efile GRAPHIC print - DO NOT PROCESS As Filed Data -

Department of the Treasury

DLN: 93493310016978

OMB No 1545-0047

Return of Organization Exempt From Income Tax

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

▶ 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

| | | | alendar year, or tax year begir C Name of organization | ning 01-01-2017 , and ending 12- | -31-2017 | 25. | D Employer identification number | | | | | |
|-----------------------------|--------|---------------------------------------|------------------------------------------------------------------------------|-----------------------------------------------------------------------|-----------------------|--------------------------------|----------------------------------|------------------------|--|--|--|--|
| | | pplicable change | FLORIDA AŠSOCIATION OF REALTO | RS | | | | ication number | | | | |
| □ Na | | - | INC | | | 59-024 ——— | 5475 | | | | | |
| ☐ Ini | | turn n/terminated | Doing business as FLORIDA REALTORS | | | | | | | | | |
| | | d return on pending | Number and street (or P O box if m PO BOX 725025 | · · | ne number 587-1435 | | | | | | | |
| | | | City or town, state or province, coul ORLANDO, FL 328725025 | ntry, and ZIP or foreign postal code | | G Gross re | eceipts \$ 3 | 7 106 202 | | | | |
| | | | F Name and address of principa | l officer | H(a) | Is this a group re | • | 7,100,333 | | | | |
| | | | DAVID GARRISON | | | subordinates? | ecurii ior | □Yes ☑No | | | | |
| | | | PO BOX 725025 ORLANDO, FL 328725025 | | Н(b) | Are all subordina | tes | ☐ Yes ☐No | | | | |
| I Ta: | x-exer | mpt status | ☐ 501(c)(3) | (insert no) 4947(a)(1) or 527 | - 1 | included? If "No," attach a | list (see | | | | | |
| J W | ebsit | te:► WW | /W FLORIDAREALTORS ORG | (maere no) | | Group exemption | • | • | | | | |
| K Forr | n of o | rganızatıon | ✓ Corporation ☐ Trust ☐ Asso | ciation Other | L Year o | f formation 1970 | M State | of legal domicile FL | | | | |
| Pa | rt I | Sumi | mary | | | | | | | | | |
| | | | cribe the organization's mission o | | | | | | | | | |
| ce | | SUPPORTI | NG THE REAL ESTATE INDUSTRY | IN FLORIDA | | | | | | | | |
| ie. | - | | | | | | | | | | | |
| /em | - | | | | _ | | | | | | | |
| Governance | | | | continued its operations or disposed of ig body (Part VI, line 1a) | | | assets 3 | 639 | | | | |
| | l | | • | the governing body (Part VI, line 1b) | | | 4 | 639 | | | | |
| <u> </u> | l | | • | , , , , , | | | 5 | 156 | | | | |
| Activities & | l | | Total number of individuals employed in calendar year 2017 (Part V, line 2a) | | | | | | | | | |
| Act | l | Total unre | 7a | 4,187,233 | | | | | | | | |
| | l | | | n Form 990-T, line 34 | | | 7b | -1,243,706 | | | | |
| | | | | | | Prior Year | | Current Year | | | | |
| a. | 8 | Contribut | ions and grants (Part VIII, line 1h |) | | | | 0 | | | | |
| Rəvenue | 9 | Program : | service revenue (Part VIII, line 2g |) | | 25,966, | 490 | 31,182,293 | | | | |
| λċ. | 10 | Investme | nt income (Part VIII, column (A), | lines 3, 4, and 7d) | | -19, | 258 | 934,279 | | | | |
| | 11 | Other rev | enue (Part VIII, column (A), lines | 5, 6d, 8c, 9c, 10c, and 11e) | | 570, | 599 | 1,162,119 | | | | |
| | 12 | Total reve | enue—add lines 8 through 11 (mu | st equal Part VIII, column (A), line 12) | | 26,517, | 831 | 33,278,691 | | | | |
| | 13 | Grants ar | 705 | 213,032 | | | | | | | | |
| | 14 | Benefits p | paid to or for members (Part IX, c | olumn (A), line 4) | | | | 0 | | | | |
| & | 15 | Salaries, | other compensation, employee be | nefits (Part IX, column (A), lines 5–10 |) | 10,189, | 411 | 1 10,945,789 | | | | |
| ens | 16a | Professio | nal fundraising fees (Part IX, colu | mn (A), line 11e) | | | | 0 | | | | |
| Expenses | l | | aising expenses (Part IX, column (D), l | · ——— | | | | | | | | |
| ш | l | | penses (Part IX, column (A), lines | 11,506, | -+ | 13,127,472 | | | | | | |
| | l | | enses Add lines 13-17 (must equ | | | 21,871, | | 24,286,293 | | | | |
| , <i>u</i> s | 19 | Revenue | less expenses Subtract line 18 fr | om line 12 | D | 4,645, | | 8,992,398 | | | | |
| Net Assets or Fund Balances | | | | | Begi | nning of Current \ | rear | End of Year | | | | |
| sset aaa | 20 | Total asse | ets (Part X, line 16) | | | 36,146, | 475 | 49,193,273 | | | | |
| A A | 21 | Total liab | ılıtıes (Part X, line 26) | | | 8,986, | 441 | 11,223,690 | | | | |
| žΞ | 22 | Net asset | s or fund balances Subtract line | 21 from line 20 | | 27,160, | 034 | 37,969,583 | | | | |
| Pai | t II | Signa | ature Block | | | | · | | | | | |
| | | | | ined this return, including accompanying | | | | | | | | |
| any k | | | i, it is true, correct, and complete | Declaration of preparer (other than o | ilicer) is ba | ised on all miorit | iation of v | which preparer has | | | | |
| | | 1k | | | | | | | | | | |
| | | Signati | re of officer | | | 2018-11-05 Date | | | | | | |
| Sign Here | | \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ | | | | | | | | | | |
| | • | | GARRISON VP OF FINANCE r print name and title | | | | | | | | | |
| | | 17 | rint/Type preparer's name | Preparer's signature | Date | | PTIN | | | | | |
| Paid | 4 | | RISTEN A UNDERWOOD CPA | KRISTEN A UNDERWOOD CPA | 2018-11-0 | 5 Check L If self-employed | P0135483 | 1 | | | | |
| Pre | | er F | ırm's name 🕨 BERMAN HOPKINS WR | IGHT LAHAM CPAS & ASSOC | | Firm's EIN ► 59 | -1152714 | | | | | |
| Use | | 1 | ırm's address ▶ 8035 SPYGLASS HILL I | RD . | | Phone no (321) | 757-2020 | | | | | |
| | | | MELBOURNE, FL 3294 | 0 | | | | | | | | |
| May t | he IR | S discuss | this return with the preparer show | vn above? (see instructions) | | | . 🗹 v | res 🗆 No | | | | |
| | | | duction Act Notice, see the ser | | Cat | No 11282Y | | Form 990 (2017) | | | | |

| Form | 990 (2017) | | | | | | Page 2 |
|------|-------------------------|---------------------------------------------------|-------------------------------------|-----------------------------|--------------------------------------------------------------------------|--------------|-----------------------------------------------|
| Par | t IIII Statement | of Program Servi | ce Accomplis | hments | | | |
| | Check if Sched | lule O contains a resp | onse or note to | any line in this Part III . | | | <u>. </u> |
| 1 | Briefly describe the or | rganızatıon's mıssıon | | | | | |
| SUPF | PORTING THE REAL EST | ATE INDUSTRY IN FLO | ORIDA | | | | |
| | | | | | | | |
| | Did the organization | undortalio any cionifio | | week during the year which | sh ware not listed on | | |
| 2 | the prior Form 990 or | | | vices during the year whic | ch were not listed on | □Yes ☑ | No. |
| | If "Yes," describe the | | | | | □ les ⊡ | 1110 |
| 3 | Did the organization of | | | | | | |
| _ | services? | □Yes | ☑ No | | | | |
| | If "Yes," describe thes | | | | | | |
| 4 | Describe the organiza | ition's program service d 501(c)(4) organizati | e accomplishmer ons are required | to report the amount of | rgest program services, as measu grants and allocations to others, ti | | S |
| 4a | (Code |) (Expenses \$ | 15,128,597 | ıncludıng grants of \$ | 213,032) (Revenue \$ | 31,182,293) | |
| | See Additional Data | | | | | | |
| | - | | | | | | |
| 4b | (Code |) (Expenses \$ | | including grants of \$ |) (Revenue \$ |) | |
| | | | | | | | |
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| | | | | | | | |
| | | | | | | | |
| 4c | (Code |) (Expenses \$ | | including grants of \$ |) (Revenue \$ |) | |
| | | | | | | | |
| | | | | | | | |
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| | | | | | | | |
| 4d | Other program servic | es (Describe in Sched | ule O) | | | | |
| -u | (Expenses \$ | • | luding grants of | \$ |) (Revenue \$ |) | |
| 4e | Total program serv | | 15,128,5 | · | · | • | |

or X as applicable

Page 3

Nο

Nο

Nο

Nο

Nο

Nο

Nο

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No

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Form **990** (2017)

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11f

12a

12b

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14a

14b

15

16

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18

19

Yes

Yes

Yes

Yes

Yes

2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? . . . Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates Yes 3

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?

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? Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts?

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,"

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

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

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?

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, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V 🕏

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?

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)

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

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

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

If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VIII, VIII, IX,

23

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36

Nο

Νo

Nο

| Part IV | Checklist of Required Schedules (continued | 1) |
|---------|--------------------------------------------|----|
| | | |

25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.

instructions for applicable filing thresholds, conditions, and exceptions)

| | | | Yes | No |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|-----|----|
| 20a | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | | No |
| b | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | | |
| 21 | Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II | 21 | Yes | |

b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? . . .

c Did the organization maintain an escrow account other than a refunding escrow at any time during the year

d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? . . .

that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ?

officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV

Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets?

35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?

Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes,"

b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and

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?

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

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

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

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

b If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity

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

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 197 Note.

organization? If "Yes," complete Schedule R, Part V, line 2

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

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

within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2

Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I .

Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M . . .

28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV

22

24a

24b

24c

24d

25a

25b

26

27

28a

28b

28c

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35a

35h

36

37

Yes

Yes

Form 990 (2017)

Yes

| | t V Statements Regarding Other IRS Filings and Tax Compliance | | | Page 5 |
|------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|---------------|----------------|
| Fell | Check if Schedule O contains a response or note to any line in this Part V | _ | | П |
| | Check in Schedule S contains a response of flote to any line in this fact vit 1 1 1 1 1 1 1 1 | | Yes | No |
| 1a | Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable 1a 73 | | | |
| b | 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 reportable gaming | | | |
| _ | (gambling) winnings to prize winners? | 1c | Yes | |
| 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 | l 1 | | |
| b | 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) | 2b | Yes | |
| За | Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3a | Yes | |
| | 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 | |
| | 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 |
| h | If "Yes," enter the name of the foreign country | | | NO |
| | 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? | 5a | | No |
| b | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | | No |
| 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 organization solicit any contributions that were not tax deductible as charitable contributions? | 6a | | No |
| ь | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were | | | |
| | not tax deductible? | 6b | | |
| | | | | |
| 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 | | |
| А | If "Yes," indicate the number of Forms 8282 filed during the year | / | | |
| - | The second state that the second second state year 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 | | | |
| е | 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? | 76 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 | | |
| | Did the sponsoring organization make any taxable distributions under section 4966? | 9a 9b | | |
| 10 | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? Section 501(c)(7) organizations. Enter | 90 | | |
| | Initiation fees and capital contributions included on Part VIII, line 12 10a | | | |
| | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b | | | |
| 11 | Section 501(c)(12) organizations. Enter | | | |
| | Gross income from members or shareholders | | | |
| b | Gross income from other sources (Do not net amounts due or paid to other sources | | | |
| | against amounts due or received from them) | | | |
| 12a | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? | 12a | | |
| 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? Note. See the instructions for additional information the organization must report on Schedule O | 13a | | |
| b | Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans | | | |
| r | Enter the amount of reserves on hand | | | |
| | 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 | 14a | | 110 |
| | 2. 135, 135 to filed a Forth 725 to report these payments 21. 110, provide an explanation in schedule of F. F. | | orm 99 | 0 (2017 |

| orm s | 90 (2017) | | | Page t |
|-------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|-----------|---------------|
| Part | VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "N 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O See instructions | o" respo | nse to li | nes |
| | Check if Schedule O contains a response or note to any line in this Part VI | <u> </u> | | ✓ |
| Sec | tion A. Governing Body and Management | | | |
| | | | Yes | No |
| 1a | Enter the number of voting members of the governing body at the end of the tax year lab | ∍ | | |
| | 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 | | | |
| b | Enter the number of voting members included in line 1a, above, who are independent 1b 63 | 9 | | |
| | Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? | 2 | Yes | |
| | Did the organization delegate control over management duties customarily performed by or under the direct supervisio of officers, directors or trustees, or key employees to a management company or other person? | n 3 | | No |
| 4 | Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? | 4 | | No |
| 5 | Did the organization become aware during the year of a significant diversion of the organization's assets? . | 5 | | No |
| | Did the organization have members or stockholders? | 6 | | No |
| | Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more | . 📑 | | |
| | members of the governing body? | 7a | | No |
| | Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? | 7b | | No |
| | Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following | | | |
| а | The governing body? | 8a | Yes | |
| b | Each committee with authority to act on behalf of the governing body? | 8b | Yes | |
| | 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 | | No |
| Sec | tion B. Policies (This Section B requests information about policies not required by the Internal Revent | ie Code | ⊋.) | |
| | | | Yes | No |
| L0a | Did the organization have local chapters, branches, or affiliates? | 10a | Yes | |
| | 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 | Yes | |
| | Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? | 11a | | No |
| b | Describe in Schedule O the process, if any, used by the organization to review this Form 990 | | | |
| L2a | Did the organization have a written conflict of interest policy? If "No," go to line 13 | 12a | Yes | |
| | Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? | 12b | Yes | |
| | Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done | 12c | Yes | |
| | Did the organization have a written whistleblower policy? | 13 | Yes | |
| | Did the organization have a written document retention and destruction policy? | 14 | Yes | |
| L5 | 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? | | 103 | |
| | The organization's CEO, Executive Director, or top management official | 15a | Yes | |
| | Other officers or key employees of the organization | 15a | Yes | |
| | | 130 | 162 | |
| L6a | If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions) Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a | | | |
| | taxable entity during the year? If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation | 16a | | No |
| | in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? | 16b | | |
| Sec | tion C. Disclosure | | | |
| L7 | List the States with which a copy of this Form 990 is required to be filed► FL | | | |
| | Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply | | | |
| | ☑ Own website ☐ Another's website ☐ Upon request ☐ Other (explain in Schedule O) | | | |
| | Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year | | | |
| | State the name, address, and telephone number of the person who possesses the organization's books and records ▶DAVID B GARRISON 7025 AUGUSTA NATIONAL DR ORLANDO, FL 32822 (407) 438-1400 | | | |

| orm 990 (2 | 017) | | | | | | | | | | Page 7 |
|------------------------------|------------------------------------------------------------------------------------------------------------|--------------------------------------------------------|-----------------------------------|-----------------------|-----------------------|---------------------------------|------------------------------|-------------|--------------------------------------------------------------------|--------------------------------------------------------------------------|----------------------------------------------------------------------|
| Part VII | Compensation of Officer and Independent Contra | | Truste | es, | Key | En | ıploy | ees | , Highest Comp | ensated Employ | rees, |
| | Check if Schedule O contains a | response or no | te to an | y line | ın t | his | Part V | Ι. | | | <u> </u> |
| Section | A. Officers, Directors, Tru | stees, Key E | mploy | ees | , an | d H | lighe | st C | Compensated En | nployees | |
| ear | e this table for all persons require | | | | | | | | | | - |
| of compensa | of the organization's current off tion Enter -0- in columns (D), (| E), and (F) if no | compe | nsatı | on v | vas į | paid | | | - | |
| | of the organization's current key | | • | | | | | | | | |
| vho received organization | organization's five current high d reportable compensation (Box and any related organizations | 5 of Form W-2 | and/or E | Зох 7 | of F | orm | 1099 | -MIS | SC) of more than \$1 | 00,000 from the | |
| of reportable | of the organization's former office compensation from the organiz | ation and any r | elated o | rganı | zatı | ons | - | | | | |
| List all operation | of the organization's former dire , more than \$10,000 of reportab | ectors or trust le compensation | ees that n from t | t rece the or | gan | l, ın ızatı | the ca | paci any | ty as a former direc v related organization | tor or trustee of the ons | 9 |
| | in the following order individua d employees, and former such p | | ectors, i | ınstıtı | utior | nal t | rustee | s, of | ficers, key employe | es, highest | |
| ☐ Check t | his box if neither the organizatio | n nor any relate | ed orgar | nizatio | on c | omp | ensate | d ar | ny current officer, di | rector, or trustee | |
| | (A) Name and Title | (B) Average hours per week (list any hours for related | | ne b | ox, ι n of or/t | t che unles ficer rust | s pers and a ee) | on | (D) Reportable compensation from the organization (W- 2/1099-MISC) | (E) Reportable compensation from related organizations (W- 2/1099- MISC) | (F) 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 | | | related organizations |
| See Additiona | al Data Table | | | | | | | | | | |
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| | | | | | | | | | | | |

Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued) (D) (A) (B) (C) (E) (F) Name and Title Position (do not check more Average Reportable Reportable Estimated hours per than one box, unless person compensation compensation amount of other week (list is both an officer and a from the from related compensation organization (Worganizations (Wany hours director/trustee) from the for related 2/1099-MISC) 2/1099-MISC) organization and Individual trustee or director Highest compensated employee Former Office organizations related Institutional Trustee director below dotted organizations employee line) See Additional Data Table • c Total from continuation sheets to Part VII, Section A . • 1,598,549 189,228 d Total (add lines 1b and 1c) 2 Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization > 7 Yes No on 3 Nο 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 ındıvıdual . 4 Yes 5 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 . . . 5 Nο Section B. Independent Contractors 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 REAL ESTATE DIGITAL LLC COMP SOFTWARE 470,118 PO BOX 745007 ATLANTA, GA 30374

COMP HARDWARE

163,131

Form 990 (2017)

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

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

CORUS360 LLC

PO BOX 117019 ATLANTA, GA 30368

compensation from the organization ▶ 2

| Part \ | | I Statement of | Revenue | | | | | | | | rage 3 |
|--------------------------------------------------------|-----|--------------------------------------------------------------------------------------------|----------------|----------|------------------------------------------------|------------------------|--------------|--------------------|-------------------------------|-----------------------------------------|----------------------------------------------|
| | | | | a respo | onse or note to any | line in th | ıs Part VIII | | | | 🗆 |
| | | | | · | | (A Total re | ١) | Rela exe fun | B) ted or empt ction | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections |
| | 1a | a Federated campaig | ns | 1a | | | | rev | enue | | 512-514 |
| nts nts | | b Membership dues | | 1b | <u> </u> | | | | | | |
| irai 10u | | c Fundraising events | | 1c | | | | | | | |
| s, G An | | d Related organizatio | | 1d | <u> </u> | | | | | | |
| Sift lar | | e Government grants (co | | | <u> </u> | | | | | | |
| S, (| | f All other contributions | | 1e | 1 | | | | | | |
| ion | 1 | and similar amounts n above | | 1f | | | | | | | |
| Contributions, Gifts, Grants and Other Similar Amounts | ١. | g Noncash contribution | ons included | | | | | | | | |
| ng d | ' | in lines 1a-1f \$ | ons included | | | | | | | | |
| Cont and | h | Total. Add lines 1a-1 | .f | | • | | | | | | |
| ı | | | | | Business | Code | | | | | |
| He- | 2a | MEMBER DUES | | | | 900099 | 26,2 | 39,695 | 26,239,69 | 95 | |
| å | Ь | SERVICE FEES | | | | 900099 | 2,8 | 19,871 | | 2,819,8 | 371 |
| Service Revenue | C | ADVERTISING | | | | 541800 | | 28,377 | | 1,228,3 | 377 |
| <u> </u> | d | TUITION | | | | 900099 | 8 | 94,350 | 894,3 | 50 | |
| Ē | е | , = | | _ | | | | | | | |
| Program | f | All other program se | rvice revenue | <u>:</u> | | 82 202 | | | | 1 | |
| ď | g | Total.Add lines 2a-2f | f | | ▶ | .82,293 | | | | | |
| | | Investment Income (II | | | interest, and other | | 772,82 | 3 | | | 772,823 |
| | | similar amounts). Income from investme | | | and proceeds | | 7,2,02 | 1 | | | ,,,,,,,, |
| | | Royalties | | | | | 138,98 | 5 | | 138,985 | |
| | | , | (ı) Rea | | (II) Personal | <u> </u> | | | | | |
| | 6a | Gross rents | | | | 1 | | | | | |
| | | Less rental expenses | | 10,472 | | - | | | | | |
| | L | Less Telled expenses | | | | | | | | | |
| | c | Rental income or (loss) | | 1 | | | | | | | |
| | d | Net rental income o | r (loss) | | | 1 | 10,47 | 2 | | | 10,472 |
| | | - Met remai meeme e | (i) Securit | | (II) Other | 1 | | - | | | |
| | 7a | Gross amount from sales of assets other than inventory | . , | 989,158 | | | | | | | |
| | b | Less cost or other basis and sales expenses | 3,8 | 327,702 | | | | | | | |
| | c | Gain or (loss) | 1 | 161,456 | |] | | | | | |
| | | Net gain or (loss) . | | | | <u> </u> | 161,456 | 5 | | | 161,456 |
| Other Revenue | 8a | Gross income from fi (not including \$ contributions reporte See Part IV, line 18 | ed on line 1c) | of | | | | | | | |
| a B | | Less direct expense | | b | | | | | | | |
| ıer | | : Net income or (loss) | | | ents | | | | | | |
| <u>و</u> ا | Уa | Gross income from g See Part IV, line 19 | | ıes | | | | | | | |
| | | | | а | | | | | | | |
| | | Less direct expense | | b | | | | | | | |
| | | : Net income or (loss) | | activit | ies • | | | | | | |
| , | 10a | aGross sales of invent returns and allowand | cory, less | a | | | | | | | |
| | b | Less cost of goods s | sold | b | | | | | | | |
| | C | Net income or (loss) | | invent | | | | | | | |
| } | 11 | Miscellaneous | Revenue | | Business Code | 1 | 1 012 66 | | 1 012 662 | | |
| | 11 | aOTHER INCOME | | | 900099 | | 1,012,66 | 2 | 1,012,662 | | |
| | b | , | | | | | | | | | |
| | c | : | | | | | | | | | |
| | | | | | | | | | | | |
| | | All other revenue . | | | | | | | | | |
| | e | Total. Add lines 11a | -11d | | • | L | 1,012,662 | 2 | | | |
| | 12 | Total revenue. See | Instructions | | | | 33,278,69: | | 28,146,707 | 4,187,233 | 944,751 |
| | | | | | | | ,-,0,00 | | | .,207,233 | Form 990 (2017) |

| Form 990 (2017) | | | | Page 10 |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|------------------------------|-------------------------------------------|----------------------------|
| Part IX Statement of Functional Expenses Section 501(c)(3) and 501(c)(4) organizations must complete all co | lumns All other orga | nızatıons must com | plete column (A) | |
| Check if Schedule O contains a response or note to any | line in this Part IX | | <u></u> | <u> 🗆</u> |
| Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII. | (A) Total expenses | (B) Program service expenses | (C) Management and general expenses | (D) Fundraisingexpenses |
| Grants and other assistance to domestic organizations and domestic governments See Part IV, line 21 | 213,032 | | | |
| 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 | 1,507,311 | | | |
| 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 | 8,256,987 | | | |
| 8 Pension plan accruals and contributions (include section 401 (k) and 403(b) employer contributions) | 480,848 | | | |
| 9 Other employee benefits | 27,903 | | | |
| 10 Payroll taxes | 672,740 | | | |
| 11 Fees for services (non-employees) | | | | |
| a Management | | | | |
| b Legal | 34,492 | | | |
| c Accounting | 39,885 | | | |
| d Lobbying | 228,700 | | | |
| e Professional fundraising services See Part IV, line 17 | · | | | |
| f Investment management fees | 108,338 | | | |
| g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O) | 1,097,491 | | | |
| 12 Advertising and promotion | 314,276 | | | |
| 13 Office expenses | 1,333,843 | | | |
| 14 Information technology | 136,465 | | | |
| 15 Royalties | · | | | |
| 16 Occupancy | 549,297 | | | |
| 17 Travel | 1,481,602 | | | |
| 18 Payments of travel or entertainment expenses for any federal, state, or local public officials | 2,102,002 | | | |
| 19 Conferences, conventions, and meetings | 1,057,069 | | | |
| 20 Interest | 2,007,005 | | | |
| 21 Payments to affiliates | | | | |
| 22 Depreciation, depletion, and amortization | 689,345 | | | |
| 23 Insurance | 1,246,526 | | | |
| 24 Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24e If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O) | 2,210,320 | | | |
| a COMPUTER | 1,607,803 | | | |
| b DIRECT COSTS | 983,585 | | | |
| c DATA BASE | 661,849 | | | |
| d INDIRECT COSTS | 461,085 | | | |
| e All other expenses | 1,095,821 | | | |
| 25 Total functional expenses. Add lines 1 through 24e | 24,286,293 | 0 | C | 0 |
| 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) | | | | |

1

2

Assets or 30

Net

31

32

33

34

End of year

Page **11**

312,336

764.624

2,606,873

27.451.302

37,969,583

49.193.273

Form **990** (2017)

30

31

32

33

34

27,160,034

36.146.475

171,270

Check if Schedule O contains a response or note to any line in this Part IX

| | Beginning of year | | End of year |
|----------------------------------------|-------------------|---|-------------|
| Cash-non-interest-bearing | 10,785,372 | 1 | 17,868,536 |
| Savings and temporary cash investments | | 2 | |
| Pledges and grants receivable, net | | 3 | |

3 332,104 4 4 Accounts receivable, net . Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part 5 II of Schedule L 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

Assets Notes and loans receivable, net . Inventories for sale or use . 8 623.949 9 Prepaid expenses and deferred charges 10a Land, buildings, and equipment cost or other 15,032,354 10a basis Complete Part VI of Schedule D 12,425,481 2,663,698 10c b Less accumulated depreciation 10b 21.557.610 11 Investments—publicly traded securities . 11 145.411 Investments—other securities See Part IV, line 11 . 12 12 13 13 Investments—program-related See Part IV, line 11 14 14 Intangible assets 15 38.331 15 Other assets See Part IV, line 11 .

36,146,475 16 **Total assets.**Add lines 1 through 15 (must equal line 34) . . . 16 17 Accounts payable and accrued expenses 1,424,058 17 18 18 Grants payable . . . 19 7,416,972 19 Deferred revenue . . . 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

18.332 49,193,273 1,355,524 Liabilities 23 23 Secured mortgages and notes payable to unrelated third parties . . .

9,696,896 24 24 Unsecured notes and loans payable to unrelated third parties . Other liabilities (including federal income tax, payables to related third parties, 145.411 25 171.270 25 and other liabilities not included on lines 17-24) Complete Part X of Schedule D

26 Total liabilities. Add lines 17 through 25 . 8,986,441 26 11,223,690

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

complete lines 27 through 29, and lines 33 and 34. 27,160,034 27 27 37.969.583 Unrestricted net assets

Fund Balances 28 28 Temporarily restricted net assets 29 29 Permanently restricted net assets Organizations that do not follow SFAS 117 (ASC 958),

check here

and complete lines 30 through 34.

Total net assets or fund balances

Total liabilities and net assets/fund balances .

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

Check if Schedule O contains a response or note to any line in this Part XII

If the organization changed its method of accounting from a prior year or checked "Other," explain in

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?

audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits

If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a

If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis,

If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O

3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single

b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required

2a Were the organization's financial statements compiled or reviewed by an independent accountant?

Consolidated basis

Consolidated basis

b Were the organization's financial statements audited by an independent accountant?

1 Accounting method used to prepare the Form 990

separate basis, consolidated basis, or both

Schedule O

☐ Separate basis

consolidated basis, or both ✓ Separate basis

Audit Act and OMB Circular A-133?

10 Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B)) 10 37,969,583 Part XII **Financial Statements and Reporting**

☐ Cash ☑ Accrual ☐ Other

☐ Both consolidated and separate basis

☐ Both consolidated and separate basis

Yes

Yes

Yes

2a

2b

2c

3a

3b

No

Nο

No

Form 990 (2017)

Additional Data

Software Version:

Name: FLORIDA ASSOCIATION OF REALTORS

INC

Form 990 (2017)

Form 990, Part III, Line 4a:

FURTHERANCE OF THE REAL ESTATE INDUSTRY IN FLORIDA PUBLICATIONS INCLUDE THE "FLORIDA REALTOR" MAGAZINE

Software ID:

EIN: 59-0245475

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

| | any hours and a director/trustee) | | | | | |) | organization | organizations | from the | |
|--------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (Ŵ- 2/1099- MISC) | organization and related organizations | |
| ERIKA E ABBOTT BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JESSE ACEVEDO BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JOAN M ALIPO BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| MARGARET E ALLEN BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| CATHY 1 ALLEY | 0 50 | | | | | | | | | | |

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BOARD MEMBER

BOARD MEMBER

VICKI ANDERSON

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

SCOTT A ARVIN

BOARD MEMBER

MICHAEL J ARTELLI

NATALIE L ARROWSMITH

ISRAEL V AMEIJEIRAS

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(A) (D) (B) (C) (E) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation amount of other hours per compensation person is both an officer week (list from the from related compensation

| | any hours | | a dır | ecto | r/tr | ustee) |) | organization | organizations | from the |
|-------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|------|--------------|---------------------|--------|----------------------|----------------------|----------------------------------------------|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | 10 | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| STEVEN D ASHER BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| MATTHEW J AUDIER BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| GARY BALANOFF BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| PAMELA L BANKS | 0 50 | l | | | | | | 0 | 0 | |

| BOARD MEMBER | | x | | | 0 | |
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| 561115 112115211 | | | | | | |
| PAMELA L BANKS | 0 50 | | | | | |
| BOARD MEMBER | •••••• | X | | | O O | |
| RICHARD BARANSKI | 0 50 | , | | | 0 | |
| DOADD MEMBER | | ^ | | | i "I | |

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and Independent Contractors

ROBERT D BARRON

BOARD MEMBER

DENNIS E BASILE

BOARD MEMBER

KEVIN L BATDORF

JAMES A BATENCHUK

BOARD MEMBER

BOARD MEMBER

LAURA A BENSON

BOARD MEMBER

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|------------------|-------|---|--|--|----------------------------------------------------------------------------------------------------------------|---|---|
| PAMELA L BANKS | 0 50 | | | | | | Γ |
| BOARD MEMBER | ••••• | × | | | 0 | 0 | |
| RICHARD BARANSKI | 0 50 | × | | | 0 | 0 | ſ |
| BOARD MEMBER | | | | | , and the second se | J | ĺ |

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| BOARD MEMBER | | | | | - | _ | |
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| PAMELA L BANKS | 0 50 | × | | | n | 0 | |
| BOARD MEMBER | | ^ | | | | | |
| RICHARD BARANSKI | 0 50 | l 🗸 | | | 0 | 0 | |
| BOARD MEMBER | | ^ | | | | | |

| MATTHEW J AUDIER | 0 50 | v | | | | | | 0 |
|------------------|------|-----|-----|----------|-----|-----|-----|-----|
| BOARD MEMBER | | ^ | | | | | 0 | |
| GARY BALANOFF | 0 50 | × | | | | 0 | 0 | 0 |
| BOARD MEMBER | | * | | | | · · | , | |
| PAMELA L BANKS | 0 50 | | | | | | | |
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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) organization organizations from the

| | any hours | and | a dır | ecto | or/tr | ustee) |) | organization | organizations | from the | |
|-----------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| TERESITA BERSACH BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| ALMA B BETANCOURT BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| MICHAEL A BINDMAN BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| CYNTHIA R BIRGE BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| PATRICK T BISSETT | 0 50 | | | | | | | | | | |

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| CYNTHIA R BIRGE |
|-------------------|
| BOARD MEMBER |
| PATRICK T BISSETT |
| BOARD MEMBER |

GEORGINA BLANCO

.........

