If "Yes," complete Schedule F, Parts I and IV | 14b | | Х |
| 15 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any | 140 | | |
| | foreign organization? If "Yes," complete Schedule F, Parts II and IV | 15 | | х |
| 16 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to | | | |
| | or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV | 16 | | Х |
| 17 | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, | | | |
| | column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I | 17 | | X |
| 18 | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines | | | |
| | 1c and 8a? If "Yes," complete Schedule G, Part II | 18 | | <u> </u> |
| 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 | | X |
| | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | | <u> </u> |
| b | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | 900 | (2013) |
| | | rorm | 220 | (2013) |

Form 990 (2013) AUTO CARE ASSOCIATION

Part IV Checklist of Required Schedules (continued)

| | | Form | 990 | (2013) |
|-----|---|------|----------|--------------|
| | Note. All Form 990 filers are required to complete Schedule O | 38 | X | |
| 38 | Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 197 | | | |
| | and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI | 37 | | X |
| 37 | Did the organization conduct more than 5% of its activities through an entity that is not a related organization | 1 | 1 | l <u>.</u> . |
| | If "Yes," complete Schedule R, Part V, line 2 | 36 | - | |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? | | | |
| | within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 | 35b | X | \vdash |
| b | If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity | | ,, | |
| 35a | · · · · · · · · · · · · · · · · · · · | 35a | X | ├─ |
| | Part V, line 1 | 34 | X | \vdash |
| 34 | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and | 24 | v | |
| | sections 301.7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I | 33 | | <u> </u> |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations | 22 | | , v |
| | Schedule N, Part II | 32 | <u> </u> | X |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete | | | v |
| 00 | If "Yes," complete Schedule N, Part I | 31 | | <u> </u> |
| 31 | Did the organization liquidate, terminate, or dissolve and cease operations? | 24 | | X_ |
| 0.4 | contributions? If "Yes," complete Schedule M | 30_ | | <u> </u> |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation | 20 | | х |
| 29 | Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M | 29 | | ^ |
| | director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV | 28c | | X |
| С | An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, | | | . |
| b | A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV | 28b | | X |
| a | A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV | 28a | | X |
| | instructions for applicable filing thresholds, conditions, and exceptions) | 00- | | . |
| 28 | Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV | | | |
| | of any of these persons? If "Yes," complete Schedule L, Part III | 27 | | X |
| | contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member | | | v |
| 27 | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial | | | |
| | complete Schedule L, Part II | 26 | | |
| | former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If so, | 200 | | х |
| 26 | Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or | ' | | |
| oe. | Schedule L, Part I | 230 | | _ |
| | | 25b | | |
| J | that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete | | | |
| b | Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and | | | |
| _54 | disqualified person during the year? If "Yes," complete Schedule L, Part I | 25a | | |
| | Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a | | | |
| d | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | 24d | | |
| • | any tax-exempt bonds? | 24c | | |
| | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease | | - | |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | |
| | Schedule K. If "No", go to line 25a | 24a | | _X_ |
| | last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete | | | |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the | | | . — |
| | Schedule J | 23 | Х | |
| | and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete | | | |
| 23 | Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current | | | |
| | column (A), line 2? If "Yes," complete Schedule I, Parts I and III | 22 | | X |
| 22 | Did the organization report more than \$5,000 of grants or other assistance to individuals in the United States on Part IX, | | | |
| ۷, | government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II | 21 | Х | |
| 21 | Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or | | Yes | NO |
| | | | TOO | N-0 |

| <u>Form</u> | 990 (2013) AUTO CARE ASSOCIATION | | 52-2172 | <u> 219</u> | P | age 5 |
|-------------|--|----------|-----------------------|-------------|--------------|--------------|
| Par | t V Statements Regarding Other IRS Filings and Tax Compliance | | | | | |
| | Check if Schedule O contains a response or note to any line in this Part V | | · • | _ | | |
| | | | | | Yes | No |
| 1a | Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable | 1a | 25 | | | |
| ь | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable | 1b | 0 | | | |
| С | Did the organization comply with backup withholding rules for reportable payments to vendors and re | eportal | ole gaming | | | |
| | (gambling) winnings to prize winners? | | | 1c | | |
| 2a | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, | | | | | |
| | filed for the calendar year ending with or within the year covered by this return | 2a | 46 | | | |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax retuin | ns? | | 2b | Х | |
| | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions | 3) | | | | |
| За | Did the organization have unrelated business gross income of \$1,000 or more during the year? | | | 3a_ | X | |
| b | If "Yes," has it filed a Form 990-T for this year? If "No," to line 3b, provide an explanation in Schedule | 0 | | 3b_ | X | |
| | At any time during the calendar year, did the organization have an interest in, or a signature or other | | ity over, a | | | |
| | financial account in a foreign country (such as a bank account, securities account, or other financial | accour | nt)? | 4a | | Х |
| b | If "Yes," enter the name of the foreign country | | | | | |
| | See instructions for filing requirements for Form TD F 90-22 1, Report of Foreign Bank and Financial | Accour | nts | | | |
| 5a | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | | | 5a | | X |
| b | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction | ction? | | 5b | | X |
| С | If "Yes," to line 5a or 5b, did the organization file Form 8886-T? | | | 5c | | |
| 6a | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the | ne orga | inization solicit | | | |
| | any contributions that were not tax deductible as charitable contributions? | | | 6a | | X |
| b | If "Yes," did the organization include with every solicitation an express statement that such contribut | tions o | r gifts | | | |
| | were not tax deductible? | | | 6b | | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | | | | |
| а | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and se | rvices p | rovided to the payor? | 7a | | <u> </u> |
| b | If "Yes," did the organization notify the donor of the value of the goods or services provided? | | | 7b | ļ | |
| С | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it w | as req | uired | · | | |
| | to file Form 8282? | | | 7c | | |
| d | If "Yes," indicate the number of Forms 8282 filed during the year | 7d | | | | |
| е | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit of | ontrac | t? | 7e | | |
| f | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit conti | ract? | | 7f | | |
| g | If the organization received a contribution of qualified intellectual property, did the organization file February | orm 88 | 99 as required? | 7g | ļ | ļ |
| h | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization | ation fi | le a Form 1098-C? | 7h | | |
| 8 | Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations D | ıd the s | upporting | | | 1 |
| | organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at | any tim | e during the year? | 8 | | |
| 9 | Sponsoring organizations maintaining donor advised funds. | | | | | |
| а | Did the organization make any taxable distributions under section 4966? | | | 9a | | ļ |
| b | Did the organization make a distribution to a donor, donor advisor, or related person? | | | 9b | | |
| 10 | Section 501(c)(7) organizations. Enter | | | | | |
| а | Initiation fees and capital contributions included on Part VIII, line 12 | 10a | | ļ | | |
| b | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities | 10b | | ļ | | |
| 11 | Section 501(c)(12) organizations. Enter | 1 1 | | | | |
| а | Gross income from members or shareholders | 11a | | - | | |
| b | Gross income from other sources (Do not net amounts due or paid to other sources against | | | | | |
| | amounts due or received from them) | 11b | | - | | l |
| | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form | 1 | } | 12a | ļ <u>-</u> | <u> </u> |
| b | If "Yes," enter the amount of tax-exempt interest received or accrued during the year | 12b | | - | | |
| 13 | Section 501(c)(29) qualified nonprofit health insurance issuers. | | | | | |
| а | Is the organization licensed to issue qualified health plans in more than one state? | | | 13a | | <u> </u> |
| | Note. See the instructions for additional information the organization must report on Schedule O. | | | | | |
| b | | 1 1 | | | | |
| | organization is licensed to issue qualified health plans | 13b | | - | | |
| _ | Enter the amount of reserves on hand | 13c | | - | | |
| 14a | Did the organization receive any payments for indoor tanning services during the tax year? | | | 14a | | X |
| 1- | If "Van " has it filed a Form 720 to report these payments? If "No " provide an evaluation in Schodul | (a (1) | | 1 4 4 h | 1 | 1 |

Form **990** (2013)

52-2172219 AUTO CARE ASSOCIATION 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. \Box Check if Schedule O contains a response or note to any line in this Part VI Section A. Governing Body and Management No 29 1a Enter the number of voting members of the governing body at the end of the tax year 1a If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O. 29 b Enter the number of voting members included in line 1a, above, who are independent Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other Х 2 officer, director, trustee, or key employee? Did the organization delegate control over management duties customarily performed by or under the direct supervision 3 Х of officers, directors, or trustees, or key employees to a management company or other person? 3 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? 4 Did the organization become aware during the year of a significant diversion of the organization's assets? 5 Х Did the organization have members or stockholders? 6 7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or Х 7a more members of the governing body? b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or 7b X persons other than the governing body? Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: 8a a The governing body? X 8b b Each committee with authority to act on behalf of the governing body? Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O 9 Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code) Yes No 10a X 10a Did the organization have local chapters, branches, or affiliates? b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? 10b 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? X 11a b Describe in Schedule O the process, if any, used by the organization to review this Form 990. X 12a Did the organization have a written conflict of interest policy? If "No," go to line 13 12a b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? 12b X c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe X 12c in Schedule O how this was done X 13 13 Did the organization have a written whistleblower policy? X Did the organization have a written document retention and destruction policy? 14 14 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? X a The organization's CEO, Executive Director, or top management official 15a X 15b Other officers or key employees of the organization If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions) 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a X 16a taxable entity during the year? b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? Section C. Disclosure NONE List the states with which a copy of this Form 990 is required to be filed Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available 18 for public inspection. Indicate how you made these available. Check all that apply X Upon request X Another's website Other (explain in Schedule O) Own website Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial 19 statements available to the public during the tax year State the name, physical address, and telephone number of the person who possesses the books and records of the organization. SUSAN MEDICK - 301-654-6664

