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2016

Form 990	Return of Organization Exempt From Income Tax
% 3	Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
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
A For the 2016 cale	ander year, or tay year beginning 01-01-2016 and ending 12-31-2016

		f the Treasur nue Service	► Information abou	t Form 990 and its instructions is at <u>wi</u>	vw IRS gov/fo	<u>orm990</u>		Inspection
A F	or the	e 2016 ca		ning 01-01-2016 , and ending 12-	31-2016			
□ Ad		pplicable change	C Name of organization LAUREL HIGHLANDS			D Employe 25-10933		cation number
☐ Ini _ Fir	tıal ret ıal	turn	Doing business as LAUREL HIGHLANDS VISITORS BURE	AU				
☐ An	nended	ninated I return	Number and street (or P O box if ma 120 E MAIN STREET	all is not delivered to street address) Room/s	suite	E Telephone (724) 23		
⊔ Ар	piicatio	on pending	City or town, state or province, coun LIGONIER, PA 15658	try, and ZIP or foreign postal code		G Gross rece	eipts \$ 2,	691,230
			F Name and address of principal	officer	H(a) Is t	this a group retu	urn for	·
			MICHAEL LANGER 120 E MAIN STREET LIGONIER, PA 15658		sub H(b) Are	oordinates? e all subordinate		□Yes ☑No □Yes □No
I Ta	x-exen	npt status	☐ 501(c)(3) ☑ 501(c)(6)◀(insert no) 4947(a)(1) or 527		luded? No," attach a lis	st (see	
J W	ebsit	e:▶ WW	W LAURELHIGHLANDS ORG		H(c) Gro	oup exemption r	number	>
K Forr	n of or	ganızatıon	Corporation Trust Associ	ciation Other	L Year of fo	rmation 1958	M State (of legal domicile PA
Pa	rt I	Sumi	•					
Activities & Governance	T	TO PROMO AUREL HI		MENT, AND THE INTEREST OF THE TRA				
Gove	2	Check thi	s box ▶ ☐ if the organization disc	continued its operations or disposed of	more than 2	5% of its net as:	sets	
න් ග			-	g body (Part VI, line 1a)			3	18
Tie,			•	the governing body (Part VI, line 1b)			4	18
ct:	l		• •	endar year 2016 (Part V, line 2a)			5 6	26
ď	l		•	essary)			7a	250,417
	l			n Form 990-T, line 34		•	7a 7b	-12,712
	-	Tree dill ell	acca pasificas taxable mesme from	, , , , , , , , , , , , , , , , , , ,		Prior Year	1,5	Current Year
	8	Contribut	ions and grants (Part VIII, line 1h)	117,34	46	106,866		
Ravenue	l		service revenue (Part VIII, line 2g			1,135,91	_	2,580,255
٥٨٠ċ١	10	Investme	nt income (Part VIII, column (A),	ines 3, 4, and 7d)		2,00	07	4,109
α.	11	Other rev	enue (Part VIII, column (A), lines	5, 6d, 8c, 9c, 10c, and 11e)				0
	12	Total reve	enue—add lines 8 through 11 (mus	st equal Part VIII, column (A), line 12)		1,255,27	71	2,691,230
	13	Grants an	nd sımılar amounts paıd (Part IX, c	olumn (A), lines 1–3)....		17,40	00	828,132
	14	Benefits p	oald to or for members (Part IX, co	olumn (A), line 4)				0
æ	l			nefits (Part IX, column (A), lines 5–10)	1	378,93	37	752,832
Expenses	l		nal fundraising fees (Part IX, colur					0
ă	ı		aising expenses (Part IX, column (D), lii					
-	ı		penses (Part IX, column (A), lines	•		653,92	_	1,279,873
	ı		enses Add lines 13-17 (must equi			1,050,26	_	2,860,837
\$ 8 8 8	19	Revenue	less expenses Subtract line 18 fro	m me 12	Beginnı	205,01 ng of Current Ye		-169,607 End of Year
Net Assets or Fund Balances	20	Total asse	ets (Part X, line 16)			2,656,47	78	3,016,788
A B	l		ilities (Part X, line 26)			1,185,85	_	1,715,768
ŞÏ	l		s or fund balances Subtract line 2			1,470,62		1,301,020
Undei know		alties of pe and belief		ned this return, including accompanyin Declaration of preparer (other than of				
N		<u> </u>						
		Signatu	re of officer			2017-04-12 Date		
Sign Here		, -						
	-		EL LANGER CHAIR r print name and title					
			rınt/Type preparer's name	Preparer's signature	Date	PT PT	ΓIN	
Paid	t	C.	ATHERINE E HEIDE CPA	CATHERINE È HEIDE CPA		Check L If Poself-employed	00029933	
	- pare	;r ⊢	ırm's name DELISI KEENAN & ASSO			Fırm's EIN 🟲 25-1		
	On	1	ırm's address ▶ 217 S PENNSYLVANIA A	VE		Phone no (724) 83	32-8585	
		-	GREENSBURG, PA 156	01				
May t	he IR	S discuss	this return with the preparer show	n above? (see instructions)	<u>.</u>	<u></u>	✓ Y	es 🗆 No
For P	aper	work Red	duction Act Notice, see the sep	arate instructions.	Cat No	11282Y		Form 990 (2016)

Part 1		Statement of Program Service A	ccomplishments		
1	Briefly	Charle of Schodula O contains a response			
1	Briefly	Check if Schedule O contains a response	or note to any line in this Part III		🗹
	Differry	describe the organization's mission			
HIGHL	ANDS,	TOURISM, TOURISM DEVELOPMENT, ANI COMPRISING OF FAYETTE, SOMERSET, A OF LIFE			
2	Did the	e organization undertake any significant p	rogram services during the year	which were not listed on	_
	the pri	or Form 990 or 990-EZ?			🗌 Yes 🗹 No
	If "Yes	," describe these new services on Schedul	le O		
3	Did the	e organization cease conducting, or make	significant changes in how it con-	ducts, any program	
	service	s?			🗌 Yes 🗹 No
	If "Yes	," describe these changes on Schedule O			
	Section	be the organization's program service according to the organizations and 501(c)(4) organizations areas, and revenue, if any, for each program	re required to report the amount		
4a	(Code) (Expenses \$	including grants of \$) (Revenue \$)
	UTILIZE	THE ROOM TAX RECEIVED FROM THE THREE CO TO PROMOTE TOURISM AND ECONOMIC DEVEL	OUNTIES OF THE LAUREL HIGHLANDS	, ,	ESTMORELAND, TO PROVIDE
4b	(Code) (Expenses \$	ıncludıng grants of \$) (Revenue \$)
	PROVID	E ADVERTISING AND MARKETING FOR PARTNER		, ,	MOTE TOURISM
4c	(Code) (Expenses \$	including grants of \$) (Revenue \$)
		program services (Describe in Schedule O	•		
	(Exper	ises \$ including	g grants of \$) (Revenue \$)
4e	Total	program service expenses 🕨			

or X as applicable

Section 501(c)(3) organizations.