BOARD MEMBER

RYAN A BLEGGI

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

JILL J BOLES

R GINENNE BOEHM

CHRISTIAN E BOHYN

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

BOARD MEMBER

SUSAN S BREWER

BOARD MEMBER

ERVIN L BROWN

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

CLAUDETTE BRUCK

JANETTE M BRUZAS

KIMBERLY A BRYANT

DENNIS B BURGESS

| | any hours | and | a dı | recto | r/tr | ustee |) | organization | organizations | from the |
|-----------------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|
| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| MANUEL F BOUZA BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| DEBORAH M BOZA-VALLEDOR BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| KATHY BRANDON BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| DAVID H BREWER | 0 50 | v | | | | | | 0 | 0 | 0 |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation

and Independent Contractors

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

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BOARD MEMBER

BOARD MEMBER

DOROTHY L BYRNE

DEBRA J CALLAHAN

NANCY C CARDONE

CAROLINE CARRARA

ALBERTO CARRILLO

MARIA E CARRILLO

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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| ROBERT J BURR | 0 50 | l | | | | | | _ | | |
| BOARD MEMBER | ••••• | × | | | | | | 0 | 0 | 0 |
| JAMES BURSON | 0 50 | l | | | | | | | | |
| BOARD MEMBER | | × | | | | | | | 0 | 0 |
| VANESSA BUSTAMANTE BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| ROBERT W BYRD | 0 50 | | | | | | | | | |

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

ANITA COLLETTI

BOARD MEMBER

BOARD MEMBER

DIANE B COOK

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

CLEBERTO L COPETTI

MICHELLE CRABTREE

LAUREN W CONNOLLY

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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| JOHN L CASTELLI | 0 50 | x | | | | | | 0 | 0 | 0 |
| BOARD MEMBER | | | | | | | | | | |
| PHYLLIS CHOY | 0 50 | × | | | | | | n | 0 | 0 |
| BOARD MEMBER | | _ ^ | | | | | | | | Ü |
| RONALD F CIKA BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
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| RONALD F CIKA | 0 50 | × | | | n | 0 | |
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| BOARD MEMBER | | ^ | | | 9 | ŭ | |
| NORMA M COHEN | 0 50 | V | | | | | |
| BOARD MEMBER | | ^ | | | ١ | U | |
| MARI L COLGAN | 0 50 | , | | | 0 | 0 | |
| BOARD MEMBER | | * | | | ا " | 0 | |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation and a director/trustee) any hours organizations from the organization

| | any hours | and | a dir | ecto | | ustee) |) | organization | organizations | from the |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| DIANA CRONKHITE BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| NANCY-ELLEN DANCE-OTTE BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| R TODD DANTZLER BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| WENDELL D DAVIS BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| RALPH E DE MARTINO | 0 50 | | | | | | | | | |

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| WENDELL D DAVIS |
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| BOARD MEMBER |
| RALPH E DE MARTINO |
| BOARD MEMBER |

ANN M DEFRIES

BOARD MEMBER

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BOARD MEMBER

ROSA DELGADO

BOARD MEMBER

BOARD MEMBER

PATRICE M DENIKE

DENNIS DEGROOT

OSCAR J DELGADO

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(A) (D) (E) (B) (C) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average amount of other than one box, unless compensation hours per compensation person is both an officer week (list from the from related compensation

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

BOARD MEMBER

DAVID DWECK

BOARD MEMBER

TERESA A DYER

........ BOARD MEMBER

NOEL A EDWARDS

HOWARD B ELFMAN

BOARD MEMBER

BOARD MEMBER

BRUCE E ELLIOTT

BOARD MEMBER

| | any hours | and | a dır | ecto | r/tr | ustee |) | organization | organizations | from the |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| JEANNE DENTON-SCHECK BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| JOHN DOHM BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| MICHAEL A DOOLEY BOARD MEMBER | 0 50 | Х | | | | | | 0 | 0 | 0 |

| BOARD MEMBER | | × | | | 0 | 0 | |
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| MICHAEL A DOOLEY | 0 50 | × | | | 0 | 0 | |
| BOARD MEMBER | | _ ^ | | | | Ü | |
| RORY A DUBIN | 0 50 | l | | | 0 | 0 | |
| BOARD MEMBER | | _ ^ | | | 0 | 0 | |

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| BOARD MEMBER | | | | | | | | |
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| MICHAEL A DOOLEY | 0 50 | | | | | 0 | 0 | 0 |
| BOARD MEMBER | | _ ^ | | | | | 0 | 0 |
| RORY A DUBIN | 0 50 | × | | | | 0 | 0 | 0 |
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| MARGARET E DUNNE | 0 50 | V | | | | 0 | 0 | 0 |
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| BOARD MEMBER | | | | | | | | | | |
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| ЈОНИ ДОНИ | 0 50 | l 🗸 | | | | | | 0 | 0 | 0 |
| BOARD MEMBER | | ^ | | | | | | | 0 | |
| MICHAEL A DOOLEY | 0 50 | ., | | | | | | | | |
| BOARD MEMBER | | × | | | | | | l " | 0 | J |
| RORY A DUBIN | 0 50 | ., | | | | | | | | |
| BOARD MEMBER | | | | | | | | ľ | 0 | J |
| MARGARET E DUNNE | 0 50 | | | | | | | | | |
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| DARD MEMBER | | ,, | | | , | , | |
| ICHAEL A DOOLEY | 0 50 | X | | | 0 | 0 | 0 |
| DARD MEMBER | | ^ | | | 7 | , | |
| DRY A DUBIN DARD MEMBER | 0 50 | х | | | 0 | 0 | 0 |
| | 0.50 | | | | | | |

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless hours per compensation compensation amount of other person is both an officer week (list from the from related compensation

and Independent Contractors

JEFFREY M FAGAN

BOARD MEMBER

DOMENIC R FARO

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

DAVID R FERRO

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BRENDA C FIORETTI

RICHARD E FIORETTI

JORGE H FERNANDEZ

JORGE A FERNANDEZ

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|----------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|--|--------------|------------------------------|--------------------|----------------------|----------------------|----------------------------------------------|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| ROBERT G ELLIOTT BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| ROBERT H ELROD BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| JOHN C ELYA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer from related week (list from the compensation

and Independent Contractors

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

JOHN T GIBES

BOARD MEMBER

BOARD MEMBER

ROBERT N GOLDSTEIN

ANTHONY GAMBARDELLA

APRIL GAYLE GAUSMAN

BRENDA G GHIBAUDI

| | any hours | l | a dı | recto | or/tr | ustee) |) | organization | organizations | from the |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| MARCO A FONSECA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | |
| BARBARA A FOX BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | |
| BRANDI J GABBARD BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | |
| | 0.50 | | | Т | T | | | | | |

| BUARD MEMBER | | | | | | |
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| BRANDI J GABBARD | 0 50 | V | | | | |
| BOARD MEMBER | | _ ^ | | | U | |
| SUSAN M GAIESKI | 0 50 | × | | | 0 | |
| BOARD MEMBER | | ^ | | | | |
| CASSANDRA G GALLEGO | 0 50 | | | | | |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation

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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| FAYOLA T GOLDSTONE BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| JOSE I GONZALEZ BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| JUANA MARIA GONZALEZ BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| ANTHONY M GRAZIANO | 0 50 | | | | | | | | | |

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| JUANA MARIA GONZALEZ BOARD MEMBER | 0 50 | x | | | 0 | |
| ANTHONY M GRAZIANO BOARD MEMBER | 0 50 | x | | | 0 | |
| FRANCOIS K GREGOIRE | 0 50 | | | | | |

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| ANCOIS K GREGOIRE | 0 50 | | | | | | |
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and Independent Contractors

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

DONNA M GUIDO

BOARD MEMBER

RUSSELL GROOMS

SHERRY S GROOMS

JORGE LUIS GUERRA JR

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THOMAS D GRIZZARD

(A) (D) (E) (B) (C) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation compensation amount of other hours per person is both an officer week (list from the from related compensation

and Independent Contractors

PAULA K HELLENBRAND

LYNNETTE HENDRICKS

BOARD MEMBER

BOARD MEMBER

NANCY B HOGAN

BOARD MEMBER

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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| FRANK J GULISANO BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| RONALD P HARRIS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| TIM K HARRIS | 0 50 | × | | | | | | 0 | 0 | 0 | |

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| TIM K HARRIS | 0 50 | × | | | | | | 0 | 0 | |
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| TINA C HARRIS | 0 50 | × | | | | | | 0 | 0 | |
| BOARD MEMBER | | _ ^ | | | | | | 3 | Ü | |
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| BUARD MEMBER | | | | | | | |
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| TINA C HARRIS | 0 50 | × | | | n | 0 | |
| BOARD MEMBER | | ^ | | | 9 | 3 | |
| CYNTHIA C HAYDON | 0 50 | ., | | | | | |
| BOARD MEMBER | | * | | | | U | |
| DAN R HAZY | 0 50 | , | | | | | |
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| DAN R HAZY | 0 50 | | | | 0 | 0 | |
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| CYNTHIA C HAYDON | 0 50 | × | | | 0 | 0 | |
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| DAN R HAZY | 0 50 | х | | | 0 | 0 | |
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| DAN R HAZY | 0 50 | × | | | 0 | 0 | 0 |
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| JAMES G HEIDISCH | 0 50 | × | | | n | 0 | 0 |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | eavoldma Highest compensated | Former | (W- 2/1099- MISC) | (Ŵ- 2/1099- MISC) | organization and related organizations |
| CAROL B HOUSEN BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| MICHAEL L HUGHES BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| JASON M JAKUS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| GEORGE C JALIL BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |

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| BOARD MEMBER |
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| GEORGE C JALIL |
| BOARD MEMBER |
| MARY JALIL |
| BOARD MEMBER |

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ALEXANDER JANSEN

JUSTINE JIMENEZ GARCIA

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

JASON A JOHNSON

CONNIE M JOHNSON

JILL A JOHNS

(A) (D) (E) (B) (C) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation from the

and Independent Contractors

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

DANIEL KIJNER

BOARD MEMBER

JOHN R KINNEY

BOARD MEMBER

HOWARD KLAHR

BOARD MEMBER

JOHN P KERN

HERMAN L KENTOLALL

| | any hours | and | a dir | recto | or/tr | ustee |) | organization | | | | | | | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | | | | | |
| JEFFREY M JONES BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | | | | | |
| LYNN H JONES BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | | | | | |
| BARBARA S JORDAN BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | | | | | |
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| BARBARA S JORDAN | 0 50 | _ | | | | 0 | |
| BOARD MEMBER | | _ ^ | | | | | |
| DALE G JUNDT | 0 50 | l ↓ | | | | 0 | |
| BOARD MEMBER | | _ ^ | | | | 0 | |
| KEVIN KENT | 0 50 | | | | | | |
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(A) (D) (E) (B) (C) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

and Independent Contractors

RONALD B LENNEN

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BOARD MEMBER

JACK H LEVINE

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

JILL E LONG

VILMA LOPEZ

WANDA M LINSCOTT

| | any hours | and | a dır | ecto | r/tr | ustee |) | organization | organizations | from the | |
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| | for related organizations below dotted line) Ordingtor O 50 X O 50 X | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | | |
| CHRISTINE M KNIGHTON BOARD MEMBER | l | l | | | | | | 0 | 0 | 0 | |
| ERIK V KORZILIUS BOARD MEMBER | l | l | | | | | | 0 | 0 | 0 | |
| FRANK E KOWALSKI BOARD MEMBER | | х | | | | | | 0 | 0 | 0 | |
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| FRANK E KOWALSKI | 0 50 | × | | | 0 | 0 | ĺ |
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| BOARD MEMBER | | ^ | | | | Ŭ | |
| AUDREY R LACKIE | 0 50 | × | | | 0 | 0 | ſ |
| BOARD MEMBER | | ^ | | | | Ŭ | |
| JOHN E LAZENBY | 0 50 | V | | | 0 | 0 | ſ |
| BOARD MEMBER | | _ ^ | | | | Ĭ | ĺ |

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

NANCY MACALUSO

BOARD MEMBER

VIVIAN MACIAS

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

SUSANNA MADDEN

FRAN MARKOWITZ

RANDOLPH W MARTIN

| | any hours | and | l a dii | recto | or/tr | ustee |) | organization | organizations | from the |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | 10 | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| JARROD LOWE BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | (|
| NANCY J LUBECK BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | (|
| LOUIS LUDWIG BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | (|
| | | | | | | | | | | |

| BOARD FIELDER | | | l | l | | | | | |
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| LOUIS LUDWIG | 0 50 | V | | | | | 0 | 0 | |
| BOARD MEMBER | | _ ^ | | | | | U | U | |
| CAROLA LUEDER | 0 50 | | | | | | 0 | 0 | |
| BOARD MEMBER | | _ ^ | | | | | | 0 | |
| ANTHONY | 0.50 | | | | | | | | |

| BOARD MEMBER | | ,, | | | Ĭ | , | |
|------------------|------|-----|--|--|---|---|---|
| CAROLA LUEDER | 0 50 | × | | | n | 0 | |
| BOARD MEMBER | | | | | | | |
| ANTHONY MACALUSO | 0 50 | V | | | 0 | 0 | |
| BOARD MEMBER | | _ ^ | | | | 0 | l |