7101 WISCONSIN AVENUE SUITE 1300, BETHESDA,

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

Check if Schedule O contains a response or note to any line 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) | Danistan | | | | | | | (E) | (F) | |
|------------------------|------------------------|--------------------|--|----------|--------------|---------------------------------|--------|-----------------|----------------------------------|--------------------------|--|
| Name and Title | Average | (do | Position (do not check more than one box, unless person is both an officer and a director/trustee) | | | | one | Reportable | Reportable | Estimated amount of | |
| | hours per | | | | | | | compensation | compensation | | |
| | week | - | | | | | | from the | from related | other | |
| | (list any hours for | or director | | | | - | | organization | organizations (W-2/1099-MISC) | compensation from the | |
| | related | ee or | stee | | | nsate | | (W·2/1099·MISC) | (** 27 1000 111100) | organization | |
| | organizations | trust | al tru | | yee | omo | | , | | and related | |
| | below | Individual trustee | Institutional trustee | ja; | кеу етріоуее | Highest compensated employee | Je. | | | organizations | |
| | line) | ğ | Inst | Officer | Ş. | 3.2 | Богтег | | | | |
| (1) TIMOTHY LEE | 5.00 | | | | | | | | | | |
| CHAIRMAN | 1.00 | X | | X | | _ | | 0. | 0. | 0 | |
| (2) RICHARD J. JAGO | 5.00 | | | | | | | | | | |
| VICE CHAIRMAN | 1.00 | X | | X | | | | 0. | 0. | 0 | |
| (3) MIKE CARLET | 5.00 | 1 | | | | | | | | | |
| VICE PRESIDENT | 1.00 | X | | X | | | | 0. | 0. | 0 | |
| (4) SCOTT LEPROHON | 5.00 | | | | | | | | | | |
| VICE PRESIDENT | 1.00 | X | | X | | | | 0. | 0. | C | |
| (5) JOHN WASHBISH, AAP | 5.00 |] | | | | | | | | | |
| VICE PRESIDENT | 1.00 | X | | X | | | | 0. | 0. | C | |
| (6) CAL WILKINS | 5.00 | Ţ | | | | | | | | | |
| VICE PRESIDENT | 1.00 | X | _ | X | | | | 0. | 0. | C | |
| (7) IRA DAVIS | 5.00 | | | | | | | _ | | _ | |
| SECRETARY | 1.00 | X | | X | | | | 0. | 0. | C | |
| (8) MICHAEL KLEIN | 5.00 | | | | | | | _ | _ | _ | |
| TREASURER | 1.00 | X | | X | | | | 0. | 0. | C | |
| (9) THOMAS BEER | 1.00 | | | | | | | _ | _ | _ | |
| DIRECTOR | 0.00 | X | | | <u> </u> | ļ | | 0. | 0. | | |
| (10) CURTIS DRAPER | 1.00 | | | i | | | | _ | _ | _ | |
| DIRECTOR | 0.00 | X | | | | ļ | | 0. | 0. | | |
| (11) JIM DYKSTRA | 1.00 | 1 | | | | | | _ | _ | _ | |
| DIRECTOR | 0.00 | X | | | | | | 0. | 0. | | |
| (12) MARK FINESTONE | 1.00 | 1 | | | | | | | | _ | |
| DIRECTOR | 0.00 | X | | | _ | _ | | 0. | 0. | | |
| (13) MIKE FITZGERALD | 1.00 | - | | | | | | _ | | _ | |
| DIRECTOR | 0.00 | X | | | _ | | | 0. | 0. | | |
| (14) TODD HACK | 1.00 | - | | | 1 | | | _ | | | |
| DIRECTOR | 0.00 | | | | _ | | | 0. | 0. | | |
| (15) PATRICIA LAW | 1.00 | 4 | | | | | | _ | _ | _ | |
| DIRECTOR | 0.00 | | | <u> </u> | _ | _ | | 0. | 0. | | |
| (16) WILLIAM MAGGS | 1.00 | 7 | | | | 1 | | _ | _ | _ | |
| DIRECTOR | 0.00 | | <u> </u> | <u> </u> | _ | <u> </u> | | 0. | 0. | | |
| (17) ROGER MCCOLLUM | 1.00 | | | | | | | _ | _ | _ | |
| DIRECTOR | 0.00 | X | L | | <u> </u> | <u> </u> | L | 0. | 0. | Form 990 (20) | |

332007 10-29-13

| Part VII Section A. Officers, Directors, T | rustees, Key Em | | | | d Hi | ghe | st C | ompensated Employe | 52-2172 es (continued) | <u> 219 Page</u> 0 |
|--|--|--|-----------------------|---------|--------------|------------------------------|--------|--|--------------------------------------|--|
| (A) | (B) | (C) | | | | | (D) | (E) | (F) | |
| Name and title | Average hours per week | Position (do not check more than one box, unless person is both an officer and a director/trustee) | | | | than is bot | h an | 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 | Кеу етріоуее | Highest compensated employee | Former | the organization (W-2/1099-MISC) | organizations (W-2/1099-MISC) | compensation from the organization and related organizations |
| (18) TOM PERRY | 1.00 | | | | | | | | | |
| DIRECTOR | | X | | | _ | | | 0. | 0. | 0. |
| (19) F. SCOTT PLETZ DIRECTOR | 1.00 | X | | | | | | 0. | 0. | 0. |
| (20) JOHN QUIRK | 1.00 | | | | | | | | | |
| DIRECTOR | 0.00 | х | | | | | | 0. | 0. | 0. |
| (21) SHERRI RAINS | 1.00 | | | | | | | | | · · · · |
| DIRECTOR | | X | | | | _ | | 0. | 0. | 0. |
| (22) DON REIMONDO DIRECTOR | 1.00 | х | | | | | | 0. | 0. | 0. |
| (23) RICHARD SCHWARTZ | 1.00 | | | | | | | | | |
| DIRECTOR | 0.00 | X | | | <u> </u> | _ | | 0. | 0. | 0. |
| (24) DAVID T. SEGAL, AAP DIRECTOR | 1.00 | X | | | | | | 0. | 0. | 0. |
| (25) MIKE SWEARENGIN DIRECTOR | $\begin{array}{r} 1.00 \\ \hline 0.00 \end{array}$ | х | | | | | | 0. | 0. | 0. |
| (26) TIMOTHY TRUDOWSKI | 1.00 | | | | | | | | | |
| DIRECTOR | 0.00 | Х | | | | <u> </u> | | 0. | 0. | 0. |
| 1b Sub-total | | | | | | | | 0. | 0. | 0. |
| c Total from continuation sheets to Par | t VII, Section A | | | | | | | 1,797,117. 1,797,117. | 0. | 322,172. |
| d Total (add lines 1b and 1c) | 4 mas lumata di ta 10 | | l. e t | ا – اس | | • | | | | 322,172. |
| 2 Total number of individuals (including be compensation from the organization | | iose | IISTE | d at | oove | e) Wî | 10 re | eceived more than \$100 | ,000 of reportable | 15 |

Yes No

3 Did the organization list any former officer, director, or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual

4 For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization

and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual
 Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person

3 X 4 X 5 X

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

| (A) | (B) | (C) |
|--|----------------------------------|--------------|
| Name and business address | Description of services | Compensation |
| GMMB | REBRANDING, | |
| 3050 K ST NW, STE 100, WASHINGTON, DC 2000 | 7MARKETING | 416,942. |
| PRICEDEX SOFTWARE, INC., 1864 HWY 2 E, BOX | PROJECT MANAGEMENT- | |
| 458, BROCKVILLE, ONTARIO, CANADA K6V 5V6 | DATA BASE | 314,348. |
| ROLAND BERGER STRATEGY CONSULTANTS, LLC, | | |
| 37000 WOODWARD AVE, STE 200, BLOOMFIELD | MARKET ASSESSMENT | 218,540. |
| MOTOR INFORMATION SYSTEMS | | |
| PO BOX 277697, ATLANTA, GA 30384 | COMPUTER SERVICES | 164,375. |
| STRATEGIC MANAGEMENT SERVICES | PR, GRASSROOTS | |
| 9 PARK ST, 5TH FL, BOSTON, MA 02108 | LOBBYING | 150,000. |
| 2 Total number of independent contractors (including but not limited to those list | ed above) who received more than | |
| \$100,000 of compensation from the organization | | |
| 455 5155 UTT 4565501 1 4605501 1 4605 | | |

SEE PART VII, SECTION A CONTINUATION SHEETS

Form 990 (2013)

Form 990 (2013) AUTO CA
Part VIII Statement of Revenue

| | - | Check if Schedule O conta | ains a resnonse | or note to any line | e in this Part VIII | | | |
|--|----------------|---|-------------------|---------------------|---------------------|--|---|--|
| | | Check if Schedule O'Conta | ans a response | or note to any line | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512 - 514 |
| इ इ | 1 a | Federated campaigns | 1a | | | | | _ |
| 들 | b | | 1b | | • | | | |
| اع ق | c | | 1c | | | | | |
| it s | d | . 5 | 1d | | | | | |
| اران الارت | e | 0 | | | | | | |
| S is | f | All -45 | · | | | | | |
| 토 | • | similar amounts not included above | | 1,415. | | | | |
| É | _ | Noncash contributions included in lines | | 1,413. | | | | |
| Se | | Total. Add lines 1a-1f | Ia-11 \$ | | 1,415, | | , | |
| | | Total Floor miles 14 1. | | Business Code | 1,312, | | | |
| يو ا | 2 a | SHOW AND SHOW EVENTS | | 900099 | 8,358,989. | 8,358,989. | | |
| ا څ | b | | | 900099 | 3,807,593. | 3,807,593. | | |
| Other Revenue Contributions, Gifts, Grar Revenue and Other Similar Amoun | c | | | 900099 | 2,251,688. | 2,251,688, | | |
| E S | c | | | 990099 | 925,541. | 925,541. | | |
| ğα | e | PUBLICATIONS | | 541800 | 99.725. | 51,760. | 47 965. | |
| <u> </u> | f | All other program service reve | nue | | | | | |
| | | g Total. Add lines 2a-2f | | • | 15,443,536, | | | |
| | 3 | Investment income (including | dividends, intere | est, and | | | | |
| | _ | other similar amounts) | · | • | 560,985. | | | 560,985. |
| | 4 | Income from investment of tax | x-exempt bond p | roceeds ► | | | _ | , , |
| | 5 | Royalties | | ▶ | 4,129, | | | 4,129. |
| | | • | (i) Real | (II) Personal | , | | | |
| | 6 a | Gross rents | | | | | | |
| | t | Less: rental expenses | | | | | | |
| | c | Rental income or (loss) | | | | | | |
| | c | Net rental income or (loss) | | > | | | | |
| | 7 a | Gross amount from sales of | (i) Securities | (ıı) Other | | | | |
| | | assets other than inventory | 27,652,627. | | | | | |
| | b | Less cost or other basis | , | | | | | |
| | | and sales expenses | 26,351,618. | | | | | |
| | c | Gain or (loss) | 1,301,009. | | | | | |
| · | c | Net gain or (loss) | | | 1,301,009. | | | 1,301,009. |
| 0 | 8 a | a Gross income from fundraising | g events (not | | | | | |
| | | including \$ | of | | | | | |
| ě | | contributions reported on line | 1c) See | | | | | |
| F F | | Part IV, line 18 | а | | | | | |
| Ĕ. | k | Less direct expenses | b | | | | | |
| | c | Net income or (loss) from fund | draising events | | | | | |
| | 9 a | Gross income from gaming ac | ctivities See | | | | | |
| | | Part IV, line 19 | а | | | | | |
| | t | Less direct expenses | b | | | | | |
| | C | Net income or (loss) from garr | ning activities | | | | | |
| | 10 a | a Gross sales of inventory, less | returns | | | | | |
| | | and allowances | а | | | | | |
| | | Less cost of goods sold | b | | | | | |
| | | Net income or (loss) from sale | | | | | | |
| | | Miscellaneous Revenu | <u>le</u> | Business Code | | | | |
| | | MISCELLANEOUS | | 900099 | 38,818. | <u> </u> | | 38,818. |
| | | MANAGEMENT FEES | | 900099 | 12,000. | | 12,000. | |
| | | AIA INDUSTRY AWARDS | | 900099 | 10,735. | - | | 10,735. |
| | | d All other revenue | | | | | | |
| | | Total. Add lines 11a-11d | | | 61,553. | 1 | | |
| 33200 | <u>12</u> 9 | Total revenue. See instructions. | • • | | 17,372,627. | 15,395,571, | 59 965. | 1 915 676. Form 990 (2013) |