Yes

Page 3

No

No

No

No

No

No

Nο

5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues,

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 🛸 . . . Did the organization maintain collections of works of art, historical treasures, or other similar assets?

assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII 🛸

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

Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments,

Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its

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

Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D. Part X 🕏

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 🛸

If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional 🐒

Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any

Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to

Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX.

Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII,

Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes,"

b Was the organization included in consolidated, independent audited financial statements for the tax year?

b 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

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

14a Did the organization maintain an office, employees, or agents outside of the United States? . . .

column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)

Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total

permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V 🛸 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VIII, VIII, IX,

to provide advice on the distribution or investment of amounts in such funds or accounts?

a Did the organization report an amount for land, buildings, and equipment in Part X, line 10?

12a Did the organization obtain separate, independent audited financial statements for the tax year?

foreign organization? If "Yes," complete Schedule F, Parts II and IV

or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV . . .

assessments, or similar amounts as defined in Revenue Procedure 98-19?

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11a

11b

11c

11d

11e

11f

12a

12b

13

14a

14h

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19

Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? 4 5 Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right 6

Yes

Yes

Yes

No

Νo

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29

33

Part IV Checklist of Required Schedules (continued)

instructions for applicable filing thresholds, conditions, and exceptions)

a A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L,

301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I

is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI

28a

28b

28c

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35a

35b

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Yes

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No

No

No

No

Nο

No

Nο

Nο

Nο

Νo

Nο

Page 4

24c d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? . . . 24d Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," 25a b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and

25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? 25b Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? 26 No Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member 27 Yes Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV

30 Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I . 31 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets?

b A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part

c An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an

Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation

officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV 🔧 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M . . .

35a Did the organization have a controlled entity within the meaning of section 512(b)(13)? b If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 . . .

Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that

Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note.

Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related

Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections

Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and

orm	990 (2016)			Page
Par	Statements Regarding Other IRS Filings and Tax Compliance			
	Check if Schedule O contains a response or note to any line in this Part V			Ш
	Faterable annulus and a Day 2 of Farm 1000 Fater Out that annulus like 1		Yes	No
	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable 1a 24 Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable 1b 0			
	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c		
	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			
L		2ь	Yes	
D	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note.If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)		103	
За	Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	Yes	
b	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O	3b	Yes	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?			
		4a		No
b	If "Yes," enter the name of the foreign country See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR)			
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? \cdot .	5a		No
	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		No
		50		
C	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 organization solicit any contributions that were not tax deductible as charitable contributions?	6a		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or 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 services provided to the payor?	7a		
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b		
С	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		
d	If "Yes," indicate the number of Forms 8282 filed during the year			
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e		
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		
	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as			
9	required?	7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h		
8	Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during			
	the year?	8		
9a	Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
0	Section 501(c)(7) organizations. Enter			
а	Initiation fees and capital contributions included on Part VIII, line 12 10a			
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b]		
1	Section 501(c)(12) organizations. Enter			
а	Gross income from members or shareholders			
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)			
2 -	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	124		
3	Section 501(c)(29) qualified nonprofit health insurance issuers.			
а	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for			
b	additional information the organization must report on Schedule 0 Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.	13a		
_	The organization is needed to issue quantities and install plans.			
	Enter the amount of reserves on hand	, ,		N.I
4a	Did the organization receive any payments for indoor tanning services during the tax year?	14a		No
	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O	14b		

01111	(-				rage c
Par	t VI	Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O See instructions	" respo	nse to li	nes
		Check if Schedule O contains a response or note to any line in this Part VI			✓
Se	ction	A. Governing Body and Management	•	<u> </u>	
				Yes	No
1a	Enter	the number of voting members of the governing body at the end of the tax year la			
	body,	re are material differences in voting rights among members of the governing or if the governing body delegated broad authority to an executive committee or r committee, explain in Schedule O			
b	Enter	the number of voting members included in line 1a, above, who are independent 1b 18			
2		ny officer, director, trustee, or key employee have a family relationship or a business relationship with any other r, director, trustee, or key employee?	2		No
3	Did th	ne organization delegate control over management duties customarily performed by or under the direct supervision cers, directors or trustees, or key employees to a management company or other person?	3		No
4	Did th	ne organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5	Did th	ne organization become aware during the year of a significant diversion of the organization's assets?	5		No
6	Did th	ne organization have members or stockholders?	6		No
7a		ne organization have members, stockholders, or other persons who had the power to elect or appoint one or more pers of the governing body?	7a	Yes	
b	Are a	ny governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or ns other than the governing body?	7b		No
8	Did th	ne organization contemporaneously document the meetings held or written actions undertaken during the year by			
а		overning body?	8 a	Yes	
b	Each	committee with authority to act on behalf of the governing body?	8 b	Yes	
9		re any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the ization's mailing address? If "Yes," provide the names and addresses in Schedule O	9		No
Se	ction	B. Policies (This Section B requests information about policies not required by the Internal Revenue	e Code	e.)	
				Yes	No
10a	Did th	ne organization have local chapters, branches, or affiliates?	10a		No
b		s," did the organization have written policies and procedures governing the activities of such chapters, affiliates, ranches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has tl form?	ne organization provided a complete copy of this Form 990 to all members of its governing body before filing the	11a		No
b	Descr	ibe in Schedule O the process, if any, used by the organization to review this Form 990			
12a	Did th	ne organization have a written conflict of interest policy? <i>If "No," go to line 13</i>	12a	Yes	
b	Were confli	officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to	12b	Yes	
С		ne organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in dule O how this was done	12c	Yes	
13	Did th	ne organization have a written whistleblower policy?	13	Yes	
14	Did th	ne organization have a written document retention and destruction policy?	14	Yes	
15		ne process for determining compensation of the following persons include a review and approval by independent ns, comparability data, and contemporaneous substantiation of the deliberation and decision?			
а	The o	rganization's CEO, Executive Director, or top management official	15a		No
b			134		No
	Other	officers or key employees of the organization	15b		140
		officers or key employees of the organization			
16a	If "Ye Dıd th	· · · ·			No
	If "Ye Did th taxab If "Ye in joir	s" to line 15a or 15b, describe the process in Schedule O (see instructions) le organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a le entity during the year?	15b		
	If "Ye Did th taxab If "Ye in joir	s" to line 15a or 15b, describe the process in Schedule O (see instructions) le organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a le entity during the year?	15b		
b	If "Ye Did th taxab If "Ye in joir status	s" to line 15a or 15b, describe the process in Schedule O (see instructions) le organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a le entity during the year?	15b 16a		
b	If "Ye Did th taxab If "Ye in joir status	s" to line 15a or 15b, describe the process in Schedule O (see instructions) he organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a le entity during the year? s," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in the venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt is with respect to such arrangements?	15b 16a		
b Se	If "Ye Did th taxab If "Ye in join status ction List th Sectio	s" to line 15a or 15b, describe the process in Schedule O (see instructions) the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a leentity during the year?	15b 16a		
ь S е 17	If "Ye Did the taxab If "Ye in join status ction List the Section availate C	s" to line 15a or 15b, describe the process in Schedule O (see instructions) he organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a le entity during the year?	15b 16a		
ь S е 17	If "Ye Did th taxab If "Ye In join status ction List th Section availa Description	s" to line 15a or 15b, describe the process in Schedule O (see instructions) is organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a le entity during the year?	15b 16a		