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| BOARD MEMBER | | Χ | | | | U | C |
|------------------|------|---|--|--|---|---|---|
| CAROLA LUEDER | 0 50 | × | | | n | 0 | (|
| BOARD MEMBER | | ^ | | | | 0 | |
| ANTHONY MACALUSO | 0 50 | × | | | 0 | 0 | |
| BOARD MEMBER | | ^ | | | Ĭ | J | • |

(A) (D) (E) (B) (C) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation and a director/trustee) from the any hours

| | any hours | and | a dır | recto | | rustee) | · I | organization | organizations | from the | |
|-----------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| BEATRIX H MASOTTI BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| DIANNE M MATTIACE BOARD MEMBER | 0 50 | X | | | | | | 0 | 0 | 0 | |
| MARY T MCCALL BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| GEORGE MCGRAW BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| ROBIN L MCKEEVER | 0 50 | × | | | | | | 0 | 0 | 0 | |

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| BOARD MEMBER |
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| ROBIN L MCKEEVER |
| BOARD MEMBER |
| LINDA C MCMORROW |

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BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

SHERRI L MEADOWS

CARLOS A MELENDEZ

STEVEN L MERCHANT

STEPHEN B MCWILLIAM

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average compensation hours per than one box, unless compensation amount of other person is both an officer week (list from the from related compensation

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

ELLEN MITCHEL

BOARD MEMBER

BOARD MEMBER

BRAD MONROE

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

TERRELL P NEWBERRY

BRIAN NEUBAUER

STEVEN W MOREIRA

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HARRY J MITCHEM

| | any hours for related | l | | ecto | r/tr | ustee |) | organization | organizations | from the | |
|----------------------------------------|----------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|
| | organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| KIM M MEREDITH-HAMPTON BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| REINALDO L MESA BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| BONNIE F METVINER BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JOHN J MIKE BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average compensation hours per than one box, unless compensation amount of other week (list person is both an officer from the from related compensation

| | any hours for related | | | | | ustee | | organization | organizations | from the |
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| | organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| MIRIAM NICKLAUS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| LOUIS H NIMKOFF BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| CHARLENE OAKOWSKY BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| MICHAEL W OWEN | 0 50 | V | | | | | | 0 | 0 | 0 |

MICHAEL W OWEN
BOARD MEMBER
GREG J OWENS
BOARD MEMBER

DOMINIC L PALLINI

BOARD MEMBER

KAREN S PALMER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

ANAND PATEL

JOE J PEREZ

CHRISTINA PAPPAS

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and Independent Contractors

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) organization organizations from the

| | any hours | and | a dır | ecto | or/tr | ustee) |) | organization | organizations | from the | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| JOHN S PERRONE BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JEFFREY D PERRY BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| TERRY J PILCHER BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JAMES A PILON BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| DEVEDI V V DINDI INC | 0 50 | | | | | | | | | | |

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| JAMES A PILON |
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| BOARD MEMBER |
| BEVERLY Y PINDLING |
| BOARD MEMBER |

ROGER M PIRO

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

KIM PRICE

MARTHA POMARES

DEBORAH A PRESTON

PATRICIA K PITOCCHI

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

BOARD MEMBER

BOARD MEMBER

OSCAR N RESEK

BOARD MEMBER

BOARD MEMBER

PHILLIP J RIEK

BOARD MEMBER

LYNNE RIFKIN

BOARD MEMBER

NANCY J RILEY

BOARD MEMBER

WILLIAM B RICHARDSON

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PATRICIA A RENNA

| | any hours | and | a dır | ecto | r/tr | ustee |) | organization | organizations | from the | |
|-------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|
| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| FRANK X PULLES BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| ROBIN M RAIFF BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| DONNA REID BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| AURA C RENGIFO | 0 50 | | | | | | | | | | |

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(A) (D) (E) (B) (C) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated amount of other than one box, unless compensation hours per compensation person is both an officer week (list from the from related compensation and a director/trustee) any hours organization organizations from the

| | ally llours | anu | and a director/trustee/ | | | | ' | Organization | /W 3/1000 | nom the | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| ED P ROBERTS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| ROSE M ROBERTS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| JACK RODRIGUEZ BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| MICHELLE ROJAS BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| GREGORY D ROKEH | 0 50 | × | | | | | | 0 | 0 | 0 | |

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| MICHELLE ROJAS |
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| BOARD MEMBER |
| GREGORY D ROKEH |
| BOARD MEMBER |
| |

SUSAN C ROOD

BOARD MEMBER

BOARD MEMBER

LARRY R ROWE

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

ROBERT J RUSSOTTO

THOMAS F SALOMONE

MELINDA S ROVILLO

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(A) (D) (B) (C) (E) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated hours per than one box, unless compensation compensation amount of other week (list person is both an officer from the from related compensation

and Independent Contractors

CLAIRE G SCHWARTZ

BOARD MEMBER

TRINA R SEARCY

LOURDES SEDA

BOARD MEMBER

BOARD MEMBER

JOSE M SERRANO

BOARD MEMBER

MARK R SEEBERG

BOARD MEMBER

| | any hours | | | | | ustee | | organization | organizations | from the | |
|----------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|----|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | 10 | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| LEON S SARKISIAN BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| ANDY J SCAGLIONE BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| BEN G SCHACHTER BOARD MEMBER | 0 50 | Х | | | | | | 0 | 0 | 0 | |

| BOARD MEMBER | | | | | | | |
|----------------------------------|------|---|--|--|---|---|--|
| BEN G SCHACHTER BOARD MEMBER | 0 50 | x | | | 0 | 0 | |
| JAMES C SCHANZ BOARD MEMBER | 0 50 | x | | | 0 | 0 | |
| THERESA M SCHREIBER BOARD MEMBER | 0 50 | × | | | 0 | 0 | |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) organization organizations from the

| | any hours | and | a dır | recto | r/tr | ustee |) | organization | organizations | from the |
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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| CYNTHIA J SHAFER BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| THOMAS E SHELLY BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| CYNTHIA C SHELTON BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| MICHAEL R SHELTON | 0 50 | | | | | | | | | |

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| CYNTHIA C SHELTON | |
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| BOARD MEMBER | |
| MICHAEL R SHELTON | |
| BOARD MEMBER | |
| SUZANNE SHERER | Ī |
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BOARD MEMBER

JOHN H SLIVON

BOARD MEMBER

JO-ANN SLOAN

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

ALFREDDA J SMITH-ODATO

TANSEY M SODERSTROM

RITA B SMITH

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average compensation hours per than one box, unless compensation amount of other week (list person is both an officer from the from related compensation organizations from the

| | any hours | | | | | ustee | | organization | organizations | from the |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| DEBRA SPADAFORA BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| VIRGINIA M SPENCER BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| STAFFORD L STARCHER BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| WILLIAM STEINKE | 0 50 | × | | | | | | 0 | 0 | 0 |

BOARD MEMBER SANDRA R STREIT

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BOARD MEMBER

BOARD MEMBER

SALLY A SUSLAK

BOARD MEMBER

BOARD MEMBER

HEMENDRA THAKKAR

JAYNE L STROSHEIN-ROUSSEAU

and Independent Contractors

Х BOARD MEMBER 0 50 **ZSOLT SZERENCSES** Х BOARD MEMBER 0 50 SARAH M TAYLOR

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Estimated Average Reportable compensation hours per than one box, unless compensation amount of other person is both an officer week (list from the from related compensation

and Independent Contractors

XENA A VALLONE

BOARD MEMBER

BOARD MEMBER

GARY VERWILT

BOARD MEMBER

SHARON P VOSS

BOARD MEMBER

BOARD MEMBER

TIM WEISHEYER

BOARD MEMBER

JAMES L WEIX

BOARD MEMBER

SANDRA G WATERBURY

MAURICE J VEISSI

| | any hours | | | | | ustee | | organization | organizations | from the | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| NATALIE D THOMAS BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| KRISTIN K TRIOLO BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| THEODORA M UNIKEN VENEMA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation any hours and a director/trustee) organization organizations from the

| | any nours | and | a dir | ecto | | /trustee) organization | | organizations | from the | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | 10 | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| ANNALISA WELLER BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| CATHERINE B WHATLEY BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| LYNN A WHELPLEY BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| NANCY L WILLIAMSON BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
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| BOARD MEMBER |
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| NANCY L WILLIAMSON |
| BOARD MEMBER |
| JENNIFER WOLLMANN |
| BOARD MEMBER |

DONN T WONDERLING

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BOARD MEMBER

JOHN R WOOD

BOARD MEMBER

BRIAN WOODS

BOARD MEMBER

RONALD YANKS

BOARD MEMBER

BOARD MEMBER

JUDITH W ZIMMER

(A) (D) (B) (C) (E) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation hours per compensation amount of other from the week (list person is both an officer from related compensation

and Independent Contractors

PAULA ANGELOPOULOS URBINATI

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BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

DONALD BASS

BOARD MEMBER

NANCY A BARTLETT

GIA M ARVIN

EUGENE B ARTUSA

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|------------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| CHRISTOPHER ZOLLER BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| BEN ACOCK BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| KATHLEEN A ADKINS BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| | 0.50 | | | | | | | | · | |

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|--------------------|------|-----|------|---|---|--|
| KATHLEEN A ADKINS | 0 50 | × | | | n | |
| BOARD MEMBER | | _ ^ | | | | |
| ALMA J ALEXANDER | 0 50 | | | | 0 | |
| BOARD MEMBER | | ^ | | | | |
| KENNETH M ANDERSON | 0 50 | | | | 0 | |
| BOARD MEMBER | | ^ | | | Ĭ | |

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(A) (D) (E) (B) (C) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average amount of other than one box, unless compensation hours per compensation person is both an officer week (list from the compensation from related and a director/trustee) any hours from the

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| ANDREW J BELL BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| CAROLYN LOCKHART BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| EDUARDO BLANCO BOARD MEMBER | 0 50 | X | | | | | | 0 | 0 | 0 |
| G MARTIN BRABHAM BOARD MEMBER | 0 50 | X | | | | | | 0 | 0 | 0 |
| MICHAEL B BROWNELL | 0.50 | | | \top | | | | | | |

| G MARTIN BRABHAM |
|--------------------|
| BOARD MEMBER |
| |
| MICHAEL P BROWNELL |

DIANA R BRUTON

BOARD MEMBER

PAULA J CASHI

........ BOARD MEMBER

ADAM R CHICOINE

REBECCA J CHIRILLO

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

ASHLEY CHRISTIE

and Independent Contractors

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average amount of other than one box, unless compensation hours per compensation person is both an officer week (list from the from related compensation

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| VALERIE B DAILEY BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| DINORAH DE CARDENAS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| GARY DELATORRE BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |

| BOARD MEMBER | | | | | | |
|---------------------|------|-----|--|--|---|--|
| DINORAH DE CARDENAS | 0 50 | l | | | 0 | |
| BOARD MEMBER | | ^ | | | 0 | |
| GARY DELATORRE | 0 50 | v | | | 0 | |
| BOARD MEMBER | | _ ^ | | | 0 | |

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and Independent Contractors

JONATHAN W DOLPHUS

JOSEPHINE B EASTON

BOARD MEMBER

BOARD MEMBER

IAN EDMONSON

BOARD MEMBER

ROGER P ENZOR

BOARD MEMBER

ENOCH ESPINOSA

BOARD MEMBER

DIANA GALAVIS

BOARD MEMBER

| VALERIE B DAILEY BOARD MEMBER | 0 50 | × | | | 0 | 0 | |
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| | 0 50 | | - | | | | |
| DINORAH DE CARDENAS | 0.50 | , | | | | | |
| BOARD MEMBER | | * | | | ľ | U | |
| GARY DELATORRE | 0 50 | | | | | | |
| | | l x | | | 0 | 0 | |
| BOARD MEMBER | | | | | | | |
| | 0.50 | | | | , and the second | , and the second | |

| VALERIE B DAILEY BOARD MEMBER | 0 50 | х | | | 0 | 0 | 0 |
|-------------------------------------|------|---|--|--|---|---|---|
| DINORAH DE CARDENAS BOARD MEMBER | 0 50 | х | | | 0 | 0 | 0 |
| GARY DELATORRE BOARD MEMBER | 0 50 | х | | | 0 | 0 | 0 |
| MICHAEL A DELORENZO BOARD MEMBER | 0 50 | × | | | 0 | 0 | 0 |

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) organization organizations from the

| | any hours | and | a dır | ecto | or/tr | ustee) |) | organization | organizations | from the | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| ANDREW K GASKIN BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| JEANNE GAVISH BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| MICHELLE L GINN BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| MELISSA GOLDMAN BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JAMES M GONZALEZ | 0 50 | | | | | | | | | | |

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| MELISSA GOLDMAN |
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| BOARD MEMBER |
| JAMES M GONZALEZ |
| BOARD MEMBER |
| |

KESSA A GOODEN

BOARD MEMBER

JOEL GOODMAN

BRIAN GORDON

BOARD MEMBER

BOARD MEMBER

JOHN G GUERRA

BOARD MEMBER

FERNANDO J GRULLON

...... BOARD MEMBER

(A) Name and Title (B) (D) (E) (C) (F) Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation compensation hours per amount of other person is both an officer week (list from the from related compensation

| | any hours | and | a dır | recto | r/tr | ustee |) | organization | organizations | from the |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| TERESITA GUTIERREZ REOYO BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | C |
| MONICA HANDS BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | C |
| PAUL B HENDRIKS BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | C |
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| MUNICA HANDS | | l x | | | l | |
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| BOARD MEMBER | | | | | | |
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| NICHOLAS D HOHMAN | 0 50 | × | | | n | |
| BOARD MEMBER | | | | | | |
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and Independent Contractors

BOARD MEMBER

ADAM R JONAS

BOARD MEMBER

BOARD MEMBER

ROSE M KEMP

| FAOL B HENDRIKS | | l 🗸 | | | ۸ ا | ا ا | i |
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| MEMORY L HOPKINS | 0 50 | × | | | | | 0 | 0 | ſ | - 1 |
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| MEMORY L HOPKINS | 0 50 | x | | | n | 0 | l |
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| SUSAN M HOWELL | 0 50 | | | | | | |
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| NEVIN B HADE | 0 50 | | | | | | ī |

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(A) (D) (B) (C) (E) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation amount of other hours per compensation person is both an officer week (list from the from related compensation

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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| GERI R KENYON BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| CLARK R LABLOND BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| ELLIE W LAMBERT BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| VICTOR LANTROOP BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| LORIE R LEAL | 0 50 | × | | | | | | 0 | 0 | 0 | |

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BOARD MEMBER

DIEGO LEIVA

DANE LESLIE

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BOARD MEMBER

GREGORY LORD

BOARD MEMBER

BOARD MEMBER

CATHY S MARINO

BOARD MEMBER

VERONICA C MALOLOS

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

and Independent Contractors

LAUREN U MELO

BOARD MEMBER

MARK A MILLER

BOARD MEMBER

JEFFREY M MILOFF

MARGARET D MORRIS

BOARD MEMBER

BOARD MEMBER

JEREME J NEILL

BOARD MEMBER

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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| JOEL D MCCLINTOCK BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| COREY R MCCLOSKEY BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| SYLVAN MCELROY BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| LIZ D MCMASTER | 0 50 | | | | | | | | | |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation any hours and a director/trustee) organization organizations from the