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A). $\overline{\mathbf{x}}$ Check if Schedule O contains a response or note to any line in this Part IX (C) Management and general expenses (D) Fundraising (A) Total expenses Do not include amounts reported on lines 6b, Program service 7b, 8b, 9b, and 10b of Part VIII. expenses expenses Grants and other assistance to governments and 545,950 organizations in the United States. See Part IV, line 21 Grants and other assistance to individuals in the United States. See Part IV, line 22 Grants and other assistance to governments. organizations, and individuals outside the United States. See Part IV, lines 15 and 16 Benefits paid to or for members Compensation of current officers, directors, 1,045,700. trustees, and key employees Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) 2,987,904. Other salaries and wages Pension plan accruals and contributions (include 294,502. section 401(k) and 403(b) employer contributions) 764,914 Other employee benefits 251,192, Payroll taxes 10 Fees for services (non-employees) a Management 116,682. **b** Legal 52,606. Accounting 309,841. d Lobbying Professional fundraising services. See Part IV, line 17 176,935 Investment management fees Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.) 1,709,804. 306,522 Advertising and promotion 12 606,289 Office expenses 13 463,087 14 Information technology Royalties 15 545,476 Occupancy 16 326,494 17 Payments of travel or entertainment expenses for any federal, state, or local public officials 4,529,342 Conferences, conventions, and meetings 19 76. Interest 20 Payments to affiliates 21 133,143 Depreciation, depletion, and amortization 22 74,836 23 Other expenses. Itemize expenses not covered above. (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) 22,144 EQUIPMENT REPAIRS 15,727 SPONSORSHIPS 15,044 c LICENSES AND TAXES 8,112 d EQUIPMENT RENTALS 6,495 All other expenses Total functional expenses. Add lines 1 through 24e 15,308,817 25 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 (2013)
Part X | Balance Sheet

| 1 | Check if Schedule O contains a response or note to any line in this Part X | (A) | | (B) |
|---------------------------------|---|--|--|--|
| 1 | | (A) | | (B) |
| 1 | | Beginning of year | | End of year |
| | Cash - non-interest-bearing | 150. | 1 | 4,260,674 |
| 2 | Savings and temporary cash investments | 4,222,231. | 2 | <u>525,816</u> |
| 3 | Pledges and grants receivable, net | | 3 | |
| 4 | Accounts receivable, net | 616,145. | 4 | 443,536 |
| 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 | . <u> </u> |
| 6 | Loans and other receivables from other disqualified persons (as defined unde | , | | |
| | section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing | g | | |
| | employers and sponsoring organizations of section 501(c)(9) voluntary | | | |
| | employees' beneficiary organizations (see instr) Complete Part II of Sch L | | 6 | |
| 7 | Notes and loans receivable, net | | 7 | |
| 8 | Inventories for sale or use | | 8 | |
| 9 | Prepaid expenses and deferred charges | 429,656. | 9 | 754,279 |
| 0a | | | | |
| | basis Complete Part VI of Schedule D 10a 1,359,180 | <u>) . </u> | | |
| b | Less accumulated depreciation 10b 993,214 | | | 365,966 |
| 1 | Investments - publicly traded securities | 20,659,207. | 11 | 23,820,666 |
| 2 | Investments - other securities See Part IV, line 11 | | 12 | |
| 3 | Investments - program-related. See Part IV, line 11 | | | |
| 4 | | | 1 1 | |
| 5 | | | 1 1 | |
| 6 | · | | | 30,170,937 |
| 7 | · · | 1,045,244. | | 969,821 |
| 8 | • • | 5 060 254 | | C 011 0FG |
| 9 | | 5,260,374. | | 6,211,973 |
| 0 | • | | 1 | |
| 1 | • • | | 21 | |
| 2 | | | | |
| | | | _ | |
| _ | · | | | |
| 3 | | | 1 1 | |
| | • • | | 24 | |
| .5 | | | | |
| | • | | 0.5 | |
| _ | | 6 305 618 | 1 | 7,181,794 |
| 0 | | | 20 | 7,101,739 |
| | | | | |
| 7 | | 19 850 976 | 27 | 22,989,143 |
| 8 | | 13,030,3700 | | 22//0//110 |
| 9 | • | | 1 1 | |
| | · | | 20 | |
| | | | | |
| 0 | • | | 30 | |
| 1 | | | | V-12 - |
| 2 | | - | | |
| 3 | | 19.850.976. | | 22,989,143 |
| 4 | | | | 30,170,937 |
| 890 123456789012 848 9012 | 3 9 0 a b 1 2 3 4 5 6 7 3 9 0 1 2 3 4 5 6 7 3 9 0 1 2 3 4 5 6 7 3 9 0 1 2 3 4 5 6 7 8 9 9 7 8 9 9 7 8 9 7 8 9 7 8 9 9 7 8 9 9 7 8 9 9 7 8 9 9 7 8 9 9 7 8 9 9 7 8 9 9 9 9 | employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr) Complete Part II of Sch L Notes and loans receivable, net Inventories for sale or use Prepaid expenses and deferred charges Land, buildings, and equipment' cost or other basis Complete Part IV of Schedule D Less accumulated depreciation Less accumulated securities Less accumulated securities Cother assets See Part IV, line 11 Loans assets See Part IV, line 11 Loans and other payable and accrued expenses Lescrow or custodial account liability Complete Part IV of Schedule D Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L Less accumulated third parties Lescrow or custodial account liabilities Lescrow or custodial account liability Complete Part IV of Schedule D Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated third parties Lescrow or custodial account liabilities Lescrow or custodial | employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr) Complete Part II of Sch L Notes and loans receivable, net Inventories for sale or use Prepaid expenses and deferred charges Less accumulated depreciation Investments - publicly traded securities Investments - publicly traded securities Investments - program-related. See Part IV, line 11 Investments - other securities See Part IV, line 11 Total assets. Add lines 1 through 15 (must equal line 34) Capital sayable Deferred revenue Tax-exempt bond liabilities Secured mortgages and notes payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured mortgages and notes payable to unrelated third parties Unsecured mortgages and notes payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured mortgages and notes payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Unsecured notes and other liabilities not included on lines 17-24). Complete Part X of Schedule D Total liabilities. Add lines 17 through 25 Organizations that follow SFAS 117 (ASC 958), check here Add un organizations that do not follow SFAS 117 (ASC 958), ch | employers and sponsoning organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instr). Complete Part II of Sch L. 7 Notes and loans receivable, net 8 Prepaid expenses and deferred charges 9 Land, buildings, and equipment' cost or other basis. Complete Part IV of Schedule D 10 Less accumulated depreciation 10 Less accumulated depreciation 10 Less accumulates or see Part IV, line 11 11 Investments - publicly traded securities 12 Investments - program-related. See Part IV, line 11 13 Intangible assets 14 Investments - program-related. See Part IV, line 11 15 Total assets. Add lines 1 through 15 (must equal line 34) 7 Accounts payable and accrued expenses 1 Canta payable 1 Escrow or custodial account liability. Complete Part IV of Schedule D 1 Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L 2 Secured mortgages and notes payable to unrelated third parties 1 Unsecured notes and loans payable to unrelated third parties 1 Unsecured notes and loans payable to unrelated third parties 1 Unsecured notes and loans payable to unrelated third parties 1 Other liabilities. Add lines 17 through 25 1 Organizations that follow SFAS 117 (ASC 958), check here 2 Total liabilities. Add lines 17 through 25 2 Total liabilities. Add lines 17 through 25 2 Organizations that do not follow SFAS 117 (ASC 958), check here 2 and complete lines 20 through 34. 2 Capital stock or trust principal, or current funds Paid-in or capital surplus, or land, building, or equipment fund 2 Retained earnings, endowment, accumulated income, or other funds 19 (Agriculture) 19 (Agriculture) 10 (Agriculture) 2 (Agriculture) 2 (Agriculture) 3 (Agriculture) 4 (Agriculture) 4 (Agriculture) 4 (Agriculture) 5 (Agriculture) 5 (Agriculture) 6 (Agriculture) 6 (Agriculture) 6 (Agriculture) 7 (Agriculture) 8 (Agriculture) 8 (Agriculture) 9 (Agriculture) 9 (Agric |

Form 990 (2013)

SCHEDULE C

(Form 990 or 990-EZ)

Department of the Treasury Internal Revenue Service

Political Campaign and Lobbying Activities

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

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

See separate instructions.
 Information about Schedule C (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

2013

Open to Public Inspection

If the organization answered "Yes," to Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations: Complete Parts I-A and B. Do not complete Part I-C
- Section 501(c) (other than section 501(c)(3)) organizations: Complete Parts I-A and C below. Do not complete Part I-B.
- Section 527 organizations. Complete Part I-A only

If the organization answered "Yes," to Form 990, Part IV, line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
- Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)). Complete Part II-B. Do not complete Part II-A.

If the organization answered "Yes," to Form 990, Part IV, line 5 (Proxy Tax) or Form 990-EZ, Part V, line 35c (Proxy Tax), then

| • | Section 501(c)(4), (5), or (6) organiza | tions: Complete Part III | | | | | | |
|-----|---|---------------------------------------|--------------------------|--|--|--|--|--|
| Nar | ne of organization | | · | Emp | loyer identification number | | | |
| | | RE ASSOCIATION | | | 52-2172219 | | | |
| Pa | art I-A Complete if the or | ganization is exempt und | ler section 501(c) | or is a section 527 of | organization. | | | |
| 2 | Provide a description of the organic Political expenditures Volunteer hours | zation's direct and indirect politic | al campaign activities | | s0. | | | |
| Pa | art I-B Complete if the ore | ganization is exempt und | ler section 501(c) | (3). | | | | |
| 1 | Enter the amount of any excise tax | | | | \$ | | | |
| 2 | Enter the amount of any excise tax | incurred by organization manag | ers under section 4955 | 5 > : | \$ | | | |
| 3 | If the organization incurred a section | on 4955 tax, did it file Form 4720 | for this year? | | Yes No | | | |
| 4 | a Was a correction made? | | | | Yes No | | | |
| _ | o if "Yes," describe in Part IV. | | | 1: 504 | ()(0) | | | |
| _ | | ganization is exempt und | | | · · · · | | | |
| | Enter the amount directly expende | , , | • | | §0. | | | |
| 2 | Enter the amount of the filing organ | nization's funds contributed to ot | her organizations for s | _ | • | | | |
| _ | exempt function activities | Addings 4 and 0 February | | ▶ : | \$O. | | | |
| 3 | Total exempt function expenditures | s Add lines 1 and 2 Enter here a | ing on Form 1120-POL | -, | ↑ | | | |
| 4 | line 17b Did the filing organization file Form | 1120 BOL for this year? | | | Yes No. | | | |
| | Enter the names, addresses and en | = = = = = = = = = = = = = = = = = = = | N) of all section 527 pe | olitical organizations to whi | | | | |
| • | made payments. For each organiza | | | | | | | |
| | contributions received that were pi | | | | · | | | |
| | political action committee (PAC) If | additional space is needed, prov | vide information in Part | · IV | | | | |
| | (a) Name | (b) Address | (c) EIN | (d) Amount paid from filing organization's funds. If none, enter -0- | (e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0- | | | |
| | | | | | | | | |
| | ······································ | | | | | | | |
| | | | | - | | | | |
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| | | | | | | | | |
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| | | | 1 | | | | | |