(4) LINDA MCKENNA BOXX

DIRECTOR

TREASURER

(5) DAVE KAHLEY

(6) SUSAN MCCARTHY DIRECTOR

(7) MURIEL NUTTALL

SECRETARY

(9) LAURA ARGENBRIGHT

(8) RON ALDOM

DIRECTOR

DIRECTOR

DIRECTOR

DIRECTOR

DIRECTOR

DIRECTOR

DIRECTOR

(10) LIZ DIESEL DIRECTOR

(11) DEB DRIGGERS

(12) LLADEL LICHTY

(14) JANIS DOFNER

(15) ASHLI MAZER

DIRECTOR

(16) LIZ MCCARTY DIRECTOR

(17) LYNDA WAGGONER

(13) ROXANNE MCCARTHY

Part VII

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Form 990 (2016)

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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, or 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

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compensated employees, and former such persor	115				
Check this box if neither the organization no	r any related o	rganization compensated any c	urrent officer, dire	ctor, or trustee	
(A) Name and Title	(B) Average hours per week (list	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)	(D) Reportable compensation from the	(E) Reportable compensation from related	a
	any hours for related	o = O > o I n	organization (W- 2/1099-	organizations (W- 2/1099-	0

Check this box if heither the organization no	r any related or	gamzauc	on com	pens	ateu any	current officer, aire	ctor, or trustee	
(A)	(B)		((:)		(D)	(E)	(F)
Name and Title	Average hours per week (list any hours for related organizations below dotted line)	thar perso	n (do no n one b	tor/tr	officer		Reportable compensation from related organizations (W- 2/1099- MISC)	Estimated amount of ol compensati from the organization related organizatio
		นรษะ	Trus	D.	uedt			

	week (list any hours for related organizations below dotted line)	pers	on is	both	n an or/tr	office Highest compensated	from the organization (W- 2/1099- MISC)	from related organizations (W- 2/1099- MISC)	compensation from the organization and related organizations
(1) ANDREA CUDA	1 00	×					0	0	0
DIRECTOR (2) ERIC MAUCK	2 50								
(2) ENG PINOCK		v		l v				0	۸ ا

		trustee r	nal Trustee)yee	ompensated			
(1) ANDREA CUDA DIRECTOR	1 00	x					0	0	0
(2) ERIC MAUCK VICE CHAIR	2 50	x		x			0	0	0
(3) MICHAEL LANGER CHAIR	2 50	х		х			0	0	0

Χ

Х

DIRECTOR (19) DAVID M DIRECTOR (20) VICKY S DIRECTOR (21) ROY YOU

3

4

5

1

SIMPLEVIEW INC

7458 N LA CHOLLA BLVD TUCSON, AZ 85741

individual

Section B. Independent Contractors

compensation from the organization ▶ 1

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued) (A) (B) (C) (D)

Page 8

12,578

12,569

Yes

3

4

5

Description of services

WEBSITE/SOFTWAR

No

No

Νo

Nο

146,750

(C)

Compensation

Form 990 (2016)

Name and Title	Average hours per week (list any hours for related	Position (do not check more than one box, unless person is both an officer and a director/trustee)						Reportable compensation from the organization (W-	Reportable compensation from related organizations (W- 2/1099-	Estimated amount of other compensation from the organization and	
	organizations below dotted line)	Individual trustee or director	Institutional Trustee	Officer	key employee	Highest compensated employee	Former	2/1099-MISC) (W- 2/1099 MISC)		related organizations	
(18) TOM GUIHER	0 40	, ,				·			0	0	

		X			0	C
MARTIN	0 40	X			0	C
SHEETZ	0 40	X			0	C
DUNG	0 40	X			0	C

DIRECTOR	•••	^			0	0	
(22) RENEE SEIFERT	40 00		Х		80,540	0	
CEO AND PRES			,,		33,213	ŭ	
(23) NADINE YANARELLA	40 00		Х		51,600	0	
CFO AND VICE			ζ		31,000	9	

	l		ΙX			 1	1,600	OI .
AND VICE		••••	,,			,	21,000	
Sub-Total				•	$\overline{}$			
Total from continuation sheets to Part	VII, Section A			•	• [

b Sub-Total			•	•			
c Total from continuation sheets to Part	VII, Section A		•	•			
d Total (add lines 1b and 1c)		 	•	•	132,140		

Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on

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

Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for

from the organization Report compensation for the calendar year ending with or within the organization's tax year

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of

services rendered to the organization? If "Yes," complete Schedule J for such person . . .

(A) Name and business address

1b	Sub-Total	•			
С	Total from continuation sheets to Part VII, Section A	▶			
d	Total (add lines 1b and 1c)	•	132,140		25,147
2	Total number of individuals (including but not limited to those listed above of reportable compensation from the organization ▶	ve) wh	o received more than	\$100,000	

Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation

c T	otal from continuation sheets to Part VII, Section A	•			
d٦	otal (add lines 1b and 1c)	- ▶	132,140		25,147
2	Total number of individuals (including but not limited to those listed above of reportable compensation from the organization ▶	e) wh	no received more than	\$100,000	

1b Sub-Total			•			
c Total from continuation sheets to Part	VII, Section A		>			_
d Total (add lines 1b and 1c)			>	Г	132,140	25,147
			-			