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| | for related organizations below dotted line) | | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| DENISE E OYLER BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| DEANNA PELFREY BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| JULIA C PULLES BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| TARA J QUAILEY | 0 50 | 1 1 | | | | | | 0 | 0 | 0 |

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| JULIA C PULLES |
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| BOARD MEMBER |
| TARA J QUAILEY |
| BOARD MEMBER |
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GLEN C RICHARDSON

BOARD MEMBER

PETER RIVERA

BOARD MEMBER

CHERL R ROANE

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

MARK W ROSENER

STEPHEN J ROMANO

LAUREN R RODRIGUEZ

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation amount of other hours per compensation person is both an officer week (list from the from related compensation

and Independent Contractors

JUDY CATRETT SHERIDAN

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BOARD MEMBER

PHILIP W SMIT

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

ALAN STEINBERG

BOARD MEMBER

REESE STEWART

BOARD MEMBER

STACY STAHL

TOM V STECK

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| | for related organizations below dotted line) | | Institutional Trustee | | Key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| IRINA K SANG BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| A CRISTIE SCHMIDT BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| ANTON SEISS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| DANIELLE SHARP | 0 50 | | | | | | | | | |

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and Independent Contractors

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BOARD MEMBER

BOARD MEMBER

WESLEY ULLOA

BOARD MEMBER

J KYLE VREELAND

BOARD MEMBER

JOHN G WAAS

BOARD MEMBER

MARY E WALLER

BOARD MEMBER

KAREN TYREE

| | any nours | | | | | | | | organizations | from the |
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| | for related organizations below dotted line) | | Institutional Trustee | Officer | | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| DAWNA D STONE BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| JANET B SWILLEY BOARD MEMBER | 0 50 | 1 1 | | | | | | 0 | 0 | 0 |
| JACKIE L SYLVESTER BOARD MEMBER | 0 50 | 1 1 | | | | | | 0 | 0 | 0 |
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| JACKIE L SYLVESTER | 0 50 | | | | 0 | |
| BOARD MEMBER | | ^ | | | 9 | |
| JOHN T TONEY | 0 50 | _ | | | 0 | |
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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) any hours organization organizations from the

and Independent Contractors

BOARD MEMBER

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BOARD MEMBER

BARRY GROOMS

BOARD MEMBER

GARY ABOFF PA

BOARD MEMBER

BOARD MEMBER

DIANE J ACKEN PA

FRANCISCO J ZEPEDA CAMPOS

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AMGAD ZAKI

| | any nours | l | | recto | א/נו | ustee | , | organization organizations from the | | | |
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| JEFFREY WARD BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | C | |
| KELLY M WILLEY BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | C | |
| REBECCA K WILLIAMS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | C | |
| TRACY LEE WOOD | 0 50 | , | | | | | | | | | |

| REBECCA K WILLIAMS | 0 50 | × | | | n | |
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| BOARD MEMBER | | , and | | | | |
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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) organization organizations from the

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| DALLAS ACKLEY BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| MANULANI ACOSTA BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JOSEPH ADKINS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| PATRICIA C ANGLERO BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
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| PATRICIA C ANGLERO |
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| BOARD MEMBER |
| FRANCISCO J ANGULO PA |
| BOARD MEMBER |

FERNANDO ARENCIBIA

ROBERT C ARMSTRONG JR

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

MICHELE BAILEY

BOARD MEMBER

LISSETTE AVILA PA

DONALD L ASHER JR

(A) (D) (B) (C) (E) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation amount of other hours per compensation person is both an officer week (list from the from related compensation

and Independent Contractors

BOARD MEMBER

BOARD MEMBER

ELLEN BERKMAN

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

ROMAN BOKERIA

BOARD MEMBER

STANLEY H BISHOP JR

NICHOLAS C BOBZIEN PA

KARI A BATTAGLIA PA

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| | for related organizations below dotted line) | | Institutional Trustee | Officer | Key employee | Highest compensated | Former | (W- 2/1099- MISC) | | organization and related organizations |
| SUSAN B BANDEN BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| DORE A BARATTA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| ANDREW G BARBAR BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| DANIEL J BARBER | 0 50 | × | | | | | | 0 | 0 | 0 |

| BOARD MEMBER | | | | | | | | | |
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| ANDREW G BARBAR | 0 50 | | | | | | | 0 | |
| BOARD MEMBER | | , | | | | | | J | |
| DANIEL J BARBER | 0 50 | | | | | | | | |
| BOARD MEMBER | | _ ^ | | | | | | 0 | |
| CHARLES B BATES JR | 0 50 | | | | | | | | |
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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless hours per compensation compensation amount of other person is both an officer from related week (list from the compensation

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| CHARLES J BONFIGLIO JR BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JULIANA R BOSELLI NEVES BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| BRENDA BRAY BOARD MEMBER | 0 50 | Х | | | | | | 0 | 0 | 0 | |

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| BRENDA BRAY | 0 50 | l ↓ | | | 0 | |
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| RHONDA L BREWER | 0 50 | | | | | |

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and Independent Contractors

BOARD MEMBER

BRETT C BROWN

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

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BOARD MEMBER

RUTH E BRYSON

BOARD MEMBER

JACQUELINE BROWN

THOMAS P BRUBAKER

MICHAEL W BRUNO PA

ROGER BRUNSWICK PA

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(A) (D) (E) (B) (C) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation from the

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| JOSH BURDINE BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| SABRINA BURKE BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| ROBERT W CALDWELL III BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| RICHARD CANDIA BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |

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| RICHARD CANDIA |
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| BOARD MEMBER |
| CANDACE M CECIL |
| BOARD MEMBER |
| JOANNE M CHANDO |

BOARD MEMBER

DAVID P CLAPP

BOARD MEMBER

MARTIN COHEN

BOARD MEMBER

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HARLEY P CONRAD JR

RJ COLLINS

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(A) (D) (E) (B) (C) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average amount of other than one box, unless compensation hours per compensation person is both an officer week (list from the compensation from related any hours and a director/trustee) organization organizations from the

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| LORIE COOGLE BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| DUSTYN R CORACE BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JEFFREY C CORRIOLAN PA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| CHRISTINE COX PA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| CARLOS M CRUZ PA | 0 50 | | | | | | | | | | |

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CARLOS M CRUZ PA BOARD MEMBER

JEFFREY A DANIELS

JASON R DAUGHERTY

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BOARD MEMBER

BOARD MEMBER

JOHN DAUX PA

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BILL DEESE

CARLOS M DE SALAZAR

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Estimated Average Reportable hours per than one box, unless compensation compensation amount of other person is both an officer from the week (list from related compensation organizations

and Independent Contractors

BOARD MEMBER

BOARD MEMBER

BILL DRYBURGH

BOARD MEMBER

BOARD MEMBER

LISA A DURGIN

BOARD MEMBER

BOARD MEMBER

RONALD A EGOROFF

SERGIO DURAN PA

SONNY J DOWNEY

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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| SCOTT DIFFENDERFER BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| ALFRED J DINICOLA JR BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| RYAN P DITMAR BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| CHRISTOPHER J DIXON | 0 50 | × | | | | | | 0 | 0 | 0 |

BOARD MEMBER 0 50 REBECCA DOUGLAS Х

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation amount of other hours per compensation person is both an officer week (list from the from related compensation

and Independent Contractors

BOARD MEMBER

RAUL R ESTRADA

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

MEGAN FARRELL

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

SANDRA FERNANDEZ PA

YUMERIS FERNANDEZ

ANA M FARJE

BANNA FAKHOURY

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| GARY W ELLIOTT BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| BLAINE ELMER PA BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| ALEX ESCOBAR BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| JOSHUA ESCOTO | 0 50 | х | | | | | | 0 | 0 | 0 |

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(A) (D) (B) (C) (E) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| SCOTT A FIELD BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| STACEY L FIORE BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JASON M FLANNERY BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| MARIA L FLORES-GARCIA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| DADIA A ELIDET | 0 50 | | | | | | | | | | |

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WILLIAM C FURST JR

BOARD MEMBER

GG GALLOWAY

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DAVID R GALLUS

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

DAVE R GAUDREAU

PAOLA M GARCIA-CARRILLO

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Estimated Average Reportable compensation hours per than one box, unless compensation amount of other week (list person is both an officer from the from related compensation

and Independent Contractors

LINDA S GOLDFARB

SANDRA GOLDSTEIN

WILLIAM GOLIGHTLY

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

MARIA E GOODNO

DANIELE GORDON

MARVIN L GORDON

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

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|-----------------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|---------------------|----------------------|----------------------------------------------|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W-2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| WILLIAM A GELLER PA BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| MARLISSA V GERVASONI BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| MARTHA GILLESPIE-BEEMAN BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| HONORA S GIUMENTA | 0 50 | × | | | | | | 0 | 0 | 0 |

| TIMEISSA V GENVASONI | | Ιx | | | | l n | |
|-------------------------|------|----|--|--|--|-----|--|
| BOARD MEMBER | | ^ | | | | | |
| MARTHA GILLESPIE-BEEMAN | 0 50 | | | | | | |
| BOARD MEMBER | | ^ | | | | | |
| HONORA S GIUMENTA | 0 50 | | | | | 0 | |
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(A) (D) (E) (B) (C) (F) Position (do not check more Name and Title Average Reportable Reportable Estimated than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

and Independent Contractors

BOARD MEMBER

JENNIFER GROSS

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

MICHELLE W GUERRA

FRANK GUNDLACH JR

CARLOS GUTIERREZ PA

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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | 10 | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| BRIAN GOVE BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| ALLEN GRAY JR BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| DEIDRE L GRAYBILL BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| SUMMER J GREENE | 0 50 | l | | | | | | 0 | 0 | |

| DEIDRE L GRAYBILL | 0 50 | × | | | n | |
|-------------------|------|-----|--|--|---|--|
| BOARD MEMBER | | ^ | | | | |
| SUMMER J GREENE | 0 50 | V | | | | |
| BOARD MEMBER | | _ × | | | U | |
| DAVID N GREGO | 0 50 | l . | | | 0 | |
| BOARD MEMBER | | ^ | | | | |

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| SUMMER J GREENE | 0.50 | ., | | | | | l |
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| BOARD MEMBER | | X | | | U | U | |
| DAVID N GREGO | 0 50 | × | | | 0 | 0 | |
| BOARD MEMBER | | ^ | | | | Ŭ | |
| ADAM GRENVILLE | 0 50 | | | | | | |

(A) (D) (E) (B) (C) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated amount of other than one box, unless compensation hours per compensation person is both an officer week (list from the compensation from related any hours and a director/trustee) from the

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

| | formulated | | <u> </u> | | | usccc, | · 1 | /W 2/1000 | | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| DAVID HALL BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| DIONNA HALL BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| MARIE A HANNA BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| CHRISTINE E HANSEN GRI BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| CARLOS F HASBUN | 0 50 | | | | \Box | | \Box | , | 1 | |

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| CHRISTINE E HANSEN GRI |
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| BOARD MEMBER |
| CARLOS F HASBUN |
| BOARD MEMBER |
| DEWEY H HATCHER |

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

LISA G HILL

CRISTI L HERNANDEZ

DANIEL HERNANDEZ

MANUELA B HENDRICKSON

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average compensation hours per than one box, unless compensation amount of other person is both an officer from the week (list from related compensation

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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| FRED HINTENBERGER BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| EDWARD HIRST BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| ELIZABETH M HOBART BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| NANCY L HOGAN | 0 50 | | | | | | | | | |

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| EDWARD RIKST | | l x | | | l n | |
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| BOARD MEMBER | | ^ | | | 9 | |
| ELIZABETH M HOBART | 0 50 | l ↓ | | | 0 | |
| BOARD MEMBER | | ^ | | | U | |
| NANCY L HOGAN | 0 50 | l ↓ | | | 0 | |
| BOARD MEMBER | | ^ | | | 0 | |

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and Independent Contractors

L MICHELE HOLBROOK

BOARD MEMBER

KEVIN JARRETT

BOARD MEMBER

TRACY JENNETTE

BOARD MEMBER

DEBI A JENSEN

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

DAWN M JOHNSON

MARC V JERNIGAN PA

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) any hours organization organizations from the

| | any nours | and | a dir | ecto | | ustee, | ' | organization | | | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| GEORGE R JOHNSON BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| KAREN JOHNSON BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| CHARLES R KASSAW PA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| JACLYN C KELLEY Y BOARD MEMBER | 0 50 | X | | | | | | 0 | 0 | 0 | |
| LARS KIER | 0 50 | х | | | | | | 0 | 0 | 0 | |

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BOARD MEMBER

CAROL L KINNARD PA

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BOARD MEMBER

TERESA L KINNEY

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

JOSHUA E KOHN

BOARD MEMBER

TIMOTHY M KINZLER

NATHAN KLUTZNICK

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

and Independent Contractors

STEVEN LAFOUNTAIN PA

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

JOSEPH A LAROSA

DANIEL A LAWRENCE

BENTON W LANGLEY

LEA LAGUEUX

| | any hours | and | a dır | recto | r/tr | ustee |) | organization | from the organization and | |
|-------------------------------------|-------------------------------------------------------|--------------------------|----------------------|----------------------|--------------------------|-------|---|--------------|------------------------------|---|
| | for related organizations below dotted line) | ns 걸림 ㅎ 꽃 [6 [월급[공] | (W- 2/1099- MISC) | (W- 2/1099- MISC) | related organizations | | | | | |
| MITASH A KRIPALANI BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| CHRISTOPHER M KRZEMIEN BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| WESLIE E KUNKLE JR BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| DIANA KURTZ | 0 50 | | | | | | | | | |

| BOARD MEMBER | | ^ | | | Ū | |
|--------------|------|---|--|--|---|--|
| DIANA KURTZ | 0 50 | × | | | 0 | |
| BOARD MEMBER | | ^ | | | | |
| RAUL LABARCA | 0 50 | V | | | | |
| BOARD MEMBER | | × | | | U | |

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation any hours and a director/trustee)

| | any hours | any hours and a director/trustee) organization organizations | | | | | | | | from the |
|--------------------------------------|-------------------------------------------------------|--------------------------------------------------------------|-----------------------|---------|--------------|---------------------|--------|----------------------|----------------------|----------------------------------------------|
| | for related organizations below dotted line) | | Institutional Trustee | Officer | Key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| KIMBERLY D LEVENSOHN BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| JEFFREY J LEVINE LLC BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| MARISSA R LEVINE BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| JONATHAN H LICKSTEIN | 0 50 | × | | | | | | 0 | 0 | 0 |

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| MARISSA R LEVINE |
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| BOARD MEMBER |
| JONATHAN H LICKSTEIN |
| BOARD MEMBER |
| SHARON R LINDBLADE |

BOARD MEMBER

BOARD MEMBER

CYNTHIA LOGAN

BOARD MEMBER

SUSAN E LOGAN

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

JOHN W LYNCH SR

DAVID H LONGSPAUGH JR

WILLIAM S LLOYD

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation amount of other hours per compensation person is both an officer week (list from the from related compensation

and Independent Contractors

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BOARD MEMBER

DEBORAH L MAYS

BOARD MEMBER

JO ANN MAZZEO

BOARD MEMBER

CALEB MCDOW

BOARD MEMBER

BOARD MEMBER

BRIAN A MCGREEVY

BOARD MEMBER

JOHN M MCCRORY JR

| | any hours and a director/trustee) organization | | | | | organizations | from the | | | |
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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization an related organizations |
| ROSEMARY MAHONEY BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | |
| RENEE MARQUISS PLL BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | |
| BETHANY J MARTINEZ BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | |
| EDANIZ MARTINI | 0 50 | | | | | | | | | |