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

Schedule C (Form 990 or 990-EZ) 2013

332041 11-08-13

| Schedule C (Form 990 or 990-EZ) 2013 | <u>AUTO CARE A</u> | SSOCIATION _ | 7944 VC | <u> 52-</u> 2 | <u>2172219 Page 2</u> |
|--|-------------------------|--|-------------------------|------------------------------|-----------------------------|
| Part II-A Complete if the org | | npt under sectio | n 501(c)(3) and file | ed Form 5768 | |
| (election under sec | | | | | |
| | | | Part IV each affiliated | group member's nar | ne, address, EIN, |
| | e of excess lobbying (| • | | | |
| B Check L if the filing organizat | ion checked box A ar | nd "limited control" pro | ovisions apply | | <u> </u> |
| Limit | s on Lobbying Expe | nditures | | (a) Filing organization's | (b) Affiliated group totals |
| (The term "expend | litures" means amou | ints paid or incurred. |) | totals | totals |
| | | | | | |
| 1a Total lobbying expenditures to influ | | • • | - | | |
| b Total lobbying expenditures to influ | - | y (airect lobbying) | | | |
| c Total lobbying expenditures (add li | , | | - | | |
| d Other exempt purpose expenditure e Total exempt purpose expenditure | | n | - | | |
| f Lobbying nontaxable amount Ente | h columns | | | | |
| If the amount on line 1e, column (a) o | | | | | |
| Not over \$500,000 | | bying nontaxable am the amount on line 1e | | | |
| Over \$500,000 but not over \$1,000 | | 00 plus 15% of the exc | 1 | | |
| Over \$1,000,000 but not over \$1,5 | | 00 plus 10% of the exc | | | |
| Over \$1,500,000 but not over \$17, | | 00 plus 5% of the exce | | | |
| Over \$17,000,000 | \$1,000, | | 7.00 0.01 0.110.0010.00 | | |
| <u> </u> | 1 | | | | |
| 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 ze | ro on either line 1h or | line 1i, did the organiz | ation file Form 4720 | | |
| reporting section 4911 tax for this | year? | | • | | Yes No |
| | | eraging Period Under | | | |
| | | | n do not have to comp | | |
| co | lumns below. See th | e instructions for line | es 2a through 2f on pa | ge 4.) | |
| | Lobbying Exper | nditures During 4-Ye | ar Averaging Period | | |
| Calendar year | | # N 0011 | (-) 0010 | (-1) 0010 | (a) Tatal |
| (or fiscal year beginning in) | (a) 2010 | (b) 2011 | (c) 2012 | (d) 2013 | (e) Total |
| | | - | | | |
| O- Labbana and such a second | | | | | |
| 2a Lobbying nontaxable amount | | | | | |
| b Lobbying ceiling amount | | | | | |
| (150% of line 2a, column(e)) | | | | | |
| c Total lobbying expenditures | | | | | |
| C Total lobbying experiolities | | | | | |
| d Grassroots nontaxable amount | | | | | |
| e Grassroots ceiling amount | | | | | |
| (150% of line 2d, column (e)) | | | | | |
| , | | | | | |
| f Grassroots lobbying expenditures | | | | | |

Schedule C (Form 990 or 990-EZ) 2013

Schedule C (Form 990 or 990-EZ) 2013 AUTO CARE ASSOCIATION 52-2172219 Page 3 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)).

| For e | each "Yes," response to lines 1a through 1ı below, provide in Part IV a detailed description | (6 | a) | (b | |
|-------|---|------------------|----------------|---------------|---------------------------------------|
| | e lobbying activity. | Yes | No | Amo | |
| 1 | During the year, did the filing organization attempt to influence foreign, national, state or | | | | · · · · · · · · · · · · · · · · · · · |
| | local legislation, including any attempt to influence public opinion on a legislative matter | | | | |
| | or referendum, through the use of | | | | |
| а | Volunteers? | | | | |
| b | Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? | | | | |
| С | Media advertisements? | | | | |
| d | Mailings to members, legislators, or the public? | | | | |
| е | Publications, or published or broadcast statements? | | | | |
| f | Grants to other organizations for lobbying purposes? | ļ | | | |
| g | Direct contact with legislators, their staffs, government officials, or a legislative body? | | | | |
| h | Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? | | | | |
| i | Other activities? | | | | |
| j | Total Add lines 1c through 1i | | | | |
| 2a | · · · · · · · · · · · · · · · · · · · | | | <u> </u> | |
| | 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? | . 504() | (5) | <u> </u> | |
| Pai | t III-A Complete if the organization is exempt under section 501(c)(4), sect | (c) 100 noi | (5), or se | ection | |
| | 501(c)(6). | | | | |
| | | | | Yes | No |
| 1 | Were substantially all (90% or more) dues received nondeductible by members? | | 1 | ļ | X |
| 2 | Did the organization make only in-house lobbying expenditures of \$2,000 or less? | | 2 | | X |
| 3 | Did the organization agree to carry over lobbying and political expenditures from the prior year? † III-B Complete if the organization is exempt under section 501(c)(4), sect | : =01/-\ | 3 | | X |
| | 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered answered "Yes." | | | | ne 3, is |
| 1 | Dues, assessments and similar amounts from members | | 1_1_ | 3,807 | 7,593. |
| 2 | Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political | tical | | | |
| | expenses for which the section 527(f) tax was paid). | | | 1 | |
| а | Current year | | 2a | 461 | 1,666. |
| b | Carryover from last year | | 2b | | |
| С | Total . | | 2c | 461 | 1,666. |
| 3 | Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues | | 3 | 1,903 | 3,797. |
| 4 | If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the ex | xcess | | | |
| | does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and | political | | | |
| | expenditure next year? | | 4 | | |
| _5_ | Taxable amount of lobbying and political expenditures (see instructions) | | . 5 | -1,442 | 2,131. |
| Pai | t IV Supplemental Information | | | | _ |
| Prov | ide the descriptions required for Part I-A, line 1, Part I-B, line 4; Part I-C, line 5, Part II-A (affiliated ground | up list), Part I | I-A, line 2, a | and Part II-E | B, line 1 |
| Also | complete this part for any additional information. | | | | |
| | | | | | |
| | | | | | |
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SCHEDULE D

(Form 990)

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.

Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990.

OMB No 1545-0047 Inspection

Department of the Treasury Internal Revenue Service Name of the organization

Employer identification number

| Pai | t I Organizations Maintaining Donor Advise | | or Accounts Complete of the |
|--------|--|---|--|
| r ai | | | of Accounts. Complete if the |
| | organization answered "Yes" to Form 990, Part IV, line | (a) Donor advised funds | (b) Funds and other accounts |
| | Tak I amaka a kara taƙara | (a) Donor advised failes | (b) I dilus and other accounts |
| 1 | Total number at end of year | 1 | |
| 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 | • | |
| | are the organization's property, subject to the organization's | <u> </u> | └─ Yes └─ No |
| 6 | Did the organization inform all grantees, donors, and donor a | • • | • |
| | for charitable purposes and not for the benefit of the donor of | or donor advisor, or for any other purpose c | |
| Pai | mpermissible private benefit? | 1 IIV II - 5 - 000 F | Yes No |
| | | · | urt IV, line / |
| 1 | Purpose(s) of conservation easements held by the organization | · · · · · · · · · · · · · · · · · · · | |
| | Preservation of land for public use (e.g., recreation or e | | orically important land area |
| | Protection of natural habitat | Preservation of a certification | ied historic structure |
| _ | Preservation of open space | | |
| 2 | Complete lines 2a through 2d if the organization held a quality | fied conservation contribution in the form o | f a conservation easement on the last |
| | day of the tax year | | 1,1,1,1,5,1,7,2,1 |
| | - | | Held at the End of the Tax Year |
| a | Total number of conservation easements | | 2a |
| b | Total acreage restricted by conservation easements | t | 2b |
| C | Number of conservation easements on a certified historic str | ` ' | 2c |
| d | Number of conservation easements included in (c) acquired | after 8/17/06, and not on a historic structur | |
| _ | listed in the National Register | land of the state | 2d |
| 3 | Number of conservation easements modified, transferred, re | eleased, extinguished, or terminated by the | organization during the tax |
| _ | Number of states where property subject to concentration of | soment is legated | |
| 4 | Number of states where property subject to conservation ea | | |
| 5 | Does the organization have a written policy regarding the per | - · · · · · · · · · · · · · · · · · · · | Yes No |
| 6 | violations, and enforcement of the conservation easements is Staff and volunteer hours devoted to monitoring, inspecting, | | |
| 6 7 | Amount of expenses incurred in monitoring, inspecting, and | - | |
| 8 | Does each conservation easement reported on line 2(d) above | • | · · · · · · · · · · · · · · · · · · · |
| 0 | and section 170(h)(4)(B)(ii)? | ve satisfy the requirements of section 170(i | Yes No |
| 9 | In Part XIII, describe how the organization reports conservati | ion assements in its revenue and expenses | |
| 9 | include, if applicable, the text of the footnote to the organization | • | |
| | conservation easements | tion 3 inancial statements that describes th | le organization a accounting for |
| Pai | t III Organizations Maintaining Collections o | f Art. Historical Treasures, or Ot | her Similar Assets. |
| | Complete if the organization answered "Yes" to Form | | |
| 1a | If the organization elected, as permitted under SFAS 116 (AS | | ent and balance sheet works of art. |
| | historical treasures, or other similar assets held for public ext | | |
| | the text of the footnote to its financial statements that descri | | , |
| b | If the organization elected, as permitted under SFAS 116 (AS | | and balance sheet works of art, historical |
| _ | treasures, or other similar assets held for public exhibition, e | | |
| | relating to these items | | |
| | (i) Revenues included in Form 990, Part VIII, line 1 | | ▶ \$ |
| | (ii) Assets included in Form 990, Part X | | ► \$ ► \$ |
| 2 | If the organization received or held works of art, historical tre | asures, or other similar assets for financial | |
| _ | the following amounts required to be reported under SFAS 1 | | 9 , p |
| а | Revenues included in Form 990, Part VIII, line 1 | , | > \$ |
| | Assets included in Form 990, Part X | | \$ |
| _ | • | | • |