Part	VП												
		Check If Schedul	le O contains	a respo	onse or r	note to any	((A)		(B)		(C)	<u> </u>
							Total	revenue	f	elated or exempt unction	bu	related siness venue	Revenue excluded from tax under sections
	1 a	Federated campaig	ns	1a						evenue			512-514
ant	ŀ	Membership dues		1 b		78,720							
Gr.	(Fundraising events		1c									
ifts. ar∠		d Related organizatio		1d									
°, E		Government grants (co		1e		28,146							
ion I Si	f	All other contributions and similar amounts n	, gifts, grants, ot included	1f									
Contributions, Gifts, Grants and Other Similar Amounts	g	above Noncash contribution in lines 1a-1f \$	ons included										
Cor	h	Total.Add lines 1a-1	lf	<u> </u>		>		106,866					
ıle I						Business	Code						
Neγ.		ROOM TAX REVENUE					561000		319,785	2,319	,785		
ı Ç		PARTNER ADS AND PRO	OGRAMS				541800 541800		135,475 114,942			135,4 114,9	
rvic	_	MISCELLANEOUS	CINANIS				541800		10,053	10	0,053		
n Se	e												
Program Service Revenue	f	All other program se	rvice revenue										
Pro	g.	Total.Add lines 2a-2i	f		>	2,5	80,255						
		investment income (i		ends, ı	nterest,	and other		4,10					4,109
		imilar amounts) . Income from investm		· mpt b	and proc	• eeds ►	:	4,10					+,103
				-		. •	†						
			(ı) Rea	l	(11)	Personal							
	6a	Gross rents											
	b	Less rental expenses											
	c	Rental income or (loss)											
	d	Net rental income o	r (loss)			· •	4						
			(ı) Securit	ies	(II)	Other							
	7a	Gross amount from sales of assets other than inventory											
	b	Less cost or other basis and sales expenses											
		Gain or (loss)											
		Net gain or (loss) . Gross income from f				>							
Other Revenue	- Cu	(not including \$	ed on line 1c)	of									
3ev.	b	Less direct expense		b									
er f		Net income or (loss)		sing ev	ents .								
Oth	9a	Gross income from g See Part IV, line 19											
	b	Less direct expense	s	a b									
		Net income or (loss)		actıvıt	ies .	. •	-						
	10a	Gross sales of invent returns and allowand		a									
	b	Less cost of goods s	sold	b									
	С	Net income or (loss)		invent									
	11	Miscellaneous a	Revenue		Busir	ess Code							
	b												
	c												
	d	All other revenue .											
	е	Total. Add lines 11a	-11d			>							-
	12	Total revenue. See	Instructions			. •		2,691,23	10	2,329,838	3	250,417	4,109
							-	,,	-	,,-	•	.,	Form 990 (2016)

Pailty	Statement of F	unctional expens	5				
Section 501(c)(3) and 501(c)(4)	organizations must co	omplete all columns	All other or	ganizations must com	plete column (A)	j

ection 501(c)(3) and 501(c)(4) organizations must complete all co	_		piete column (A)	
Check if Schedule O contains a response or note to any			(C)	<u> ⊔</u>
o not include amounts reported on lines 6b, b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	Program service expenses	Management and general expenses	(D) Fundraisingexpense
Grants and other assistance to domestic organizations and domestic governments See Part IV, line 21	828,132			
2 Grants and other assistance to domestic individuals See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals See Part IV, line 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	139,096			
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	466,651			
8 Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions)	11,908			
9 Other employee benefits	82,515			
0 Payroll taxes	52,662			
1 Fees for services (non-employees)				
a Management	42,000			
b Legal				
c Accounting	7,484			
d Lobbying				
e Professional fundraising services See Part IV, line 17				
f Investment management fees				
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	37,142			
2 Advertising and promotion	604,188			
3 Office expenses	206,942			
4 Information technology	38,829			
5 Royalties				
6 Occupancy	44,168			
7 Travel	35,932			
8 Payments of travel or entertainment expenses for any federal, state, or local public officials .				
9 Conferences, conventions, and meetings	23,044			
0 Interest				
1 Payments to affiliates				
2 Depreciation, depletion, and amortization	58,610			
3 Insurance	7,010			
4 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)				
a PROMO CONSULTANT/RESEARCH	138,296			
b GRANT EXPENSES	28,146			
c FEES	5,372			
d PROFESSIONAL DEVELOPMENT	2,090			
e All other expenses	620			
5 Total functional expenses. Add lines 1 through 24e	2,860,837	0	C	
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)				

	(A) Beginning of year		(B) End of year
1 Cash-non-interest-bearing	863,246	1	1,114,877
2 Savings and temporary cash investments	1,188,709	2	1,231,535
3 Pledges and grants receivable, net		3	
4 Accounts receivable, net	475,878	4	590,839

Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part 5 II of Schedule L 6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) 6 voluntary employees' beneficiary organizations (see instructions) Complete

Part II of Schedule L Notes and loans receivable, net Inventories for sale or use . 8

Assets 50.443 Prepaid expenses and deferred charges . 9 59,946 10a Land, buildings, and equipment cost or other 161,326 10a basis Complete Part VI of Schedule D 154,238 16.186 7,088 b Less accumulated depreciation 10b 10c

11 Investments—publicly traded securities . 11 12 12 Investments—other securities See Part IV, line 11 . 13 13 Investments—program-related See Part IV, line 11 14 62.016 14 12.503 Intangible assets 15 15 Other assets See Part IV, line 11 Total accete Add lines 1 through 15 (must equal lin 2 046 700

16	Total assets.Add lines 1 through 15 (must equal line 34)	2,656,478	16	3,016,788
17	Accounts payable and accrued expenses	75,286	17	193,849
18	Grants payable	173,738	18	207,080
19	Deferred revenue	850,845	19	1,199,278
20	Tax-exempt bond liabilities		20	
21	Escrow or custodial account liability Complete Part IV of Schedule D		21	
22	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		22	
	17 18 19 20 21	17 Accounts payable and accrued expenses	17 Accounts payable and accrued expenses	17 Accounts payable and accrued expenses 75,286 17 18 Grants payable 173,738 18 19 Deferred revenue 850,845 19 20 Tax-exempt bond liabilities 20 21 Escrow or custodial account liability Complete Part IV of Schedule D 21

23 Secured mortgages and notes payable to unrelated third parties 23 24 24 Unsecured notes and loans payable to unrelated third parties .

85.982

1,185,851

1,470,627

1,470,627

2.656.478

25

26

27

28

29

30

31

32

33

34

115.561

1,715,768

1,301,020

1,301,020

3.016.788

Form **990** (2016)

Other liabilities (including federal income tax, payables to related third parties,

Organizations that follow SFAS 117 (ASC 958), check here 🕨 🗹 and

and other liabilities not included on lines 17-24)

complete lines 27 through 29, and lines 33 and 34.

Organizations that do not follow SFAS 117 (ASC 958),

check here

and complete lines 30 through 34.

Capital stock or trust principal, or current funds

Paid-in or capital surplus, or land, building or equipment fund . . .

Retained earnings, endowment, accumulated income, or other funds

Total liabilities. Add lines 17 through 25 .