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| BETHANY J MARTINEZ | 0 50 | × | | | n | |
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| BOARD MEMBER | | ^ | | | | |
| FRANK MARTINI | 0 50 | V | | | 0 | |
| BOARD MEMBER | | _ ^ | | | 0 | |
| RICHARD R MASTERSON JR | 0 50 | | | | | |

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(A) (D) (B) (C) (E) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated than one box, unless compensation amount of other hours per compensation person is both an officer week (list from the from related compensation

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| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | ee voldme Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | | |
| SEBERT M MEADOWS BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| GONZALO M MEJIA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| VICKIE MEYER LLC BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| NICHOLAS T MIHALICH BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |

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| NICHOLAS T MIHALICH |
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| BOARD MEMBER |
| RICHARD M MORRIS JR |
| BOARD MEMBER |
| |

CHRISTINA H MORRISON PA

BOARD MEMBER

JUSTIN B MYERS

BOARD MEMBER

JOHN F NAGLEE JR

WILLIAM NAVARRA

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

MARILIA NERI

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

| | any hours | | | | | ustee | | organization | organizations | from the |
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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| MARK A NEWMAN BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| ANGELA NICHOLS BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| JAMES D NORTON BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| MICHAEL J O'ROURKE III | 0 50 | Х | | | | | | 0 | 0 | 0 |

BOARD MEMBER JAMES R OAKSUN BOARD MEMBER

NEAL A OATES JR

BOARD MEMBER

BOARD MEMBER

PETER ORTEGA

BOARD MEMBER

LARISSA ORTIZ

BOARD MEMBER

BOARD MEMBER

DONNA L OVERMAN

KATHI A OBENDORFER

and Independent Contractors

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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation

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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| JESSE C PAN BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | C |) |
| ANTHOULA R PAPAGIANNAKIS BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | C |) |
| ROBERT PASQUARELLO BOARD MEMBER | 0 50 | X | | | | | | 0 | 0 | C |) |
| | | | | | | | | | | | |

| BOARD MEMBER | | | | | | |
|--------------------------|------|---|--|--|---|--|
| ANTHOULA R PAPAGIANNAKIS | 0 50 | × | | | 0 | |
| BOARD MEMBER | | ^ | | | | |
| ROBERT PASQUARELLO | 0 50 | × | | | 0 | |
| BOARD MEMBER | | ^ | | | 9 | |
| LYNN M PETERS | 0 50 | , | | | 0 | |
| BOARD MEMBER | | ^ | | | | |

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and Independent Contractors

THAMARA PICHARDO PA

CHRISTINA R PITCHFORD PA

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BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

YASSER A PONCE

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

WILLIAM H POTEET JR

RONA PORT

M DIANNE D PITTMAN

(A) (D) (B) (C) (E) (F) Name and Title Average Position (do not check more Reportable Reportable Estimated compensation hours per than one box, unless compensation amount of other week (list person is both an officer from the from related compensation

and Independent Contractors

BOARD MEMBER

JUDY RAMELLA

BOARD MEMBER

VICKI J RASPA

BOARD MEMBER

BOARD MEMBER

ANDRE REUTER

BOARD MEMBER

BOARD MEMBER

XINA RIM PA

RONELLE RAY

| | any hours | | | | | ustee) | | organization | organizations | ns from the | |
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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| VENUS PROFFER PA BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| ROSE PUJOL BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| TREVOR D PUSKAR BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| MANUEL A OUTROS | 0 50 | | | | | | | | | | |

| BOARD MEMBER | | | | | | | | |
|-----------------|------|-----|---|--|---|-----|-----|--|
| TREVOR D PUSKAR | 0 50 | l 🗸 | | | | | 0 | |
| BOARD MEMBER | | ^ | | | | | 0 | |
| MANUEL A QUIROS | 0 50 | I ↓ | | | | | 0 | |
| BOARD MEMBER | | _ ^ | | | | | | |
| MARIA RAIMUNDO | 0 50 | | | | | | | |
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(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) any hours organization organizations from the

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| LORI C RIVERA BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 | |
| RIGOBERTO RODRIGUEZ BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| JOAN ROGERS BOARD MEMBER | 0 50 | X | | | | | | 0 | 0 | 0 | |
| KAREN ROLLAND BOARD MEMBER | 0 50 | X | | | | | | 0 | 0 | 0 | |
| FILOMENA J ROSE | 0 50 | | | | | | | | | | |

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BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

MARK SADEK PA

BOARD MEMBER

GUY SANCHEZ JR

BOARD MEMBER

BOARD MEMBER

JULIO A SANCHEZ

TRACIE L RUFFOLO

.......

STEVE RUDNIANYN II

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average compensation hours per than one box, unless compensation amount of other person is both an officer from the week (list from related compensation

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

TIMOTHY H SENNETT

BOARD MEMBER

BRIAN SHARPE

BOARD MEMBER

CARL SHENNING

BOARD MEMBER

BOARD MEMBER

WILL SHEPHERD

BOARD MEMBER

BOARD MEMBER

SAAID SIDAN

CATHLEEN R SHEPHERD

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| | any hours | | | | | ustee | | organization | organizations | from the | |
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| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| TOM SCAGLIONE LLC BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| MICHELE SCHAFER PA BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| JOHN R SCHMIDT BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| AMY K SEEKS | 0 50 | | | | | | | | | | |

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|----------------|------|----------------|---|---|---|---|---|
| BOARD MEMBER | | ,, | | | | Ů | , |
| JOHN R SCHMIDT | 0 50 | × | | | | n | 0 |
| BOARD MEMBER | | , and | | | | | J |
| AMY K SEEKS | 0 50 | l _v | | | | n | 0 |
| BOARD MEMBER | | _ ^ | | | | | 0 |

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

and Independent Contractors

DONNA M STOUT PA

HEATHER L SWANSON

MICHAEL B TAYLOR PA

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BOARD MEMBER

BOARD MEMBER

LAURE H TAYLOR

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BOARD MEMBER

SIMONA TESSARO

BOARD MEMBER

| | any hours | and | a dır | recto | or/tr | ustee) |) | organization | organizations | from the |
|-----------------------------------|-------------------------------------------------------|-----|-----------------------|---------|--------------|---------------------|--------|----------------------|----------------------|----------------------------------------------|
| | for related organizations below dotted line) | | Institutional Trustee | Officer | key employee | Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| CHRISTEL SILVER BOARD MEMBER | 0 50 | × | | | | | | 0 | 0 | 0 |
| KENNETH SILVERMAN BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 |
| PATRICK SIMM PA BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 |
| JACQUELINE M SMITH | 0 50 | × | | | | | | 0 | 0 | 0 |

| PATRICK SIMM PA | 0 50 | | | | n | |
|--------------------|------|-----|--|--|---|---|
| BOARD MEMBER | | _ ^ | | | | 1 |
| JACQUELINE M SMITH | 0 50 | | | | n | |
| BOARD MEMBER | | | | | | |
| DJ SNAPP III | 0 50 | × | | | 0 | |
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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

| | 1 6 1 ! | l | | | , | , | · | 1 (1) 3 (4 000 | 1 11 24 200 | organization and related organizations | |
|------------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|---------|--------------|----------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | ee voldme Highest compensated | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | | |
| JOHN A TOMLIN BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| R E TONKINSON BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| JEFFERY K TWIGG JR BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | 0 | |
| SHEREEN M VAHABZADEH BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 0 | |
| JULIE C VAN PELT | 0 50 | | | | | | | | | | |

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BOARD MEMBER

KATHY LEA VAN WERT

TERRILYN VANGORDER PA

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BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

BOARD MEMBER

H B WARREN II

BOARD MEMBER

LISA VIZCAINO PA

MADELINE H VEISSI

and Independent Contractors

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation amount of other hours per compensation person is both an officer week (list from the from related compensation

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

| | any hours | and | l a dıı | recto | r/tr | ustee |) | organization | organizations | from the | |
|-------------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|-------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|
| | for related organizations below dotted line) | individual trustee or director | Institutional Trustee | | Key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | |
| WILLIAM A WATSON JR BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | | |
| ROBIN L WEBB BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | 1 | |
| PATRICIA K WEEKS BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | | |
| URSULA S WEINKAUFF | 0 50 | × | | | | | | 0 | 0 | 1 | |

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BOARD MEMBER MARIA S WELLS

BOARD MEMBER

BRAD WESTOVER

BOARD MEMBER

BOARD MEMBER

DAVID J WIGODA

BOARD MEMBER

JOHN D WILEY

BOARD MEMBER

BOARD MEMBER

DEBBIE H WILLIAMS

E WAYNE WIGGINS

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and Independent Contractors

(A) (D) (B) (C) (E) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other week (list person is both an officer from the from related compensation

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

| | any hours | and | l a dı | recto | - | ustee | | organization | organizations | from the | | |
|------------------------------------------|----------------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|--|--|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations | | |
| JAMES A WILLIAMS III PA BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | (| | |
| KEVIN M WILLIAMSON BOARD MEMBER | 0 50 | x | | | | | | 0 | 0 | (| | |
| LESLEY WILSON VANGOETHEM BOARD MEMBER | 0 50 | х | | | | | | 0 | 0 | (| | |
| ALBERT A VAROR BA | 0.50 | | i – | | | | | | | | | |

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| KEVIN M WILLIAMSON | | X | | | 0 | |
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| BOARD MEMBER | | | | | | |
| LESLEY WILSON VANGOETHEM | 0 50 | ., | | | | |
| BOARD MEMBER | | X | | | U | |
| ALBERT A YABOR PA | 0 50 | _ | | | 0 | |
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and Independent Contractors

ALFREDO YAFFE

BOARD MEMBER

HOLLY J YOUNG

BOARD MEMBER

LEE A ZERIVITZ

....... BOARD MEMBER

CHERYL LAMBERT

BOARD MEMBER

BOARD MEMBER

WILLIAM MARTIN

ERIC SAIN

CEO

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(A) (D) (E) (B) (C) (F) Name and Title Position (do not check more Reportable Reportable Estimated Average than one box, unless compensation hours per compensation amount of other person is both an officer week (list from the from related compensation and a director/trustee) any hours organization organizations from the

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

| | £ | | | | • | | | 1 11 2/1000 | (14, 24,000 | |
|------------------------------|-------------------------------------------------------|-----------------------------------|-----------------------|---------|--------------|------------------------------|--------|----------------------|----------------------|----------------------------------------------|
| | for related organizations below dotted line) | Individual trustee or director | Institutional Trustee | Officer | key employee | Highest compensated employee | Former | (W- 2/1099- MISC) | (W- 2/1099- MISC) | organization and related organizations |
| MARIA WELLS PRESIDENT | 8 00 | | | × | | | | 0 | 0 | 0 |
| CHRISTINE HANSEN PRESIDENT - | 8 00 | | | x | | | | 0 | 0 | 0 |
| BARRY M GROOMS TREASURER | 8 00 | | | x | | | | 0 | 0 | 0 |
| ERIC SAIN VICE PRESIDE | 8 00 | | | × | | | | 0 | 0 | 0 |
| CHERYL LAMBERT SECRETARY | 8 00 | | | х | | | | 0 | 0 | 0 |

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202,952

184,328

170,966

160,248

27,612

34,831

19,031

27,631

31,026

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| Entre State |
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| VICE PRESIDE |
| CHERYL LAMBERT |
| SECRETARY |
| MARGY GRANT |

GENERAL COUN

VP OF COMMUN

VP OF PUBLIC

VP OF FINANC

ERIC FORSMAN

VP OF TECH S

CARRIE O'ROURKE

DAVID GARRISON

JEFF ZIPPER

and Independent Contractors

and Independent Contractors (A)

LOUIS GOLDMAN

LEGAL COUNSE

Name and Title

| hours per week (list any hours for related organizations below dotted line) |
|-----------------------------------------------------------------------------------------------|
| 40 00 |
| |

(B)

Average

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees,

Institutio

Position (do not check more than one box, unless person is both an officer and a director/trustee) employee

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Reportable compensation from the organization (W- 2/1099-MISC) 150,947

(D)

(E)

Reportable

compensation

from related

organizations (W- 2/1099-

MISC)

organization and related organizations

23,097

(F)

Estimated

amount of other

compensation

from the

SCHEDULE C

• Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C

Political Campaign and Lobbying Activities

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

DLN: 93493310016978

Open to Public Inspection

OMB No 1545-0047

Department of the Treasury Internal Revenue Service

EZ)

(Form 990 or 990-

▶Complete if the organization is described below. ▶Attach to Form 990 or Form 990-EZ. ▶Information about Schedule C (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990. If the organization answered "Yes" on Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

• 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 Comple | | 000 EZ B 11/1 I | 47 (1 1 1 | | | | | |
|---------------------------|---------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------|--------------------------------|-----------------------------------------------------|---------------------------------------------|----------------------------------------|----------------------------------------------------------------------------|--|
| | | on Form 990, Part IV, Line 4, or Form 9 at have filed Form 5768 (election under | | | | | art II-F | 3 | |
| • : | Section 501(c)(3) organizations the | at have NOT filed Form 5768 (election u | nder section 501(h | i)) Complete | Part II-B Do | o not comp | lete Pa | art II-A | |
| | | on Form 990, Part IV, Line 5 (Proxy Ta | x) (see separate i | nstructions | or Form 99 | 00-EZ, Part | V, line | e 35c | |
| | xy Tax) (see separate instructio Section 501(c)(4), (5), or (6) organ | | | | | | | | |
| Nar | me of the organization | | | E | mployer ide | entificatio | n num | ber | |
| FLO INC | RIDA ASSOCIATION OF REALTORS | | | | 9-0245475 | | | | |
| Par | t I-A Complete if the orga | anization is exempt under section | on 501(c) or is | | | nization. | | | |
| 1 | <u> </u> | enization's direct and indirect political ca | | | | | ion of | | |
| 2 | Political campaign activity expen | nditures (see instructions) | | | > | \$ | | | |
| 3 | Volunteer hours for political cam | paign activities (see instructions) | | | | | | | |
| Par | t I-B Complete if the orga | anization is exempt under section | on 501(c)(3). | | | | | | |
| 1 | Enter the amount of any excise | tax incurred by the organization under s | ection 4955 | | > | \$ | | | |
| 2 | Enter the amount of any excise | tax incurred by organization managers t | ınder section 4955 | | > | \$ | | | |
| 3 | If the organization incurred a se | | | Yes | □ No | | | | |
| 4a Was a correction made? | | | | | | | | | |
| b | If "Yes," describe in Part IV | | | | -04/ \/ | | | | |
| | <u> </u> | anization is exempt under section | | - | | - | | | |
| 1 | , , | ded by the filing organization for section | • | | | \$ | | | |
| 2 | Enter the amount of the filing or function activities | ganization's funds contributed to other o | organizations for se | ection 527 e: | xempt ► | \$ | | | |
| 3 | Total exempt function expenditu | res Add lines 1 and 2 Enter here and o | on Form 1120-POL, | lıne 17b | > | \$ | | | |
| 4 | Did the filing organization file Fo | orm 1120-POL for this year? | | | | | Yes | ☑ No | |
| 5 | organization made payments For of political contributions received | employer identification number (EIN) o or each organization listed, enter the am d that were promptly and directly deliver tee (PAC) If additional space is needed, | iount paid from the red to a separate p | filing organ olitical orgai | ızatıon's fund nızatıon, such | ds Also ent | er the | | |
| | (a) Name | (b) Address | (c) EIN | filing or funds If | unt paid from ganization's none, enter -0- | contrib and directl sep- organi | outions promp y deliv arate p | of political received otly and ered to a political If none, | |
| (1) REAl | TORS POLITICAL ADVOCACY CMMTE | 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 | | | | | | 10,000 | |
| (2) <i>F</i> | AMENDMENT 2 IS FOR EVERYBODY | 1563 CAPITAL CIRCLE SE 111 TALLAHASSEE, FL 32301 | | | | | | 60,000 | |
| 3 | | | | | | | | | |
| 4 | | | | | | | | | |
| 5 | | | | | | | | | |
| 6 | | | | | | | | | |
| or P | aperwork Reduction Act Notice, see | the instructions for Form 990 or 990-EZ. | Cat | No 50084S | Schedule C | C (Form 990 | or 990 |)-EZ) 2017 | |

2a Lobbying nontaxable amount Lobbying ceiling amount (150% of line 2a, column(e)) Total lobbying expenditures Grassroots nontaxable amount Grassroots ceiling amount (150% of line 2d, column (e)) Grassroots lobbying expenditures For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying

Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?