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990. 332051 09-25-13

16010514 137216 064-03840300

Schedule D (Form 990) 2013

| | | RE ASSOCIA | | | | | | | 72219 | | ige 2 |
|------|---|--------------------------|------------|--------------|---------------|-----------|-----------------|-------------|-----------|---------------|----------|
| Par | rt III Organizations Maintaining C | ollections of A | rt, Hist | orical Tr | easures, c | or Othe | er Similar A | Asset | S(contin | ued) | |
| 3 | Using the organization's acquisition, accession | on, and other record | is, check | any of the | following tha | t are a s | ignificant use | of its c | ollection | ıtem: | s |
| | (check all that apply) | | | | | | | | | | |
| а | Public exhibition | c | ı 🔲 ر | oan or exc | hange progra | ıms | | | | | |
| b | Scholarly research | e | . 🗆 | Other | | | | | | | |
| С | Preservation for future generations | | | | •• | | | | | | |
| 4 | Provide a description of the organization's co | llections and explai | n how th | ey further t | he organizati | on's exe | mpt purpose | ın Part | XIII | | |
| 5 | During the year, did the organization solicit or | | | | | | | | | | |
| | to be sold to raise funds rather than to be ma | | | | | | | | Yes | | No |
| Par | rt IV Escrow and Custodial Arrang | | | | | 'Yes" to | Form 990, Pa | ırt IV, lır | ne 9, or | | |
| | reported an amount on Form 990, Par | | | J | | | · | • | | | |
| 1a | Is the organization an agent, trustee, custodia | an or other intermed | diary for | contribution | s or other as | sets not | ıncluded | | | | |
| | on Form 990, Part X? | | , | | | | | | Yes | | No |
| h | If "Yes," explain the arrangement in Part XIII a | and complete the fo | ollowina t | able | | | | | | | |
| _ | Too, oxplain the analysment in tarring | 2.1.d 00/1.p.010 11.0 10 | | | | | | | Amount | : | |
| c | Beginning balance | | | | | | 1c | | | | |
| | Additions during the year | | | | | | 1d | | | | |
| | Distributions during the year | | | | | | 1e | | | | |
| _ | Ending balance | | | | | | 1f | - | | | |
| f | Did the organization include an amount on Fo | orm 000 Part V line | 212 | | | | | | Yes | Ī | No |
| | If "Yes," explain the arrangement in Part XIII | | | n hae heen | provided in l | Dart YIII | | _ | 162 | F | ייי ן |
| | rt V Endowment Funds. Complete if | | | | | | 10 | | | | |
| | | (a) Current year | | rior year | (c) Two year | | (d) Three years | s hack | (e) Four | Veare | hack |
| | Pagentura of coor balance | (a) Current year | (6) - | iioi yeai | (C) TWO year | 5 Dack | (a) Three years | 5 Dack | (e) i oui | years | Dack |
| 1a | , , | | | | | | | | | | |
| b | Contributions | | - | | | | | | | | |
| С | Net investment earnings, gains, and losses | | | | | | | | | | |
| d | Grants or scholarships | | - | | | | | | | | |
| е | e Other expenditures for facilities and programs | | | | | | | | | | |
| | and programs | | <u> </u> | | | | | | | | |
| f | Administrative expenses | | | | | | | | | | |
| 9 | | | | | | | | | | | |
| 2 | · · · · · · · · · · · · · · · · · · · | | | | | | | | | | |
| а | a Board designated or quasi-endowment % | | | | | | | | | | |
| b | | | | | | | | | | | |
| С | Temporarily restricted endowment ▶ | % | | | | | | | | | |
| | The percentages in lines 2a, 2b, and 2c shou | ld equal 100% | | | | | | | | | |
| За | Are there endowment funds not in the posse | | ation tha | t are held a | ind administe | red for t | he organization | on | | | |
| | by | · | | | | | | | | Yes | No |
| | (i) unrelated organizations | | | | | | | | 3a(i) | • | |
| | (ii) related organizations | | | | | | | | 3a(ii) | | |
| h | If "Yes" to 3a(ii), are the related organizations | listed as required | on Sched | lule R? | | | | | 3b | | |
| 4 | Describe in Part XIII the intended uses of the | · · | | | | | | | | | |
| | rt VI Land, Buildings, and Equipm | | C THINGING | | | | | | | | |
| | Complete if the organization answered | |) Part IV | line 11a S | See Form 990 | Part X | line 10 | | | | |
| | Description of property | (a) Cost or o | | | t or other | | ccumulated | | (d) Bool | k valu | |
| | Description of property | basis (invest | | | (other) | | preciation | | (a) Booi | n valu | - |
| _ | Land | Dasis (illvest | | Dasis | (outor) | 46 | production | | | | |
| | Land | | | | | | | | | | |
| | Buildings | | | | 0 001 | | 10 561 | | | 2 2 | <u> </u> |
| С | | | | | 0,821. | | <u>18,761</u> | | | $\frac{2}{0}$ | |
| d | Equipment | | | | 8,245. | | <u>309,435</u> | | | 8,8 | |
| | Other | | | | 0,114. | | <u>665,018</u> | - | | 5,0 | |
| T-4- | Add lines 12 through 1e (Column (d) must e | gual Form 990 Pan | Y colun | nn (R) line | 10(c)) | | • | • I | 36 | 5.9 | 66 |

332052

Schedule D (Form 990) 2013

| Deat VIII Investments Other Counities | BOCIATION | | Ja alitably rage. |
|---|--|---------------------------------|---|
| Part VII Investments - Other Securities. | 5 000 D 1841 | 445 Oc. Fr 000 Dad V inc | - 10 |
| Complete if the organization answered "Yes" t | | | e 12. Cost or end-of-year market value |
| (a) Description of security or category (including name of security) | (b) Book value | (c) Method of Valuation (| Cost or end-or-year market value |
| (1) Financial derivatives | | | |
| (2) Closely-held equity interests | | | |
| (3) Other | | | · · · · · · · · · · · · · · · · · · · |
| (A) | | | |
| (B) | | | · · · · · · · · · · · · · · · · · · · |
| (C) | | | · · · · · · · · · · · · · · · · · · · |
| (D) | | | |
| (E) | | | |
| (F) | | | |
| (G) | - | <u> </u> | |
| (H) | | | |
| Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) | · · · · · · · · · · · · · · · · · · · | 1 | |
| Part VIII Investments - Program Related. | | | |
| Complete if the organization answered "Yes" t | o Form 990, Part IV, line (b) Book value | 11c. See Form 990, Part X, line | e 13 Cost or end-of-year market value |
| (a) Description of investment | (b) Book value | (c) Method of Valuation (| Dost of end-of-year market value |
| (1) | | - | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | | | |
| | | - | |
| (8) | | - | |
| (9) | | | |
| Total (Col. (b) must equal Form 990, Part X, col (B) line 13.) | · · · · · · · · · · · · · · · · · · · | | |
| Part IX Other Assets. | 5 000 D 1841 | 44 L O 5 000 B. AV L. | - 45 |
| Complete if the organization answered "Yes" 1 | | 11d. See Form 990, Part X, III | (b) Book value |
| | Description | | (b) Book value |
| (1) | | | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | | |
| (6) | _ | | |
| | | | |
| (8) | | | |
| (9) | | | |
| Total. (Column (b) must equal Form 990, Part X, col. (B) line Part X Other Liabilities. | ! 15) | | |
| Complete if the organization answered "Yes" | to Form COO Bort IV line | 11a or 11f See Form 990 Par | t Y line 25 |
| (1) December of lightly | to Form 990, Fart IV, line | (b) Book value | t X, iii e 25 |
| <u>"</u> | | (b) Book value | |
| (1) Federal income taxes | | | |
| (2) | | | |
| (3) | | | |
| (4) | | | |
| (5) | | - | |
| (6) | | | |
| (7) | | | |
| (8) | | | |
| (9) | | | |

Column (b) must equal Form 990, Part X, col. (B) line 25)
 Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740) Check here if the text of the footnote has been provided in Part XIII X

Schedule D (Form 990) 2013

| | dule D (Form 990) 2013 AUTO CARE ASSOCIATION | | 52-2172219 Page 4 |
|-------------|--|---------------------------------------|---------------------------------------|
| Pai | t XI Reconciliation of Revenue per Audited Financial Stateme | nts With Revenue per I | Return. |
| | Complete if the organization answered "Yes" to Form 990, Part IV, line 12a. | · · · · · · · · · · · · · · · · · · · | |
| 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 | 1 4 | |
| а | Net unrealized gains on investments | 2a | 4 |
| b | Donated services and use of facilities | _2b | <u> </u> |
| С | Recovenes of prior year grants | 2c | - |
| d | Other (Describe in Part XIII) | 2d | - |
| | 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: | 1 1 | |
| a | Investment expenses not included on Form 990, Part VIII, line 7b | _4a | 4 |
| b | Other (Describe in Part XIII.) | 4b | - <u> </u> |
| _ | Add lines 4a and 4b | | 4c |
| 5 Pai | Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12) † XII Reconciliation of Expenses per Audited Financial Statement | anta With Expanses no | r Poturn |
| Га | | ents with Expenses pe | r neturn. |
| | Complete if the organization answered "Yes" to Form 990, Part IV, line 12a. | | T . T |
| 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. Donated services and use of facilities | 1 - 1 | |
| a | | 2a | - |
| b | Prior year adjustments Other losses | 2b | - |
| c d | Other (Describe in Part XIII) | 2c | - |
| e | Add lines 2a through 2d | 2d | → 0.0 |
| 3 | Subtract line 2e from line 1 | | 2e |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1 | | 3 |
| a | Investment expenses not included on Form 990, Part VIII, line 7b | 4a | <u> </u> |
| | Other (Describe in Part XIII) | 4b | - |
| | Add lines 4a and 4b | -10 | 4c |
| | Total expenses Add lines 3 and 4c. (This must equal Form 990, Part I, line 18) | | 5 |
| | t XIII Supplemental Information. | | |
| rov | de the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4, Part | IV. lines 1b and 2b. Part V. line | 4. Part X. line 2: Part XI |
| | 2d and 4b, and Part XII, lines 2d and 4b Also complete this part to provide any addi | | , , , , , , , , , , , , , , , , , , , |
| | | | |
| | | | |
| PAI | RT X, LINE 2: | | |
| | | | |
| AU' | O CARE HAS BEEN GRANTED EXEMPTION BY THE | INTERNAL REVENUI | Ξ |
| | | | |
| SEE | RVICE (IRS) FROM FEDERAL INCOME TAXES UNDER | R SECTION 501(C |)(6) OF THE |
| | | | |
| IN' | PERNAL REVENUE CODE (IRC). AUTO CARE IS REG | QUIRED TO REPORT | <u> UNRELATED</u> |
| | | | |
| BUS | SINESS INCOME TO THE IRS. | | |
| | | | |
| | · · · · · · · · · · · · · · · · · · · | | |
| | | | |
| <u> PHI</u> | ASSOCIATION FOLLOWS THE ACCOUNTING STANDA | ARD REGARDING TE | HE RECOGNITION |
| | | | |
| УЙI | MEASUREMENT OF UNCERTAIN TAX POSITIONS. 1 | THE ASSOCIATION | EVALUATED ITS |
| | | | |
| ľΑΣ | POSITIONS AND DETERMINED THAT ITS POSITION | ONS ARE MORE-LIE | KELY-THAN-NOT |
| | | | |
| ro | BE SUSTAINED ON EXAMINATION. THE ASSOCIATION | ION'S TAX RETURI | NS ARE SUBJECT |
| | | | |
| ľO | REVIEW AND EXAMINATION BY FEDERAL AND STAT | re AUTHORITIES. | THE TAX |
| | NEW 2 DOD THE RESCHOOL WILLIAM TO THE TOTAL TH | | |
| 3205 | TURNS FOR THE FISCAL YEARS ENDED JUNE 30, 2 | 2011 THROUGH 201 | |
| 9-25- | 13 | | Schedule D (Form 990) 2013 |
| | 22 | | |

| Schedule D (Form 990) 2013 AUTO CARE ASSOCIATION Part XIII Supplemental Information (continued) | 52-2172219 Page 5 |
|--|-------------------|
| EXAMINATION BY FEDERAL AND STATE AUTHORITIES. | |
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SCHEDULE (Form 990)

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

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

► Attach to Form 990.

► Information about Schedule I (Form 990) and its instructions is at www.irs.gov/form990.