Complete Part X of Schedule D

Temporarily restricted net assets

Permanently restricted net assets

Total net assets or fund balances

Total liabilities and net assets/fund balances

Unrestricted net assets

25

26

27

28

29

30

31

32

33

34

Fund Balances

Assets or

Net

Form	990 (2016)				Page 12
Par	t XI Reconcilliation of Net Assets				
	Check if Schedule O contains a response or note to any line in this Part XI			<u> </u>	
_	T. I. (1) I. (1) I. (2)			_	
1	Total revenue (must equal Part VIII, column (A), line 12)	1			,691,230
2	Total expenses (must equal Part IX, column (A), line 25)	2			,860,837
3	Revenue less expenses Subtract line 2 from line 1	3			169,607
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4		1,	,470,627
5	Net unrealized gains (losses) on investments	5			
6	Donated services and use of facilities	6			
7	Investment expenses	7			
8	Prior period adjustments	8			
9	Other changes in net assets or fund balances (explain in Schedule O)	9			
	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10		1,	,301,020
Par	t XII Financial Statements and Reporting				
	Check if Schedule O contains a response or note to any line in this Part XII		<u> </u>		Ц_
				Yes	No
1	Accounting method used to prepare the Form 990				
	If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O				
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?		2a		No
	If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed separate basis, consolidated basis, or both	on a			
	☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis				
b	Were the organization's financial statements audited by an independent accountant?		2b	Yes	
	If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate consolidated basis, or both	basıs,			
	✓ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis				
C	If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant?		2c	Yes	
	If the organization changed either its oversight process or selection process during the tax year, explain in Sche	dule O			
3а	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Sir Audit Act and OMB Circular A-133?	ngle	3a		No

b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits

3b

Form **990** (2016)

Additional Data

Form 990 (2016)

Software ID:

Software Version:

EIN: 25-1093334

Name: LAUREL HIGHLANDS

SCHEDULE D

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.

DLN: 93493110007067 OMB No 1545-0047

> Open to Public Inspection

(Form 990)

1

2

3

5

2

3

5

6

2

► Attach to Form 990. Department of the Treasury Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990. Internal Revenue Service **Employer identification number** Name of the organization LAUREL HIGHLANDS 25-1093334 Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. Complete if the organization answered "Yes" on Form 990, Part IV, line 6. (a) Donor advised funds (b)Funds and other accounts Total number at end of year Aggregate value of contributions to (during Aggregate value of grants from (during year) Aggregate value at end of year Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? ☐ No Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7. Purpose(s) of conservation easements held by the organization (check all that apply) Preservation of land for public use (e.g., recreation or education) Preservation of an historically important land area Protection of natural habitat Preservation of a certified historic structure ☐ Preservation of open space Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year Held at the End of the Year Total number of conservation easements 2a Total acreage restricted by conservation easements 2b Number of conservation easements on a certified historic structure included in (a) 20 C Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year 🕨 Number of states where property subject to conservation easement is located ▶ Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(II)? □ No In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets. Complete if the organization answered "Yes" on Form 990, Part IV, line 8. If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items

Revenue included on Form 990, Part VIII, line 1

following amounts relating to these items (i) Revenue included on Form 990, Part VIII, line 1

(ii) Assets included in Form 990, Part X

Assets included in Form 990, Part X

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

Cat No 52283D Schedule D (Form 990) 2016

Par	t III	Organizations M	aintaining Col	lections of	Art, Histo	rical T	reas	ures, oi	Other	Similar A	ssets (d	continued)	
3		the organization's acq (check all that apply)	quisition, accession	n, and other	records, chec	k any of	f the fo	ollowing t	hat are a	sıgnıfıcant	use of its	collection	
a		Public exhibition			d		Loar	or excha	ange prog	ırams			
b		Scholarly research			е		Othe	er					
С		Preservation for future	e generations										
4	Provid Part X	de a description of the (III	organization's col	lections and	explain how t	hey furt	her th	e organız	ation's ex	kempt purp	ose in		
5		g the year, did the org s to be sold to raise fui								ular	☐ Ye	s 🗆 r	No
Pa	rt IV	Escrow and Cust Complete if the or X, line 21.			on Form 99	90, Par	t IV, I	ıne 9, oı	r reporte	ed an amo	unt on F	orm 990,	Part
1a		e organization an agent led on Form 990, Part		an or other Ir	ntermediary f	or contr	butior	ns or othe	er assets	not	☐ Ye	s 🗆 r	No
ь	If "Ye	es," explain the arrange	ement in Part XIII	and complet	e the follows	na table					Amount		_
c		ning balance	emene iii i die XIII	and complet	ic the followin	ig table			1c	<u> </u>			_
d	_	ions during the year							1d				_
е		butions during the yea	r						1e				
f		g balance							1f				_
2 a		ne organization include	an amount on Fo	rm 990. Part	X. line 21. fo	or escro	w or ci	ı ustodial a	ccount lia	ability?			_
b		s," explain the arrange		·						•	∐ Y e		No
Pa	Part V Endowment Funds. Complete if the organization answered "Yes" on Form 990, Part IV, line 10.												
				(a)Current	year (b) Prior ye	ar	(c)Two y	ears back	(d)Three ye	ears back	(e)Four yea	ars back
1a	Beginn	ing of year balance .											
b	Contrib	outions											
С	Net inv	estment earnings, gaii	ns, and losses										
d	Grants	or scholarships	•										
е		expenditures for faciliti ograms	es										
f	Admini	strative expenses .											
g	End of	year balance											
2	Provid	de the estimated perce	entage of the curre	ent year end	balance (line	1g, colu	ımn (a	a)) held a	s				
а	Board	l designated or quasi-e	endowment 🟲										
b	Perma	anent endowment 🟲											
С	Temp	orarily restricted endo	wment >										
	The p	ercentages on lines 2a	, 2b, and 2c shou	ld equal 100	%								
3а		nere endowment funds lization by	not in the posses	ssion of the o	rganızatıon tl	nat are h	neld ar	nd admini	stered fo	r the		Yes	No
	(i) ur	related organizations										n(i)	
b		elated organizations . s" on 3a(ii), are the re				 hedule l	۲۶	·. ·.			<u> </u>	(ii) Bb	
4		ibe in Part XIII the into	ended uses of the	organization	's endowmer	t funds							
Pa	rt VI	Land, Buildings,			on Farre 00	O De	T\ / '	no 11-	Coc [-	~ 000 ~	المال المسا	. 10	
	Descri	Complete if the or ption of property	(a) Cost or oth	ner basis	(b)Cost or oth					epreciation		d) Book valu	ie
1a	Land												
b	Building	gs											
c	Leaseh	old improvements											
d	Equipm	nent				1	.37,846	5		130,758			7,088
е	Other						23,480	1		23,480			
Tota	L Add	lines 1a through 1e (C	olumn (d) must e	gual Form 99	O Part X co	lumn (B) line	10(c))		-	<u> </u>		7 088