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

Schedule C (Form 990 or 990-EZ) 2017

activity

Volunteers?

Media advertisements?

Mailings to members, legislators, or the public?
Publications, or published or broadcast statements?
Grants to other organizations for Johnving purposes?

1

(b)

Amount

(a)

No

Yes

| | Grants to other organizations for lobbying purposes? | - 1 | | | |
|--------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------|--------------|------------------------------|------------------------------------------|
| 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 | Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? | | | | |
| b | If "Yes," enter the amount of any tax incurred under section 4912 | | | | |
| С | If "Yes," enter the amount of any tax incurred by organization managers under section 4912 | | | | |
| d | If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? | | | | |
| Par | t III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(501(c)(6). | (5), or | section | | |
| | | | | Yes | No |
| 1 | Were substantially all (90% or more) dues received nondeductible by members? | | 1 | | No |
| 2 | Did the organization make only in-house lobbying expenditures of \$2,000 or less? | | 2 | | No |
| 3 | Did the organization agree to carry over lobbying and political expenditures from the prior year? | | 3 | Yes | |
| 1 2 | Dues, assessments and similar amounts from members | 1 | | | |
| 1 | Dues, assessments and similar amounts from members | 4 | | | |
| | Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political | | | 26,2 | 239,695 |
| a | Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid). | | | · | <u> </u> |
| n | expenses for which the section 527(f) tax was paid). Current year | 2a | | 3,4 | 168,643 |
| D | expenses for which the section 527(f) tax was paid). Current year Carryover from last year | 2a 2b | | 3,4 -19,4 | 168,643 183,214 |
| р с 3 | expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total | 2a 2b 2c | | 3,4 -19,4 -16,0 | 468,643 483,214 014,571 |
| c 3 4 | expenses for which the section 527(f) tax was paid). Current year Carryover from last year | 2a 2b | | 3,4 -19,4 -16,0 | 168,643 183,214 |
| 3 | expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does | 2a 2b 2c | | 3,4 -19,4 -16,0 | 468,643 483,214 014,571 |
| 3 | expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political | 2a 2b 2c 3 | | 3,4 -19,4 -16,0 6,1 | 468,643 483,214 014,571 |
| 3 4 5 | expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year? | 2a 2b 2c 3 | | 3,4 -19,4 -16,0 6,1 | 468,643 183,214 014,571 145,977 |
| 3 4 5 Pro | expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year? Taxable amount of lobbying and political expenditures (see instructions) | 2a 2b 2c 3 4 5 | A, lines 1 a | 3,2 -19,4 -16,0 6,: | 468,643 483,214 014,571 L45,977 |
| 3 4 5 Pro | expenses for which the section 527(f) tax was paid). Current year Carryover from last year Total Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year? Taxable amount of lobbying and political expenditures (see instructions) art IV Supplemental Information vide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, Part II-A (affiliated group list), Face of the part I-A (affiliated group list). | 2a 2b 2c 3 4 5 | A, lines 1 a | 3,2 -19,4 -16,0 6,: | 468,643 483,214 014,571 L45,977 |

GOVERNMENT BY ENCOURAGING AND STIMULATING REALTORS AND OTHERS TO TAKE A MORE ACTIVE AND EFFECTIVE PART IN GOVERNMENT AFFAIRS, TO ENCOURAGE REALTORS AND OTHERS TO UNDERSTAND THE NATURE AND ACTION OF THEIR GOVERNMENT, AND TO SUPPORT CANDIDATES FOR

efile GRAPHIC print - DO NOT PROCESS As Filed Data -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: 93493310016978 OMB No 1545-0047

Open to Public

Department of the Treasury

(Form 990)

▶ Attach to Form 990.

Information about Schedule D (Form 990) and its instructions is at www.irs.gov/form990. Internal Revenue Service Inspection Name of the organization **Employer identification number** FLORIDA ASSOCIATION OF REALTORS 59-0245475 Part I 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 1 Total number at end of year 2 Aggregate value of contributions to (during year) 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 ☐ No 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? 🗌 Yes 🗌 No Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 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 Total acreage restricted by conservation easements 2b Number of conservation easements on a certified historic structure included in (a) 2c 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 ▶ 5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes 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)? 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. Part III 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 following amounts relating to these items (i) Revenue included on Form 990, Part VIII, line 1

Assets included in Form 990, Part X For Paperwork Reduction Act Notice, see the Instructions for Form 990. Cat No 52283D

following amounts required to be reported under SFAS 116 (ASC 958) relating to these items

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the

(ii) Assets included in Form 990, Part X

Revenue included on Form 990, Part VIII, line 1

Schedule D (Form 990) 2017

| Pai | t III | Organizations Maintaining C | ollections of | Art, Histor | ical T | reası | ires, or Othe | r Similar A | ssets (co | ntınued) | |
|------------|--------|-------------------------------------------------------------------------------------|-------------------|-----------------------------------------|-----------|-------------|------------------|----------------|--------------|----------------------|---------|
| 3 | | ng the organization's acquisition, access ns (check all that apply) | ion, and other r | ecords, check | any of | the fo | llowing that are | a significant | use of its o | collection | |
| а | | Public exhibition | | d | | Loan | or exchange pr | ograms | | | |
| b | | Scholarly research | | е | | Othe | r | | | | |
| С | | Preservation for future generations | | | | | | | | | |
| 4 | | ride a description of the organization's o | collections and e | explain how th | ney furt | her the | e organization's | exempt purpo | ose in | | |
| 5 | | ing the year, did the organization solicitets to be sold to raise funds rather than | | | | | | imilar | ☐ Yes | □ No | |
| Pa | rt IV | Escrow and Custodial Arrang Complete if the organization an X, line 21. | | on Form 99 | 0, Part | : IV, lı | ne 9, or repor | ted an amo | unt on Fc | orm 990, P | art |
| 1a | | ne organization an agent, trustee, custo uded on Form 990, Part X? | dıan or other ın | termediary fo | r contri | bution | s or other asset | s not | ☐ Yes | □ No | |
| b | If "Y | es," explain the arrangement in Part X | III and complete | e the following | g table | | | P | Mount | | • |
| c | Begı | inning balance | | | | | 1c | | | | |
| d | Addı | itions during the year | | | | | 1d | | | | |
| е | Dıstı | ributions during the year | | | | | 1e | | | | |
| f | Endi | ing balance | | | | | 1f | | | | |
| 2 a | Did t | the organization include an amount on | Form 990, Part | X, line 21, for | r escrov | v or cu | stodial account | liability? | ☐ Yes | □ No | |
| b | If "Y | es," explain the arrangement in Part XI | III Check here i | if the explana | tion ha | s been | provided in Par | t XIII | | | |
| Pä | art V | Endowment Funds. Complete | ıf the organız | ation answe | red "Y | es" oı | n Form 990, P | art IV, line : | 10. | | |
| | | | (a)Current | year (b) | Prior yea | ar | (c)Two years bac | k (d)Three ye | ars back (| e) Four years | back |
| | - | ning of year balance | | | | | | | | | |
| b | Contr | ibutions | | | | | | | | | |
| С | Net in | nvestment earnings, gains, and losses | | | | | | | | | |
| d | Grant | s or scholarships | | | | | | | | | |
| е | | expenditures for facilities programs | | | | | | | | | |
| f | Admır | nistrative expenses | | | | | | | | | |
| g | End o | f year balance | | | | | | | | | |
| 2 a | | vide the estimated percentage of the cu rd designated or quasi-endowment ▶ | rrent year end b | palance (line 1 | 1g, colu | mn (a |)) held as | | | | |
| b | | manent endowment ► | | | | | | | | | |
| | | porarily restricted endowment | | | | | | | | | |
| С | | percentages on lines 2a, 2b, and 2c sh | ould equal 100% | 6 | | | | | | | |
| За | Are | there endowment funds not in the poss | | | at are h | ield an | d admınıstered | for the | | Yes | No |
| | _ | unrelated organizations | | | | | | | 3a(| | |
| | (ii) | related organizations | | | | | | | 3a(| ii) | |
| b | | 'es" on 3a(11), are the related organizati | | | | ? . | | | . 3I |) | |
| 4 | | cribe in Part XIII the intended uses of t | | s endowment | funds | | | | | | |
| Pa | rt VI | | | on Forms 00: | Λ D=-' | . T\ / - I- | no 112 C 5 | | - سنا ∨ بسری | . 10 | |
| | Desc | Complete if the organization an ription of property (a) Cost or | | on Form 990 (b) Cost or othe | | | | | | Book value | |
| | Desc | (invest | | (2) Cost of other | | ouiei) | (c) Accumulate | a acpreciation | ,,, | , Dook value | |
| 1a | Land | | | | 1,0 | 70,517 | | | | 1,0 | 070,517 |
| b | Buıldı | ngs | | | 8,4 | 45,493 | | 7,643,958 | | 3 | 301,535 |
| С | Lease | chold improvements | | | | | | | | | |
| d | Equip | ment | | | 5,5 | 16,344 | | 4,781,523 | | 7 | 734,821 |
| е | Other | · | | | | | | | | | |
| Tat | -I Ad- | d lines 12 through 10 (Column (d) must | ogual Form 004 | O Dart V cal | imn (D) | line | 10(a) | _ | | | 506.072 |

| Part VII Investments—Other Securities. Complete if the of See Form 990, Part X, line 12. | organization ai | nswered "Yes" or | າ Form 990, Part IV, line | e 11b. |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------|-----------------------|--------------------------------------------------------|------------|
| (a) Description of security or category (including name of security) | (b) Boo valu | k Cos | (c) Method of valuation st or end-of-year market va | lue |
| (1) Financial derivatives (2) Closely-held equity interests (3)Other | · · · | | | |
| (A) | | | | |
| (B) | | | | |
| (C) | | | | |
| (D) | | | | |
| (E) | | | | |
| (F) | | | | |
| (G) | | | | |
| (H) | | | | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 12) | b | | | |
| Part VIII Investments—Program Related. Complete if the organization answered 'Yes' on Fori | m 990, Part IV | , line 11c. See F | orm 990, Part X, line 13 | 3. |
| (a) Description of investment | (b) Book val | lue | (c) Method of valuation st or end-of-year market va | |
| (1) | | | , | |
| (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 'Ye (a) Description | es on Form 990, | , Part IV, line IIu | | Book value |
| (1) | | | | |
| (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 answer. | wered 'Yes' on | Form 990, Part | ▶ IV, line 11e or 11f. | |
| See Form 990, Part X, line 25. 1. (a) Description of liability | (b |) Book value | | |
| (1) Federal income taxes DEFERRED COMPENSATION PLAN PAYABLE | | 171 270 | - | |
| (2) | | 171,270 | - | |
| (3) | | | - | |
| (4) | | | - | |
| (5) | | | - | |
| (6) | | | - | |
| (7) | | | - | |
| (8) | | | - | |
| (9) | | | - | |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 25) | <u> </u> | 171,270 | - | |
| 2. Liability for uncertain tax positions. In Part XIII, provide the text of thorganization's liability for uncertain tax positions under FIN 48 (ASC 740) | | e organization's fina | | _ |
| organization a nability for uncertain tax positions under FIN 48 (ASC 740) | , check here if i | the text of the 100t | note has been brovided in i | air ∨111 🔼 |

Part XI

2

b

c d

e

3

Schedule D (Form 990) 2017

Amounts included on line 1 but not on Form 990, Part VIII, line 12 Net unrealized gains (losses) on investments

Page 4

1,817,151

33,278,691

33,278,691

Schedule D (Form 990) 2017

4 Amounts included on Form 990, Part VIII, line 12, but not on line 1 Investment expenses not included on Form 990, Part VIII, line 7b . 4a 4b b Add lines **4a** and **4b** 4c c

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return

2a

2b

2c

2d

1,817,151

2e

3

Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return. Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a. 1

Total revenue Add lines 3 and 4c. (This must equal Form 990, Part I, line 12) 5 5 2 Amounts included on line 1 but not on Form 990, Part IX, line 25 Donated services and use of facilities . . . 2a 2b 2c c

24,286,293 Other (Describe in Part XIII) 2d d Add lines 2a through 2d 2e 3 Amounts included on Form 990, Part IX, line 25, but not on line 1:

24,286,293 3 4 Investment expenses not included on Form 990, Part VIII, line 7b . . . 4a 4b b Add lines **4a** and **4b** 4c 5 Total expenses Add lines 3 and 4c. (This must equal Form 990, Part I, line 18) 5 24.286.293

Part XIII **Supplemental Information** Provide 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, lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provide any additional information

Return Reference Explanation See Additional Data Table

| Page 5 | | Schedule D (Form 990) 2017 |
|---------------|----------------------|-----------------------------|
| | ormation (continued) | Part XIII Supplemental Info |
| | Explanation | Return Reference |
| | | |
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Schedule D (Form 990) 2017

Additional Data

Software ID: Software Version:

EIN: 59-0245475

Name: FLORIDA ASSOCIATION OF REALTORS

THAT NO UNCERTAIN TAX POSITIONS REQUIRING RECOGNITION HAVE OCCURRED THE ASSOCIATION IS NO LONGER SUBJECT TO FEDERAL OR STATE INCOME TAX EXAMINATIONS BY TAX AUTHORITIES FOR FISCAL