AUTO CARE ASSOCIATION

Name of the organization

Department of the Treasury Internal Revenue Service

| MB No 1545-0047 | 2013 |
|-----------------|------|
| OMB | 2 |

Employer identification number Open to Public Inspection

52-2172219

| Part I General Information on Grants and Assistance | nd Assistance | | | | | | | |
|---|---|----------------------------------|----------------------------|-----------------------------------|---|---|---------------------------------------|----------|
| 1 Does the organization maintain records to substantiate the amount of | to substantiate the | amount of the grants | or assistance, the | grantees' eligibility | / for the grants or ass | the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection | | ſ |
| criteria used to award the grants or assistance? | stance? | | | | | | X Yes | ջ |
| 2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States | scedures for monit | oring the use of grant f | funds in the United | States | | | | |
| Part II Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21, for any | Governments and | Organizations in the | United States, Co | omplete if the orga | anization answered "Y | es" to Form 990, Part | IV, line 21, for any | |
| recipient that received more than \$5,000. Part II can be duplicated it additional space is needed | \$5,000 Part II can | be duplicated it addition | onal space is need | 90 | | | | |
| 1 (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, EMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance | |
| AUTOMOTIVE HALL OF FAME | į | | | | | | | |
| 21400 OAKWOOD BLVD | 30 33200345 | 76/10/6 | 000 | | 4 2 | 4 7 | ANNITAL STIPPORT | |
| DEANDONN, M. WOLZS | 0.5000000000000000000000000000000000000 | 75 / 73 150 | 7 | - | | | | |
| GLOBAL AUTOMOTIVE AFTERMARKET SYMPOSIUM - 7101 WISCONSIN AVE, | | | | | | | | |
| STE 1300 - BETHESDA, MD 20814 | 26-1458377 | 501(C)(3) | 10 000. | 0. | N/A | N/A | SCHOLARSHIP AWARD | |
| CAR CARE COUNCIL | | | | | | | | |
| | 52-1250966 | 501(C)(3) | 475,000. | 0 | N/A | N/A | ANNUAL SUPPORT | |
| NATIONAL AUTOMOTIVE TECHNICIANS EDUCATION FUND - 101 BLUE SEAL DR, | | | | | | | | |
| STE 101 - LEESBURG, VA 20175 | 36-2957357 | 501(C)(3) | 10,000. | 0. | N/A | N/A | ANNUAL SUPPORT | |
| THE AFTERMARKET FOUNDATION | | | | | | | | |
| | 1 | | | • | | | | |
| TEQUESTA, FL 33469 | 23-6392256 | 501(c)(3) | 35,500. | 0 | N/A | N/A | ANNUAL SUPPORT | |
| | | | | | | | | |
| 5 Enter total number of section 501(c)(3) and government organizations | nd government or | ganizations listed in the | listed in the line 1 table | | | | • | 5. |
| | in government of | 2 | | | | | | c |
| 3 Enter total number of other organizations listed in the line I table | s listed in the line | i table | | | | | | |

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

Schedule I (Form 990) (2013)

Schedule I (Form 990) (2013)

25

332102 10-29-13

Page 2

52-2172219

AUTO CARE ASSOCIATION

Schedule I (Form 990) (2013)

Part III

SCHEDULE J (Form 990)

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

Complete if the organization answered "Yes" on Form 990, Part IV, line 23.

► Attach to Form 990. ► See separate instructions.

▶ Information about Schedule J (Form 990) and its instructions is at www.irs.gov/form990.

2013

Open to Public Inspection

Name of the organization

Department of the Treasury

AUTO CARE ASSOCIATION

Employer identification number 52-2172219

| Pa | rt I Questions Regarding Compensation | | | |
|----|---|----------|---------|---------|
| | | | Yes | No |
| 1a | Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, | | | |
| | Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items. | | | |
| | First-class or charter travel Housing allowance or residence for personal use | | | |
| | Travel for companions Payments for business use of personal residence | | | |
| | Tax indemnification and gross-up payments Health or social club dues or initiation fees | | | |
| | X Discretionary spending account X Personal services (e.g., maid, chauffeur, chef) | | | |
| | | | | 1 |
| b | If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or | | | |
| | reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain | 1b | Х | |
| 2 | | | | İ |
| | trustees, and officers, including the CEO/Executive Director, regarding the items checked in line 1a? | 2 | _X_ | ├ |
| | | | | |
| 3 | Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's | | | |
| | CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to | | | |
| | establish compensation of the CEO/Executive Director, but explain in Part III | | | |
| | X Compensation committee Written employment contract | | | |
| | Independent compensation consultant X Compensation survey or study | | ŀ | |
| | X Approval by the board or compensation committee | | | |
| | | | | |
| 4 | During the year, did any person listed in Form 990, Part VII, Section A, line 1a, with respect to the filing | | | ľ |
| | organization or a related organization | 1 | | X |
| a | Receive a severance payment or change-of-control payment? | 4a 4b | | X |
| b | Participate in, or receive payment from, a supplemental nonqualified retirement plan? | | | X |
| С | c Participate in, or receive payment from, an equity-based compensation arrangement? If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III. | | | _^_ |
| | it "Yes" to any of lines 4a.c, list the persons and provide the applicable amounts for each item in Part III. | | | |
| | Only section 501(c)(3) and 501(c)(4) organizations must complete lines 5-9. | | | |
| 5 | For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation | | | |
| • | contingent on the revenues of | | | |
| а | a The organization? | | | |
| b | b Any related organization? 5b | | | |
| _ | If "Yes" to line 5a or 5b, describe in Part III | | | |
| 6 | For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation | | | |
| • | contingent on the net earnings of. | | | |
| а | The organization? | 6a | | |
| | Any related organization? | 6b | | |
| - | If "Yes" to line 6a or 6b, describe in Part III | | | |
| 7 | For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments | | | |
| • | not described in lines 5 and 6? If "Yes," describe in Part III | 7 | | |
| 8 | Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the | | | |
| - | initial contract exception described in Regulations section 53 4958-4(a)(3)? If "Yes," describe in Part III | 8 | | |
| 9 | If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in | | | |
| - | Regulations section 53 4958-6(c)? | 9 | <u></u> | <u></u> |

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

Schedule J (Form 990) 2013

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed.

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that are not listed on Form 990, Part VII.

Note. The sum of columns (B)(I)-(III) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual

| | | (B) Breakdown of W-2 | V-2 and/or 1099-MIS | and/or 1099-MISC compensation | (C) Retirement and | able | (E) Total of columns | |
|----------------------|-------|--------------------------|-------------------------------------|-------------------------------------|--------------------------------|---------|----------------------|---|
| (A) Name and Title | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | other deferred compensation | Denems | (a)-(i)(a) | reported as deterred in prior Form 990 |
| (1) KATHLEEN SCHMATZ | E | 404.264. | 73.994. | 12,514. | 25,500. | 13,860. | 530,132. | 0 |
| 5 | € | 4 | 0 | 0 | | 4 | 0 | 0 |
| (2) SUSAN MEDICK | Ξ | 191,369. | 11,000. | 7,227. | 21,14 | 13,740. | 244,479. | 0 |
| _ | : ≘ | 4 | 1 | 0 | | 0 | 0. | 0 |
| (3) RICHARD WHITE | ε | 201,868. | 10,000. | 255. | 20,841. | 24,390. | 257,354. | 0 |
| | Ξ | i | 0 | 0 | 0 | 0 | 0. | 0. |
| (4) MICHAEL BARRATT | ε | 130,388. | 8,000. | 19,989. | 15,791. | 24,576. | 198,744. | 0 |
| | Ξ | 0 | 0 | • 0 | 0 | 0. | 0. | 0 |
| | Ξ | 124,975. | 6,000. | 269. | 13,040. | 24,490. | 168,774. | |
| ္မ | Ξ | | 0 | 0 | 0 | 0. | 0. | |
| | ε | 160,173. | 7,000. | 273. | 16,716. | 29,766. | 213,928. | |
| 61 | Ξ | 0 | 0 | 0 | 0 | 0. | 0 | 0 |
| 5 | ε | 155,065. | 10,000. | 152. | 16,240. | 4,525. | 185,982. | 0 |
| F+1 | Ξ | | 0 | 0 | 0 | 0. | 0. | 0 |
| (8) GLEN NORTHUP | 3 | 124,73 | 10,000. | 261. | 13,739. | 27,004. | 175,738. | 0 |
| U | Ξ | | 0. | .0 | 0 | 0 | .0 | 0 |
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| 2,1,00 | | | | I • | | | Schedi | Schedule J (Form 990) 2013 |

28

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.

2013
Open to Public Inspection

OMB No 1545-0047

Name of the organization

Information about Schedule O (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

Employer identification number 52-2172219

AUTO CARE ASSOCIATION FORM 990, PART I, LINE 1, DESCRIPTION OF ORGANIZATION MISSION: SALE OF GOODS AND SERVICES IN THE INDUSTRY. FORM 990, PART III, LINE 1, DESCRIPTION OF ORGANIZATION MISSION: ASSOCIATION AND ITS MEMBER VOLUNTEERS PROVIDE LEADERSHIP AND A RESPECTED VOICE FOR AND WITHIN THE AFTERMARKET INDUSTRY. AUTO CARE ASSOCIATION DOES ALL THIS BY OFFERING THE INDUSTRY'S HIGHEST-OUALITY PROGRAMS AND SERVICES IN THE AREAS OF GOVERNMENT AFFAIRS, INFORMATION, MARKET RESEARCH, TECHNOLOGY, EDUCATION AND TRAINING, INTERNATIONAL SERVICES AND BUSINESS DEVELOPMENT FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS: DEALERSHIPS FOR CAR REPAIRS. ITS LEGISLATIVE ACTION CENTER ALLOWS MEMBERS TO CONTACT THEIR FEDERAL AND STATE ELECTED REPRESENTATIVES ABOUT HOT ISSUES IN THE AUTO CARE INDUSTRY SUCH AS "PROTECT YOUR RIGHT TO REPAIR, " OPPOSING EFFORTS BY THE NATIONAL LABOR RELATIONS BOARD TO TELL COMPANIES WHERE THEY CAN LOCATE THEIR BUSINESS; FIGHTING A PROPOSAL TO END THE USE OF THE LIFO INVENTORY ACCOUNTING METHOD; REGULARLY MONITORING CHEMICAL REGULATIONS IN VARIOUS STATES; AND THE AUTO CARE ASSOCIATION IS TAKING PREEMPTIVE STEPS TO DISCUSS SOLUTIONS. IN REGARDS TO TELEMATICS, AMONGST INTERNAL AND EXTERNAL STAKEHOLDERS AS WELL AS DRIVE THE DEBATE ON CAPITOL HILL AND IN THE STATES. FORM 990, PART III, LINE 4B, PROGRAM SERVICE ACCOMPLISHMENTS: TRADING PARTNERS FROM ALL INDUSTRY SEGMENTS TO COLLABORATE ON SOLUTIONS

BENEFIT THE ENTIRE AFTERMARKET INDUSTRY. CATALOG STANDARDS OR

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

332211 09-04-13 Schedule O (Form 990 or 990-EZ) (2013)

Schedule O (Form 990 or 990-EZ) (2013) Page 2 Name of the organization **Employer identification number** AUTO CARE ASSOCIATION 52-2172219 "ACES" DEVELOPED BY AUTO CARE ASSOCIATION ARE THE INDUSTRY STANDARD FOR THE MANAGEMENT AND EXCHANGE OF THE AUTOMOTIVE CATALOG AND VEHICLE DATA. FORM 990, PART III, LINE 4C, PROGRAM SERVICE ACCOMPLISHMENTS: INFORMATION IN RESPONSE TO TIME-SENSITIVE INQUIRIES. SOME OF THE MOST SUCCESSFUL PRODUCTS AVAILABLE TO AUTO CARE ASSOCIATION MEMBERS ARE THE AWARD WINNING DIGITAL FACTBOOK - A COMPREHENSIVE AND INTERACTIVE OVERVIEW OF THE AUTOMOBILE AFTERMARKET INDUSTRY. FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES: AAPEX TRADE SHOW: AAPEX IS THE LARGEST, INDUSTRY-ONLY TRADE SHOW IN THE WORLD. MORE THAN 139,587 PEOPLE PARTICIPATED IN THE NOVEMBER 2013 EVENT AND 59,193 DOMESTIC AND INTERNATIONAL BUYERS ATTENDED THE SHOW. THE NUMBER OF EXHIBITORS IN 2013 WAS 2,394. DURING THE SHOW, THERE WERE 40 EDUCATIONAL SESSIONS OFFERED IN WHICH THE ATTENDEES COULD PARTICIPATE. COMMUNICATIONS: AUTO CARE ASSOCIATION'S COMMUNICATIONS ENSURES THAT THE ASSOCIATION IS THE VOICE OF THE AUTO CARE INDUSTRY BY COMMUNICATING ON THE BEHALF OF MEMBERS THROUGH PERIODIC NEWSLETTERS AND MAGAZINES. THESE KEEP THE MEMBERS INFORMED OF THE OVERALL AFTERMARKET INDUSTRY, THEIR INDIVIDUAL SEGMENTS OF THE INDUSTRY, AND ASSOCIATION ACTIVITIES. FORM 990, PART VI, SECTION A, LINE 1: THE OFFICERS OF THE ASSOCIATION SHALL BE KNOWN AS THE EXECUTIVE COMMITTEE, WHICH COMMITTEE IN THE INTERIM PERIOD BETWEEN BOARD MEETINGS SHALL HAVE AND MAY EXERCISE THE AUTHORITY OF THE BOARD OF