Part VII Investments—Other Securities. Complete if the org	ganization ansv	wered 'Yes' on Form 99	Page 3 0, Part IV, line 11b.
See Form 990, Part X, line 12. (a) Description of security or category	(b)Book		od of valuation
(including name of security)	value	Cost or end-o	of-year market value
(1)Financial derivatives	: -		
(A)			
(B)			
(C)			
(D)			
(E)			
(F)			
(G)			
(H)			
Total. (Column (b) must equal Form 990, Part X, col (B) line 12)	•		
Part VIII Investments—Program Related. Complete if the of See Form 990, Part X, line 13.	rganization an	swered 'Yes' on Form 9	990, Part IV, line 11c.
(a) Description of investment	(b) Book value		od of valuation of-year market value
(1)		33331 3114	your manner value
(2)			
(3)			
(4)			
(5)			
(6)			
(7)			
(8)			
(9)			
Total. (Column (b) must equal Form 990, Part X, col (B) line 13)			
Part IX Other Assets. Complete if the organization answered 'Yes' (a) Description	on Form 990, Pa	art IV, line 11d See Form	990, Part X, line 15 (b) Book value
(1)			(2)
(2)			
(3)			
(4)			
(5)			
(6)			
(7)			
(8)			
(9)			
Total. (Column (b) must equal Form 990, Part X, col (B) line 15)			. •
Part X Other Liabilities. Complete if the organization answers See Form 990, Part X, line 25.	ered 'Yes' on Fo	orm 990, Part IV, line 1	.1e or 11f.
(a) Description of liability (1) Federal income taxes	(b) E	Book value	
(1) Federal medine taxes			
ROOM TAX PAYABLE		115,561	
(2)			
(3)			
(4)			
(5)			
(6)			
(7)			
(8)			
(9)			
Total. (Column (b) must equal Form 990, Part X, col (B) line 25)	•	115,561	
2. Liability for uncertain tax positions. In Part XIII, provide the text of the organization's liability for uncertain tax positions under FIN 48 (ASC 740).			

Part XI

2

b

Part XII

5

1

2

b

d

3

4

а

b

c

Part XIII

5

Schedule D (Form 990) 2016

3

4c

2e

3

4c

5

6

Page 4

2,691,224

2,691,230

2,860,831

2.860.831

2,860,837

Schedule D (Form 990) 2015

Total revenue, gains, and other support per audited financial statements				1	2,691,224
Amounts included on line 1 but not on Form 990, Part VIII, line 12					
Net unrealized gains (losses) on investments	2a				l

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

Net un Donated services and use of facilities 2b b 2c Recoveries of prior year grants

c Other (Describe in Part XIII) . 2d d 2e

Add lines 2a through 2d е

Subtract line 2e from line 1 .

3 4

Amounts included on Form 990, Part VIII, line 12, but not on line 1

Total expenses and losses per audited financial statements .

Donated services and use of facilities .

Other (Describe in Part XIII)

Supplemental Information

Prior year adjustments . .

Other (Describe in Part XIII) . Add lines 2a through 2d .

Subtract line 2e from line 1 .

Add lines 4a and 4b .

Return Reference

See Additional Data Table

Other losses .

Amounts included on line 1 but not on Form 990, Part IX, line 25

Amounts included on Form 990, Part IX, line 25, but not on line 1: Investment expenses not included on Form 990, Part VIII, line 7b

Investment expenses not included on Form 990, Part VIII, line 7b.

Other (Describe in Part XIII) Add lines 4a and 4b . . .

Total expenses Add lines 3 and 4c. (This must equal Form 990, Part I, line 18)

Provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b,

Total revenue Add lines 3 and 4c. (This must equal Form 990, Part I, line 12)

Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b Also complete this part to provide any additional information

4b Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

2a

2b 2c

2d

4b

Explanation

4a

Page 5		Schedule D (Form 990) 2015		
	tal Information <i>(continued)</i>	Part XIII Supplemental Info		
xplanation		Return Reference		

Schedule D (Form 990) 2016

Additional Data

Software Version:

Software ID:

EIN: 25-1093334 Name: LAUREL HIGHLANDS

Explanation

Supplemental Information

LINE 4B

Return Reference

SCHEDULE D, PAGE 4, PART XI,

ROUNDING 6

upplemental Information							
Return Reference	Explanation						
SCHEDULE D, PAGE 4, PART XII, LINE 4B	ROUNDING 6						

efile GRAPHIC print - DO NOT PROCESS As Filed Data -DLN: 93493110007067 OMB No 1545-0047 Schedule I **Grants and Other Assistance to Organizations,** (Form 990) Governments and Individuals in the United States Complete if the organization answered "Yes," on Form 990, Part IV, line 21 or 22. Open to Public Attach to Form 990. Department of the Inspection ▶ Information about Schedule I (Form 990) and its instructions is at www.irs.gov/form990. Treasury Internal Revenue Service Name of the organization Employer identification number LAUREL HIGHLANDS 25-1093334 Part I **General Information on Grants and Assistance** Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and ✓ Yes □ No Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000 Part II can be duplicated if additional space is needed (a) Name and address of **(b)** EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (g) Description of (h) Purpose of grant organization if applicable (book, FMV, appraisal, non-cash assistance or assistance grant cash other) or government assistance See Additional Data Table (1)(2)(3)(4)(6)(8)(9)(10)(11)(12)Enter total number of section 501(c)(3) and government organizations listed in the line 1 table 24 Schedule I (Form 990) 2016 For Paperwork Reduction Act Notice, see the Instructions for Form 990. Cat No 50055P

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of non-cash assistance
art IV Supplemental Inform	nation. Provide the inf	ormation required in	n Part I, line 2, Part III	, column (b), and any other add	itional information.

Schedule I (Form 990) 2016

Additional Data

139 W CRAWFORD AVE CONNELLSVILLE, PA 15425 FAYETTE COUNTY HISTORICAL

UNIONTOWN, PA 15401

SOCIETY PO BOX 193

Software ID: Software Version: EIN: 25-1093334 Name: LAUREL HIGHLANDS Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. (a) Name and address of **(b)** EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (g) Description of if applicable organization grant cash (book, FMV, appraisal, non-cash assistance or government assistance other) **FAYETTE COUNTY** 25-1099063 501C3 52,200 MARKETING/CAPITAL AGRICULTURAL IMPROVE 132 PECHIN RD DUNBAR, PA 15431 MARKETING/CAPITAL

15,651

(h) Purpose of grant

or assistance

CAPITAL/OPER

FAYETTE COUNTY CULTURAL 65-1283985 501C3 14,047

501C3

TRUST

25-1418837

(a) Name and address of (b) EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (g) Description of (h) Purpose of grant if applicable (book, FMV, appraisal, organization grant cash non-cash assistance or assistance or government assistance other) FAY-PENN ECONOMIC 25-1649514 501C3 20,438 MARKETING DEVELOPMENT COUNC 1040 FBFRLY WAY SUITE 200