DIRECTORS IN THE MANAGEMENT OF THE ASSOCIATION AND SHALL REPORT ALL SUCH

Schedule O (Form 990 or 990-EZ) (2013)

AUTO CARE ASSOCIATION

Employer identification number 52-2172219

ACTIONS TO THE BOARD AT THE NEXT MEETING FOLLOWING SUCH ACTION. NO MEMBER OF THE EXECUTIVE COMMITTEE SHALL SIT ON ANOTHER AUTOMOTIVE TRADE ASSOCIATION BOARD DURING THE ELECTED TERM AS AN OFFICER. THE INCOMING CHAIRMAN SHALL HAVE HAD EXECUTIVE COMMITTEE EXPERIENCE, AND THERE SHALL BE NO REQUIRED ROTATION OF CHAIRS. IN ADDITION THE EXECUTIVE COMMITTEE SHALL: (A) ACT AS A FINANCE COMMITTEE WHICH SHALL PROVIDE RULES AND REGULATIONS FOR THE AUTHORIZATION OF EXPENDITURES AND THE APPROVAL OF VOUCHERS FOR THE PAYMENT OF MONEY, AND PRIOR TO THE END OF THE FISCAL YEAR TO PREPARE A SUGGESTED BUDGET FOR THE ENSUING FISCAL YEAR FOR APPROVAL BY THE BOARD OF DIRECTORS. ALL EXPENDITURES, PAYMENT OF MONEY AND FINANCIAL OBLIGATIONS OF THE ASSOCIATION ARE SUBJECT TO THE JURISDICTION OF THE FINANCE COMMITTEE, AND AN AUDIT OF THE BOOKS OF THE ASSOCIATION SHALL BE MADE BY A FIRM OF CERTIFIED PUBLIC ACCOUNTANTS AT LEAST ONCE EACH YEAR. THE CERTIFIED PUBLIC ACCOUNTANTS SELECTED BY THE ASSOCIATION SHALL BE REVIEWED AT LEAST EVERY FIVE YEARS. (B) TO ACT AS A LIAISON COMMITTEE IN ORDER TO DEVELOP AND MAINTAIN CORDIAL AND PRODUCTIVE RELATIONSHIPS WITH ALL INDUSTRY GROUPS. (C) TO ACT AS BYLAWS COMMITTEE IN ORDER TO ASSURE THAT THE ASSOCIATION'S BYLAWS ARE KEPT CONSISTENT WITH AND RESPONSIBLE TO POLICY CHANGES INITIATED AND APPROPRIATE WITHIN THE ORGANIZATION. (D) TO ACT AS A MEMBERSHIP DUES AND FEES COMMITTEE, RECOMMENDING DUES, FEES AND ASSESSMENTS FOR APPROVAL BY THE BOARD OF DIRECTORS.

FORM 990, PART VI, SECTION A, LINE 4:

THE ORGANIZATION MADE A CHANGE TO ITS ORGANIZATIONAL DOCUMENTS

TO REFLECT A CHANGE IN THE ORGANIZATION'S NAME SINCE THE PRIOR FORM 990 WAS

FILED - FROM AUTOMOTIVE AFTERMARKET INDUSTRY ASSOCIATION (AAIA) TO AUTO

CARE ASSOCIATION AS OF OCTOBER 6TH, 2014.

Schedule O (Form 990 or 990-EZ) (2013) Page 2 **Employer identification number** Name of the organization AUTO CARE ASSOCIATION 52-2172219 FORM 990, PART VI, SECTION A, LINE 6: THERE IS ONLY ONE CLASS OF MEMBERSHIP. A PRIMARY CONTACT WILL BE IDENTIFIED FOR ALL ORGANIZATIONS THAT EMPLOYEE MORE THAN ONE INDIVIDUAL. THE PRIMARY CONTACT IS THE REPRESENTATIVE THAT WILL VOTE ON ALL MEMBERSHIP ISSUES, SUCH AS THE ANNUAL BOARD OF DIRECTORS SLATE. FORM 990, PART VI, SECTION A, LINE 7A: ALL MEMBER COMPANIES IDENTIFY THE PRIMARY CONTACT FOR THE ORGANIZATION. THAT INDIVIDUAL HAS THE VOTE FOR THE MEMBER. MEMBERS MAY APPROVE THE ELECTION OF OFFICERS AND DIRECTORS. EACH MEMBER COMPANY OF THE ASSOCIATION IS ENTITLED TO ONE VOTE, WHICH MAY BE BY PROXY OR IN PERSON. FORM 990, PART VI, SECTION A, LINE 7B: TEN PERCENT (10%) OF THE VOTING MEMBERS OF THE ASSOCIATION, IN GOOD STANDING, IN PERSON OR REPRESENTED BY PROXY, SHALL CONSTITUTE A QUORUM AT ALL MEETINGS OF THE MEMBERS OF THE ASSOCIATION FOR THE TRANSACTION OF BUSINESS PERTAINING TO THE ASSOCIATION, EXCEPT AS OTHERWISE PROVIDED BY LAW, BY THE ARTICLES OF INCORPORATION, OR THESE BYLAWS. EACH MEMBER OF THE ASSOCIATION, IN PERSON OR REPRESENTED BY PROXY, SHALL BE ENTITLED TO ONE VOTE. FORM 990, PART VI, SECTION B, LINE 11:

THE AUDIT COMMITTEE WILL MEET WITH THE ASSOCIATION'S

ACCOUNTING FIRM TO REVIEW THE FORM 990 ON BEHALF OF THE FULL BOARD.

FORM 990, PART VI, SECTION B, LINE 12C:

ALL BOARD MEMBERS ARE REQUIRED TO SIGN A STATEMENT PRIOR TO

ALL MEETINGS NOTING THAT ANY AND ALL CONFLICT OF INTERESTS HAVE BEEN

Schedule O (Form 990 or 990-EZ) (2013)

Employer identification number 52-2172219

REPORTED TO THE BOARD OR TO THE ASSOCIATION'S GENERAL COUNSEL. AFTER

DISCLOSURE OF THE FINANCIAL INTEREST AND ALL MATERIAL FACTS, AND AFTER ANY

DISCUSSION WITH THE INTERESTED PERSON, HE/SHE SHALL LEAVE THE GOVERNING

BOARD OR COMMITTEE MEETING WHILE THE DETERMINATION OF A CONFLICT OF

INTEREST IS DISCUSSED AND VOTED UPON. THE REMAINING BOARD OR COMMITTEE

MEMBERS SHALL DECIDE IF A CONFLICT OF INTEREST EXISTS. AN INTERESTED PERSON

MAY MAKE A PRESENTATION AT THE GOVERNING BOARD OR COMMITTEE MEETING, BUT

AFTER THE PRESENTATION, HE/SHE SHALL LEAVE THE MEETING DURING THE

DISCUSSION OF, AND THE VOTE ON, THE TRANSACTION OR ARRANGEMENT INVOLVING

THE POSSIBLE CONFLICT OF INTEREST.

THE CHAIRPERSON OF THE GOVERNING BOARD OR COMMITTEE SHALL, IF APPROPRIATE,

APPOINT A DISINTERESTED PERSON OR COMMITTEE TO INVESTIGATE ALTERNATIVES TO

THE PROPOSED TRANSACTION OR ARRANGEMENT. AFTER EXERCISING DUE DILIGENCE,

THE GOVERNING BOARD OR COMMITTEE SHALL DETERMINE WHETHER THE ORGANIZATION

CAN OBTAIN WITH REASONABLE EFFORTS A MORE ADVANTAGEOUS TRANSACTION OR

ARRANGEMENT FROM A PERSON OR ENTITY THAT WOULD NOT GIVE RISE TO A CONFLICT

OF INTEREST. IF A MORE ADVANTAGEOUS TRANSACTION OR ARRANGEMENT IS NOT

REASONABLY POSSIBLE UNDER CIRCUMSTANCES NOT PRODUCING A CONFLICT OF

INTEREST, THE GOVERNING BODY OR COMMITTEE SHALL DETERMINE BY A MAJORITY

VOTE OF THE DISINTERESTED DIRECTORS WHETHER THE TRANSACTION OR ARRANGEMENT

IS IN THE ORGANIZATION'S BEST INTEREST, FOR ITS OWN BENEFIT, AND WHETHER IT

IS FAIR AND REASONABLE. IN CONFORMITY WITH THE ABOVE DETERMINATION IS SHALL

MAKE ITS DECISION AS TO WHETHER TO ENTER INTO THE TRANSACTION OR

ARRANGEMENT.

FORM 990, PART VI, SECTION B, LINE 15:

THE COMPENSATION OF THE CEO IS REVIEWED BY THE COMPENSATION

332212

Schedule O (Form 990 or 990-EZ) (2013)

| Schedule O (Form 990 or 990-EZ) (2013) | Page 2 |
|--|---|
| Name of the organization AUTO CARE ASSOCIATION | Employer identification number 52-2172219 |
| COMMITTEE, WHICH IS MADE UP OF THE EXECUTIVE COMMITTEE ME | MBERS. THE |
| COMPENSATION COMMITTEE WILL USE OUTSIDE HR CONSULTANTS AN | ID/OR SALARY |
| SURVEYS TO BENCHMARK THE CEO'S COMPENSATION. BENCHMARKING | OF THE CEO'S |
| COMPENSATION WAS LAST PERFORMED IN 2014. | |
| | |
| ALL SENIOR STAFF POSITIONS ARE REVIEWED BY THE CEO. ALL S | SALARIES ARE |
| COMPARED TO INDUSTRY SALARY SURVEYS ON AN ANNUAL BASIS. E | BENCHMARKING OF THE |
| ALL SENIOR STAFF'S SALARIES WAS DONE BY AN OUTSIDE FIRM 1 | IN 2012. SEVERAL |
| POSITIONS WERE REVIEWED AND BENCHMARKED IN 2013. | |
| | |
| FORM 990, PART VI, SECTION C, LINE 19: | |
| AUTO CARE ASSOCIATION COMPLIES WITH THE PUBLIC INSPECTION | 1 |
| REQUIREMENTS OF INTERNAL REVENUE CODE SECTION 6104 BY MAKE | KING ITS FORM 1024, |
| APPLICATION FOR RECOGNITION OF EXEMPTION UNDER SECTION 50 | 01(A), ITS |
| DETERMINATION LETTER FROM THE IRS, AND THE FORMS 990 FOR | ITS THREE MOST |
| RECENTLY COMPLETED TAX PERIODS AVAILABLE TO THE PUBLIC UP | PON REQUEST. |
| HOWEVER, AS SECTION 6104 DOES NOT REQUIRE ORGANIZATIONS E | EXEMPT UNDER |
| SECTION 501(C)(6) TO DISCLOSE ITS GOVERNING DOCUMENTS, CO | ONFLICT OF INTEREST |
| POLICIES, OR FINANCIAL STATEMENTS, AUTO CARE ASSOCIATION | HAS DECIDED NOT TO |
| MAKE SUCH INFORMATION AVAILABLE FOR PUBLIC INSPECTION. | |
| | |
| FORM 990, PART IX, LINE 11G, OTHER FEES: | |
| COMMISSIONS | 73,063. |
| HR OUTSOURCING | 45,231. |
| MEMBER TRAINING | 36,600. |
| MARKETING, RESEARCH, REBRANDING, TECHNICAL ADVISORS, ETC. | |
| TOTAL OTHER FEES ON FORM 990, PART IX, LINE 11G, COL A | 1,709,804. |

| Schedule O (Form 990 or 990 EZ) (2013) | Page 2 |
|---|---|
| Name of the organization AUTO CARE ASSOCIATION | Employer identification number 52-2172219 |
| FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS: | |
| TRANSFER OF NET ASSETS FROM AAPEC TO AUTO CARE ASSOCIATIO | N 436. |
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SCHEDULE R (Form 990)

Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37. Related Organizations and Unrelated Partnerships

► Attach to Form 990.