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

CORPORATION 111 COLLINSBURG RD

WEST NEWTON, PA 15089

PO BOX 95

LEMONT FURNACE, PA 15456					
FALLINGWATER WESTERN PA CONSERVANC 1491 MILL RUN RD MILL RUN, PA 15464	25-1053485	501C3	66,500		MARKETING/CAPITAL
REGIONAL TRAIL	25-1660116	501C3	64,038		MARKET/OPER/CAP

if applicable (book, FMV, appraisal, non-cash assistance organization grant cash or assistance or government other) assistance 25-1713208 501C3 31,000 OPER/CAPITAL NATIONAL ROAD HERITAGE CORRIDOR

(e) Amount of non-

(f) Method of valuation

(q) Description of

(h) Purpose of grant

MARKETING/OPER

(d) Amount of cash

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

501C3

(c) IRC section

(a) Name and address of

THE REDSTONE FOUNDATION

65 WEST MAIN ST UNIONTOWN, PA 15401 **(b)** EIN

25-1866930

65 W MAIN ST SUITE 103 UNIONTOWN, PA 15401					
GREATER UNIONTOWN HERITAGE CONSORTI 27 E MAIN ST UNIONTOWN PA 15401	25-1602431	501C3	30,375		MARKETING/OPER

10,254

if applicable (book, FMV, appraisal, organization grant cash non-cash assistance or assistance or government assistance other) TOUCHSTONE CENTER FOR 23-7258132 501C3 10,665 CAPITAL/OPER CRAFTS

(e) Amount of non-

(f) Method of valuation

(g) Description of

(h) Purpose of grant

1049 WHARTON FURNACE RD FARMINGTON, PA 15437					
BROWNSVILLE AREA REVITALIZATION COR 69 MARKET ST PO BOX 97 BROWNSVILLE PA 15417	25-1621208	501C3	6,000		MARKETING/OPER

23-7315349 501C3 20,888 CAPITAL/OPER CONNELLSVILLE AREA HISTORICAL SOCIE

(d) Amount of cash

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

(c) IRC section

(a) Name and address of

299 S PITTSBURGH ST CONNELLSVILLE, PA 15425 **(b)** EIN

(a) Name and address of (b) EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (a) Description of (h) Purpose of grant if applicable organization grant cash (book, FMV, appraisal, non-cash assistance or assistance or government other) assistance 25-1729779 7.000 MARKETING FAMILY FESTIVALS ASSOC INC PO BOX 166 IRWIN, PA 15642 25-1090680 501C3 25,000 MARKETING

MARKETING

15,000

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

501C3

FORT LIGONIER ASSOC 200 S MARKET ST LIGONIER, PA 15658

FORT LIGONIER DAYS INC

120 F MAIN ST LIGONIER PA 15658

25-1807356

(a) Name and address of **(b)** EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (q) Description of (h) Purpose of grant if applicable (book, FMV, appraisal, non-cash assistance organization grant cash or assistance or government other) assistance 77-0486724 20,000 MARKETING IDLEWILD AND SOAKZONE DO DOV C

LIGONIER, PA 15658				
LATSHAW PRODUCTIONS & MARKETING 21 W OTTERMAN ST SUITE 2	25-1674281	18,000		MARKETING

GREENSBURG, PA 15601 501C3 25,000 MARKETING WESTMORELAND CULTURAL 25-1213228 TRUST

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

21 W OTTERMAN ST GREENSBURG, PA 15601

organization or government if applicable grant cash assistance (book, FMV, appraisal, other) non-cash assistance or assistance or assistance

RAMADA LIGONIER 25-1703541 8,156

MARKETING

(e) Amount of non-

(f) Method of valuation

(q) Description of

(h) Purpose of grant

LIGONIER, PA 15658				
CONCORD SIERRA PALMER HOTEL ASSOC	27-2991097	7,200		MARKETING
115 ARNOLD PALMER DR				

HOTEL ASSOC
115 ARNOLD PALMER DR
LATROBE, PA 15650

WESTMORELAND FAYETTE 25-0998192 501C3 18,222
HISTORICAL SOC

(d) Amount of cash

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

(c) IRC section

(a) Name and address of

109 W OVERTON RD SCOTTDALE, PA 15683 **(b)** EIN

(a) Name and address of (b) EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (g) Description of (h) Purpose of grant (book, FMV, appraisal, organization ıf applıcable grant cash non-cash assistance or assistance or government other) assistance 25-1399565 501C3 15.000 MARKETING WESTMORELAND ARTS AND HERITAGE FEST 252 TWIN LAKES RD LATROBE, PA 15650 25-1202956 501C3 30.310 MARKETING

WESTMORELAND CO. HISTORICAL SOCIETY 362 SANDHILL ROAD GREENSBURG, PA 15601 MARKETING

WESTMORELAND MUSEUM OF 25-1014553 501C3 24,000 AMERICAN ART 221 N MAIN ST

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

GREENSBURG, PA 15601

(a) Name and address of (b) EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (g) Description of (h) Purpose of grant organization if applicable grant cash (book, FMV, appraisal, non-cash assistance or assistance or government assistance other) **HOLIDAY INN EXPRESS &** 45-0699023 15,000 MARKETING SUITES DONEGA 3695 STATE ROUTE 31

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

501C6

25-0906692

GREATER LATROBE LAUREL

VALLEY CHAMB 3960 STATE ROUTE 30 LATROBE, PA 15650

PO BOX 287 DONEGAL, PA 15628				
MOUNT PLEASANT GLASS & ETHNIC FEST 1 ETZE AVE MOUNT PLEASANT, PA 15666	25-6000415	7,000		MARKETING

MARKETING

10,000

(a) Name and address of (b) EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (g) Description of (h) Purpose of grant if applicable (book, FMV, appraisal, organization grant cash non-cash assistance or assistance or government assistance other) BULLSKIN TOWNSHIP 23-2904251 501C3 7,866 MARKETING/CAPITAL

CAPITAL/OPER

HISTORICAL SOCIET PO BOX 724 MOUNT PLEASANT, PA 15666					
PENNSYLVANIA ENVIRONMENTAL COUNCIL 2124 PENN AVE	23-7286159	501C3	8,400		CAPITAL

39,900

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

GOV

PITTSBURGH, PA 15222

FAYETTE COUNTY REDEVELOPMENT AUTH 86 W MAIN STREET UNIONTOWN, PA 15401 25-6008443

(a) Name and address of **(b)** EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (a) Description of (h) Purpose of grant if applicable (book, FMV, appraisal, organization grant cash non-cash assistance or assistance or government other) assistance 16-8347127 6,421 MARKETING INN AT WATSON'S CHOICE 234 BALSINGER ROAD

UNIONTOWN, PA 15401				
NEUBAUER'S FLOWERS & MARKET HOUSE 3 SOUTH GALLATIN AVE UNIONTOWN, PA 15401	25-1251960	12,398		MARKETING

25-1654884 30,000 MARKETING OHIOPYLE TRADING POST & RIVER TOURS 4 NEGLEY STREET

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

OHIOPYLE, PA 15470

(a) Name and address of **(b)** EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (g) Description of (h) Purpose of grant if applicable (book, FMV, appraisal, organization grant cash non-cash assistance or assistance or government other) assistance 25-1326570 7.083 TOURISM EDUCATION VFW POST 265 PO BOX 206 FARMINGTON, PA 15437 23-2712209 5,261 MARKETING

CADDIE SHAK 132 CADDIE SHAK ROAD DONEGAL, PA 15628

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

MT PLEASANT, PA 15666

HOT SHOTS INDOOR SPORTS 81-0615940 17,500 MARKETING ARENA 482 BESSEMER ROAD

(a) Name and address of **(b)** EIN (c) IRC section (d) Amount of cash (e) Amount of non-(f) Method of valuation (q) Description of (h) Purpose of grant if applicable (book, FMV, appraisal, non-cash assistance organization grant cash or assistance or government other) assistance 501C3 8,625 MARKETING INDIAN CREEK CHRISTIAN 25-1408961 FAMILY & CHI 1076 KINGS WAY

MARKETING

DONEGAL, PA 15628					
LIGONIER VALLEY CHAMBER OF COMMERCE 120 EAST MAIN STREET LIGONIER, PA 15658	25-0922595	501C6	15,000		MARKETING

12,800

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

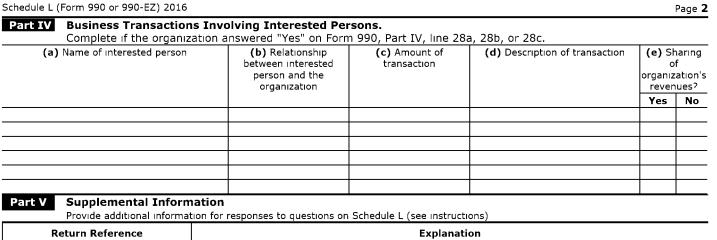
501C3

25-1815277

STAGE RIGHT

105 WEST FOURTH STREET GREENSBURG, PA 15601

efile GRAPHIC	print - DO	NOT PROCES	S As F	iled Data -					DL	N: 93	4931	1000	07067
Schedule L (Form 990 or 990-	·EZ)	Tran	ansactions with Interested Persons ► Complete if the organization answered OMB No 1545-0047					-0047					
		"Yes" on Fo	rm 990, P	art IV, lines 2! 990-EZ, Part	5a, 25b, 2 <mark>6</mark> , 2	27, 28a, 28b,	or 28	вс,			2016		
			► Atta	ch to Form 990	or Form 99	0-EZ.					4 U	/	U
Department of the Trea-	surv	Information ab	out Sched	ule L (Form 99 www.irs.gov) and its insti	ructio	ns is	at	C)pen		
Internal Revenue Service Name of the orga							Fr	mnlo	yer ide	ntifica	Insp		
LAUREL HIGHLANDS								•	3334				
		ransactions (nization answere								ne 40h			
		ualified person			p between disqualified person and				escript		(d) Corı	rected?
		·			organization			tr	ansactı	on	Y	es	No
Com	plete of the or orted an amou (b) Relations	nt on Form 990, hip (c) Purpose	ered "Yes" o Part X, line (d) Loan	n Form 990-EZ, 5, 6, or 22	(e)Original principal amount	8a, or Form 99 (f) Balance due	(g)	, Part IV, line 26, or (g) In (h) default? Approved board or committee		h) ved by rd or	(i)Written by agreement?		
			То	From			Yes	No	Yes	No	Yes		No
										_			
Total					\$								
		tance Benefit organization an				line 27							
(a) Name of Intere		(b) Relationship interested person	p between	(c) Amount		(d) Type	of assi	stand	e	(e) Pui	rpose c	f assi	stance
organization (1) RAMADA LIGONIER ANDREA CUDA CO-OWNER/DIRECTO			8,156 GRA		GRANT MAI			ARKET:	RKETING				
									_				
or Panerwork Redi	uction Act Note	re see the Instru	ctions for Fo	rm 990 or 990-F	-7 Ca	t No 500564		C.	احليناهما	(Earm	000 0		E71 2016



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SCHEDULE O (Form 990 or 990- EZ)	Complete to pro Form 990	n to Form 990 or 9 responses to specific questi e any additional informatio 990 or 990-EZ. 90 or 990-EZ) and its instrutorm990.	ons on n.	2016 Open to Public Inspection	
Internal Revenue Service Name of the organizat LAUREL HIGHLANDS				Employer ident 25-1093334	tification number
990 Schedule O,	Supplemental Informatio	on	Explanation		
FORM 990 - ORGANIZATION'S MISSION	TO PROMOTE TOURISM, TO DUSTRIES LOCATED IN THE D COUNTIES, THEREBY CO	LAUREL HIGHLANDS,	T, AND THE INTEREST OF T COMPRISING OF FAYETTE	, SOMERSET, AN	ND WESTMORELAN

Return Explanation
Reference

990 Schedule O, Supplemental Information

FORM 990,	ELECTION OF BOARD MEMBERS IS NOT OPEN TO OUTSIDE PARTNERS BUT THE BY-LAWS PERMIT THE COMMI
PAGE 6,	SSIONERS OF THE 3 LAUREL HIGHLANDS COUNTIES TO APPOINT 1 BOARD MEMBER EACH
PART VI,	
LINE 7A	

Return Explanation
Reference

990 Schedule O, Supplemental Information

LINE 11B

FORM 990, THE EXECUTIVE COMMITTEE REVIEWS COPIES OF THE FORM 990 PRIOR TO FILING THE REMAINING BOARD PART VI.

Return Explanation
Reference

990 Schedule O, Supplemental Information

ľ	FORM 990,	EACH DIRECTOR AND EMPLOYEE IS REQUIRED TO ANNUALLY SUBMIT A CONFLICT OF INTEREST DISCLOSUR
	PAGE 6,	E STATEMENT, WHICH IS REVIEWED BY EXECUTIVE MANAGEMENT. IF ANY INFORMATION THAT HAS BEEN D
	PART VI,	ISCLOSED WARRANTS ENFORCEMENT/COMPLIANCE, THE PRESIDENT AND CEO WILL BRING THE MATTER TO T
	LINE 12C	HE ATTENTION OF THE EXECUTIVE COMMITTEE OF THE BOARD OF DIRECTORS FOR FURTHER ACTION

Return Explanation Reference DOCUMENTS ARE MADE AVAILABLE TO THE PUBLIC UPON REQUEST

FORM 990. PAGE 6, PART VI.

990 Schedule O, Supplemental Information

LINE 19

990 Schedule O, Supplemental Information Return Explanation Reference FORM 990. ROUNDING -6 ROUNDING 6 PART XI,

LINE 9