Identification of Disregarded Entities Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

AUTO CARE ASSOCIATION

Name of the organization Department of the Treasury Internal Revenue Service

Partl

▶ See separate instructions.

| 2013 | Open to Public Inspection |
|------|---------------------------|
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OMB No 1545-0047

▶Information about Schedule R (Form 990) and its instructions is at www.irs.gov/form990.

Employer identification number 52-2172219

Direct controlling Identification of Related Tax-Exempt Organizations Complete of the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year. End-of-year assets (e) Total Income 9 Legal domicile (state or foreign country) Primary activity Name, address, and EIN (if applicable) of disregarded entity Part II

(g) Section 512(b)(13) Š controlled entity? Yes × × **Direct controlling** entity SSOCIATION SSOCIATION NUTO CARE UTO CARE status (if section Public charity INE 11A, I 501(c)(3)) Exempt Code section 501(C)(3) ਉ 527 Legal domicile (state or foreign country) <u>ပ</u> RAISING CONSUMER AWARENESS MARYLAND MARYLAND Primary activity CAR CARE CAMPAIGN -POLITICAL ACTION 9 AUTOMOBILE AFTERMARKET POLITICAL ACTION COMMITTEE - 36-3756801 7101 WISCONSIN 20814 Name, address, and EIN of related organization AVENUE STE 1300 BETHESDA MD 7101 WISCONSIN AVENUE STE 1300 CAR CARE COUNCIL - 52-1250966 BETHESDA, MD 20814

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

Schedule R (Form 990) 2013

36

52-2172219

Page 2

Schedule R (Form 990) 2013 AUTO CARE ASSOCIATION

Identification of Related Organizations Taxable as a Partnership Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year Part III

| (a) (b) | (q) | (c) | (p) | (e) | (1) | (6) | 3 | (i) | s | (K) |
|--|------------------|---|------------------------------|--|-----------------------|-----------------------------------|-----|---|-----|---|
| Name, address, and EIN of related organization | Primary activity | Legal domicile (state or foreign | Direct controlling entity | Predominant income (related, excluded from tax under | Share of total income | Share of end-of-year assets | | Code V-UBI amount in box 20 of Schedule | | General or Percentage managing ownership partner? |
| | | country) | | 360(10113 512-514) | | | res | | 202 | |
| AAPEX - 36-4257968 | | | | | | | | | | |
| 10072 W 190TH PLACE | | | AUTO CARE | | | | | | | |
| MOKENA, IL 60448 | TRADE SHOW | IL | ASSOCIATION | RELATED | 5,697,460, | 1,410,710. | × | N/A | × | 60.00 |
| | | | | | | | | | | |
| HDAW - 16-1724561 | 1 | | | | | | | | | |
| 10072 W 190TH PLACE | | | AUTO CARE | | | | | • | | |
| MOKENA, IL 60448 | TRADE SHOW | IL | ASSOCIATION | RELATED | 324,862. | 27,777. | × | N/A | × | 33,338 |
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Identification of Related Organizations Taxable as a Corporation or Trust Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year. Part IV

| | | | | | | | | ; | |
|---|------------------|--|------------------------------|---|-----------------------|-----------------------------------|----------------------------|-------------------------------------|-----|
| (a) | (g) | ၑ | 9 | (e) | E | (6) | £ | (E) | _ |
| Name, address, and EIN of related organization | Primary activity | Legal domicile (state or foreign country) | Direct controlling entity | Type of entity (C corp, S corp, or trust) | Share of total income | Share of end-of-year assets | Percentage ownership | 512(b)(13) controlled entity? | No. |
| INDUSTRY SERVICES CORPORATION - 38-3657088 | | | | | | | | | |
| 7101 WISCONSIN AVENUE STE 1300 RETHERDA MD 20814 | E ZON | Ą | AUTO CARE ASSOCIATION | C CORP | 0 | 0 | 100,008 | × | ! |
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| 332162 09-12-13 | | 37 | : | | | Sche | Schedule R (Form 990) 2013 | 990) 20 | 513 |

Page 3

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AUTO CARE ASSOCIATION Schedule R (Form 990) 2013

Transactions With Related Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36. Part V

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV? Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule.

- a Receipt of (i) interest (ii) annuities (iii) royalties or (iv) rent from a controlled entity
- - **b** Gift, grant, or capital contribution to related organization(s)
- c Gift, grant, or capital contribution from related organization(s)
- d Loans or loan guarantees to or for related organization(s)
- e Loans or loan guarantees by related organization(s)
- Dividends from related organization(s)

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- Sale of assets to related organization(s)
- Purchase of assets from related organization(s)
- Exchange of assets with related organization(s)
- Lease of facilities, equipment, or other assets to related organization(s)
- k Lease of facilities, equipment, or other assets from related organization(s)
- I Performance of services or membership or fundraising solicitations for related organization(s)
 - m Performance of services or membership or fundraising solicitations by related organization(s)
- n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)
- Sharing of paid employees with related organization(s)
- Reimbursement paid to related organization(s) for expenses Q.

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- Reimbursement paid by related organization(s) for expenses
- r Other transfer of cash or property to related organization(s)
- s Other transfer of cash or property from related organization(s)

| 2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds. | ho must complete th | is line, including covered r | elationships and transaction thresholds. |
|--|----------------------------------|------------------------------|---|
| (a) Name of related organization | (b) Transaction type (a-s) | (c) Amount involved | (d) Method of determining amount involved |
| (1) CAR CARE COUNCIL | В | 475,000.FMV | PMV |
| (2) CAR CARE COUNCIL | ı | 82,946. FMV | FMV |
| (3) CAR CARE COUNCIL | 0 | 82,946.FMV | FMV |
| (4) CAR CARE COUNCIL | ц | 151,560.FMV | FMV |
| (9) | | | |
| (9) | | | |
| 332163 09-12-13 | 38 | | Schedule R (Form 990) 2013 |

Part VI Unrelated Organizations Taxable as a Partnership Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

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

UsproporDisproporD Share of end-of-year assets Share of total income Predominant income partiesse (related, unrelated, ons to excluded from tax under section 512-514) Yes No Legal domicile (state or foreign country) છ Primary activity 9 Name, address, and EIN of entity

Schedule R (Form 990) 2013

| Schedule | R (Form 990) 2013 AU | TO CARE ASSOCI | ATION | 52-2172219 Page 5 |
|----------|--|--|----------------------------------|-------------------|
| Part VI | R (Form 990) 2013 AU Supplemental Informat | ion | | |
| | Provide additional information | for responses to questions o | on Schedule R (see instructions) | |
| | 1 Toylad additional information | to responded to questions t | or correction (coo morractions) | |
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| Part VII Section A. Officers, Directors, Tr | | | | | 1 | 1: | | Company of Employ | 52-21/ | <u> </u> |
|---|--|--|--|----------|--------------|------------------------------|--|-------------------------|------------------------------|------------------------|
| | | npic | yee | | | <u>ııgn</u> | est | | | (E) |
| (A) Name and title | (B) | 1 | | | C) ition | | | (D) | (E) | (F) |
| Name and title | Average hours | ر ا | heck | | | | k A | Reportable compensation | Reportable | Estimated amount of |
| | per | <u> </u> | liecr | lan | liial | app | יעי ו | from | compensation from related | other |
| | week | | | | | 8 | | the | organizations | compensation |
| | (list any | 흥 | | | | Highest compensated employee | | organization | (W-2/1099-MISC) | from the |
| | hours for | a e | | | | Fed er | | (W-2/1099-MISC) | , | organization |
| | related | Individual trustee or director | nstitutional trustee | | | ensat | | | | and related |
| | organizations | ğ | ם | | Key employee | E C | ļ | | | organizations |
| | below | М | itati | Officer | emb | hest | Former | | | |
| | line) | 3 | = | 툴 | Key | 물 | Ē | | | |
| (27) RANDAL WARD | 1.00 | | | | | | | | | |
| DIRECTOR | 0.00 | X | <u> </u> | | | | | 0. | 0. | 0. |
| (28) SCOTT WEBB | 1.00 | ŀ | | | | | | | | |
| DIRECTOR | 0.00 | X | | | | | | 0. | 0. | 0 . |
| (29) ROBERT F. EGAN, MAAP | 5.00 | | | | | | | | | |
| PAST CHAIRMAN | 1.00 | Х | | X | | | | 0. | 0. | 0. |
| (30) KATHLEEN SCHMATZ | 40.00 | | | | | | | | | / |
| PRESIDENT & CEO | 1.00 | Ì | | х | | | | 490,772. | 0. | 39,360 |
| (31) SUSAN MEDICK | 40.00 | | | | | | | | | , |
| CFO/COO | 5.00 | 1 | İ | х | | | | 209,596. | 0. | 34,883 |
| (32) RICHARD WHITE | 40.00 | | | | | | | | | |
| SENIOR VICE PRESIDENT | 8.00 | | | | Х | | | 212,123. | 0. | 45,231 |
| (33) MICHAEL BARRATT | 40.00 | | | | | | | | | • |
| SENIOR VICE PRESIDENT - MEETINGS | 0.00 | | | | | x | | 158,377. | 0. | 40,367 |
| (34) ARLENE DAVIS | 40.00 | | | | - | | | | | |
| VICE PRESIDENT - MEETINGS & EVENTS | 0.00 | | | | | x | | 127,347. | 0. | 16,811 |
| (35) SUSAN KALISH | 40.00 | | | | | | | | | |
| SENIOR DIRECTOR - EDUCATION | 0.00 | 1 | | | | x | | 131,244. | 0. | 37,530 |
| (36) AARON LOWE | 40.00 | - | ╁ | | - | | | 131/2110 | | 37,330 |
| VICE PRESIDENT - GOVT AFFAIRS | 0.00 | | | | | x | | 167,446. | 0. | 46,482 |
| (37) SCOTT LUCKETT | 40.00 | | | | | | | 20.72200 | | 10,102 |
| VICE PRESIDENT - TECHNOLOGY | 0.00 | 1 | | | | x | | 165,217. | 0. | 20,765 |
| (38) GLEN NORTHUP | 40.00 | | | | _ | | | 103,217 | | 20,703 |
| SENIOR DIRECTOR - MEMBER RELATIONS | 0.00 | ł | | | | X | | 134,995. | 0. | 40,743 |
| SENIOR DIRECTOR - MEMBER RELATIONS | 0.00 | | | | \vdash | <u> </u> | ╁ | 134,333. | · · | 40,745 |
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| Total to Part VII, Section A, line 1c | | | | | | | | 1,797,117. | | 322,172 |
| Total to Fait VII, Occion A, IIIIc To | | | | | | | | | | JUULLIA |