INC

Supplemental Information

| Dappicinicital Information | |
|----------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Return Reference | Explanation |
| SCHEDULE D, PAGE 3, PART X | THE ASSOCIATION IS EXEMPT FROM FEDERAL INCOME TAX AS AN ORGANIZATION DESCRIBED IN SECTION 501 (C)(6) OF THE INTERNAL REVENUE CODE AND FROM STATE INCOME TAX UNDER SIMILAR PROVISIONS PURSUANT TO FLORIDA LAW ACCORDINGLY, NO PROVISION OR LIABILITY FOR INCOME TAXES HAS BEEN RECORDED IN THE ACCOMPANYING FINANCIAL STATEMENTS THE ASSOCIATION ACCOUNTS FOR INCOME TAXES IN ACCORDANCE WITH FINANCIAL ACCOUNTING STANDARDS BOARD ACCOUNTING STANDARDS CODIFICAT ION ("FASB ASC") 740, INCOME TAXES, WHICH CLARIFIES THE ACCOUNTING AND DISCLOSURE REQUIREM ENTS FOR UNCERTAINTY IN TAX POSITIONS IT REQUIRES A TWO-STEP APPROACH TO EVALUATE TAX POSITIONS AND DETERMINE IF THEY SHOULD BE RECOGNIZED IN THE FINANCIAL STATEMENTS THE TWO-STE P APPROACH INVOLVES RECOGNIZING ANY TAX POSITIONS THAT ARE MORE LIKELY THAN NOT TO OCCUR A ND THEN MEASURING THOSE POSITIONS TO DETERMINE IF THEY ARE RECOGNIZABLE IN THE FINANCIAL S TATEMENTS MANAGEMENT REGULARLY REVIEWS AND ANALYZES ALL TAX POSITIONS AND HAS DETERMINED |

YEARS PRIOR TO 2014

| efile GRAPHIC print | - DO NOT PROCESS | As Filed Data - | | | | | DLN: 93493310016978 |
|------------------------------------------------------------------------------------|-----------------------------------------------------------|------------------------------------------|---------------------------------------------------------------------------------------------------|------------------------------------------------|-------------------------------------------------------------|--------------------------------|---------------------------------------------------|
| Schedule I (Form 990) Department of the Treasury Internal Revenue Service | Con | Governments a | other Assistance and Individuals tion answered "Yes," o Attach to Form I (Form 990) and its i | s in the Unite on Form 990, Part IV 990. | d States , line 21 or 22. | | OMB No 1545-0047 2017 Open to Public Inspection |
| Name of the organization FLORIDA ASSOCIATION O | F REALTORS | | | | | | er identification number |
| INC | | | | | | 59-0245 | 5475 |
| Part I General I | nformation on Grants | and Assistance | | | | | |
| the selection criteria Describe in Part IV | a used to award the grants the organization's procedur | or assistance? es for monitoring the use | e of grant funds in the Un | ited States | | | ☑ Yes ☐ No |
| | Other Assistance to Dom more than \$5,000 Part II | | | nts. Complete if the oi | rganızatıon answered "Yes" | on Form 990, Pa | rt IV, line 21, for any recipient |
| (a) Name and addres organization or government | s of (b) EIN | (c) IRC section (if applicable) | (d) Amount of cash grant | (e) Amount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Descripti noncash assis | |
| (1) FLORIDA REALTORS EDUCATION FOUNDATION PO BOX 725025 ORLANDO, FL 32872503 | 27-1388782 | 501C3 | 178,032 | | | | GRANT SCHOLARSHIPS |
| (2) FLORIDA REALTORS SIL ANGELS FUND FOUNDATION PO BOX 725025 ORLANDO, FL 32872502 | | 501C3 | 30,000 | | | | GRANT |
| 2 Enter total number | of section 501(c)(3) and go | vernment organizations | listed in the line 1 table . | | | | > |
| 3 Enter total number | of other organizations listed | d in the line 1 table | | | | | |
| For Paperwork Reduction A | ct Notice, see the Instruction | ns for Form 990. | | Cat No. 50055 | iP | | Schedule I (Form 990) 2017 |

| Schedule I (Form 990) 2017 | | | | | Page 2 |
|--------------------------------------------------------------------|--------------------------|--------------------------|----------------------------------|-------------------------------------------------------|---------------------------------------|
| Part III Grants and Other Assistan Part III can be duplicated if a | | als. Complete if the org | ganızatıon answered "Yes' | on Form 990, Part IV, line 22 | - |
| (a) Type of grant or assistance | (b) Number of recipients | (c) Amount of cash grant | (d) Amount of noncash assistance | (e) Method of valuation (book, FMV, appraisal, other) | (f) Description of noncash assistance |
| (1) | | | | | |
| (2) | | | | | |
| (3) | | | | | |
| (4) | | | | | |
| (5) | | | | | |
| (6) | | | | | |
| (7) | | | | | |
| Part IV Supplemental Infor | mation. Provide the inf | ormation required in | Part I, line 2; Part III | , column (b); and any other a | dditional information. |
| Return Reference Expl | anation | | | | |
| SCHEDULE I, PAGE 1, PART I, LINE THE F | PROGRAM AND DISBURSEM | ENTS ARE SUPERVISED | O AND MONITORED BY TH | HE VICE PRESIDENT OF COMMUNIC | CATIONS |

Schedule I (Form 990) 2017

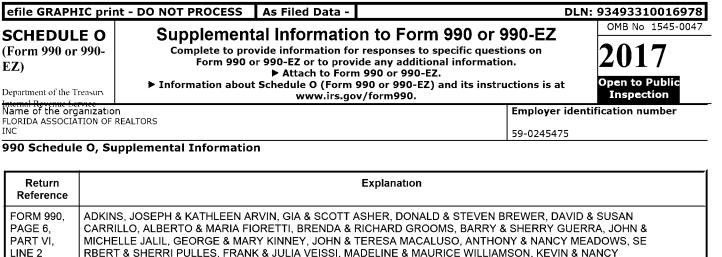
| efil | e GRAPHIC pi | rint - DO NOT PROCESS | As Filed Data | ta - | DLN: 934 | 19331 | 0016 | 978 |
|-------|-------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|-------------|--------|------|
| Sch | nedule J | Co | mpensati | ion Information | 00 | 1B No | 1545-0 | 0047 |
| • | m 990) tment of the Treasury | ► Complete if the org | Compensa anization answ ► Attach | Trustees, Key Employees, and Hig ated Employees wered "Yes" on Form 990, Part IV h to Form 990. J (Form 990) and its instructions | 7, line 23. | 2 () | | |
| • | al Revenue Service | 7 Zinormation as | | s.gov/form990. | | | ectio | |
| | me of the organiz RIDA ASSOCIATION | | | | Employer identificat | tion nu | ımber | |
| Pa | rt I Questi | ons Regarding Compensat | tion | | | | | |
| 1a | | | | of the following to or for a person listency relevant information regarding the | | | Yes | No |
| | Travel for | s or charter travel r companions nification and gross-up payments nary spending account | ; | Housing allowance or residence for Payments for business use of perso Health or social club dues or initiat Personal services (e g , maid, chau | onal residence ion fees | | | |
| b | or provision of a | all of the expenses described abo | ve? If "No," com | • | nent or reimbursement | 1b | | |
| 2 | | | | or allowing expenses incurred by all or, regarding the items checked in lin | e 1a? | 2 | | |
| 3 | organization's Cused by a relate Compens Independ Form 990 | EO/Executive Director Check all ed organization to establish comp ation committee ent compensation consultant of other organizations | that apply Do rensation of the | ed to establish the compensation of t not check any boxes for methods CEO/Executive Director, but explain Written employment contract Compensation survey or study Approval by the board or compensation A, line 1a, with respect to the | in Part III | | | |
| | related organiza | | , | | g 0. g | | | |
| a | | ance payment or change-of-cont | | 16 1 | | 4a | | No |
| b | • | r receive payment from, a supple | • | • | | 4b 4c | | No |
| С | • | r receive payment from, an equi of lines 4a-c, list the persons and | | plicable amounts for each item in Pai | t III | 40 | | No_ |
| 5 | For persons liste | e), 501(c)(4), and 501(c)(29) ed on Form 990, Part VII, Section ontingent on the revenues of | n A, line 1a, did | must complete lines 5-9. the organization pay or accrue any | | | | |
| а | The organization | n [?] | | | | 5a | | |
| b | Any related orga If "Yes," on line | anızatıon? 5a or 5b, describe in Part III | | | | 5b | | |
| 6 | | ed on Form 990, Part VII, Sectio ontingent on the net earnings of | | the organization pay or accrue any | | | | |
| а | The organization | n? | | | | 6 a | | |
| b | Any related org | | | | | 6b | | |
| | • | 6a or 6b, describe in Part III | | | | | | |
| 7 | | ed on Form 990, Part VII, Section escribed in lines 5 and 67 If "Yes | | the organization provide any nonfixe art III | ed | 7 | | |
| 8 | | | | ared pursuant to a contract that was section 53 4958-4(a)(3)? If "Yes," c | lescribe | 8 | | |
| 9 | If "Yes" on line 53 4958-6(c)? | 8, did the organization also follo | w the rebuttable | e presumption procedure described in | Regulations section | 9 | | |
| For F | Panerwork Redu | uction Act Notice, see the Ins | tructions for Fo | orm 990. Cat No | 50053T Schedule J | (Form | 990) | 2017 |

Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use duplicate copies if additional space is needed. Part II For each individual whose compensation must be reported on 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 (A) Name and Title (B) Breakdown of W-2 and/or 1099-MISC compensation (C) Retirement and (D) Nontaxable (E) Total of columns (F) Compensation in other deferred column (B) reported benefits (B)(i)-(D)(ii) Bonus & incentive (i) Base (iii) Other compensation as deferred on prior compensation compensation reportable Form 990 compensation 1 WILLIAM MARTIN 449,853 (i) 40,000 16,000 10,000 515.853 CEO (ii) 2 MARGY GRANT 225,490 (i) 13,765 10,868 16,744 266,867 GENERAL COUNSEL (ii) 3 JEFF ZIPPER 196,070 (i) 6,882 13,648 21,183 237,783 VP OF COMMUNICATIONS (ii) 4 CARRIE O'ROURKE 174,131 (i) 10,197 12,298 6,733 203,359 VP OF PUBLIC POLICY (ii) 5 DAVID GARRISON 162,808 (i) 8,158 10,887 16,744 198,597 VP OF FINANCE (ii) 6 ERIC FORSMAN 151,411 (i) 8,837 11,182 19,844 191,274 VP OF TECH SERVICES (ii) 7 LOUIS GOLDMAN 147,548 (i) 3,399 9,792 13,305 174,044 LEGAL COUNSEL

(ii)

Schedule J (Form 990) 2017 Page 3 Part III Supplemental Information Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II Also complete this part for any additional information Return Reference Explanation

Schedule 1 (Form 990) 2017



Explanation Return Reference

LINE 11B

FORM 990. THE ORGANIZATION'S VP OF FINANCE AND THE CONTROLLER REVIEW THE 990 BEFORE IT IS SENT TO THE IRS PAGE 6.

PART VI.

Return Explanation
Reference

LINE 12C

FORM 990, THE ORGANIZATION REQUIRES THE BOARD OF DIRECTORS TO PROVIDE ANY CONFLICTS OF INTEREST IN WRITING PAGE 6, PART VI,

Return Explanation
Reference

FORM 990, DATA IS PROVIDED BY INDEPENDENT RESEARCH FIRMS TO THE HUMAN RESOURCES DEPARTMENT WHO THEN PAGE 6, MAKES A DETERMINATION BASED ON THE COMPARABILITY DATA

PART VI, LINE 15A

Return Explanation

FORM 990. PLEASE SEE RESPONSE TO PART VI. SECTION B. LINE 15A

LINE 15B

FORM 990, PLEASE SEE RESPONSE TO PART VI, SECTION B , LINE 15A
PAGE 6,
PART VI.

Return Explanation
Reference
FORM 990. ALL DOCUMENTS ARE POSTED ON THE ORGANIZATION'S WEBSITE

LINE 19

FORM 990, ALL DOCUMENTS ARE POSTED ON THE ORGANIZATION'S WEBSITE PAGE 6, PART VI.

| efile GRAPHIC print - DC | NOT PROCESS | As Filed Data - | | | | | | | | | | DLN: 93493 | 310016 | 978 |
|-------------------------------------------------------------------|------------------------------------|-----------------------|-----------------|-------------------------|--------------|----------------------------------|-----------------------------------|------------------|---------|---------------------------------------|---------|------------------------------------------|-----------------------------|---------------------------|
| SCHEDULE R (Form 990) | > (| Related O | _ | | s" on Form | 990, Part | | - | | 37. | | | 17 | |
| Department of the Treasury Internal Revenue Service | • | Information about S | chedule I | R (Form 990) |) and its in | structions | s is at <u>www</u> | .irs.gov/f | orm99(| <u>0</u> . | | Open to | Public ection | C |
| Name of the organization FLORIDA ASSOCIATION OF REALTOR INC | S | | | | | | | | | loyer identif 245475 | icatior | n number | | |
| | of Disregarded E | ntities Complete If t | he organ | ızatıon answ | ered "Yes | " on Form | 990, Part | IV, line 3 | | 2434/3 | | | | |
| Name, address, and | (a) EIN (if applicable) of disr | egarded entity | | (b) Primary a | | | c) nicile (state n country) | (d) Total inc | ome | (e) End-of-year as | ssets | (f Direct co ent | ntrolling | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| Part II Identification of related tax-exem | of Related Tax-Ex | | s Comple | te if the org | anızatıon | answered | "Yes" on F | orm 990, | Part I\ | /, line 34 be | cause | it had one or | more | |
| See Additional Data Table | | | | | | | | | | | | | | |
| Name, address, and | (a) d EIN of related organizat | ion | Prim | (b) ary activity | Legal dom | c) ncile (state n country) | Exempt Cod | | | (e) harity status in 501(c)(3)) | Dii | (f) rect controlling entity | Section (13) cor enti | 512(b) ntrolled ty? |
| | | | | | | | | | | | | | Yes | No |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| For Paperwork Reduction Ac | | | | | | t No 5013 | | | | | | edule R (Form | | |

| | | | 1 | | 1 | 1 | | | | ı . | | | |
|------------------------------------------------------------------------------------------|------------------|-----------------------------------|-----------------------------------------------|----------------------------------------|--------------------------------------------------------------------------------------|--------------------------------------------|-----------------------------|---------|-----------------------------|-------------------------------------------------------------|-----------------------------|-----------------|--------------------------------|
| (a) Name, address, and EIN of related organization | | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Direct controlling entity | (e) Predominant income(related unrelated, excluded fron tax under sections 512- 514) | d, total income | Share of end-of-year assets | Disprop | | (1) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065) | (j Gene mana parti | ral or iging | (k) Percenta ownersh |
| | | | | | 314) | | | Yes | No | | Yes | No | |
| | | | | | | | | | | | | | |
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| | | | | | | | | | | | | | |
| Identification of Related Organization because it had one or more related organizations. | | | | | | ization ans | wered "Yes | " on F | orm 99 | 90, Part IV, | line | 34 | |
| (a) | (b) | | (c) | | (d) | (e) | (f) | Т | (g) | (1 | 1) | Т | (1) |
| Name, address, and EIN of related organization | Primary activity | do (state | egal omicile or foreign untry) | | entity (C | pe of entity corp, S corp, or trust) | Share of total income | | e of end- year assets | of- Percel owne | | (1 | ction 51 3) contr entity |
| | | | unu y) | | | | | | | | | \ | res |
| | | | | | | | | | | | | | |
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| | | | | | | | | | | | | \top | \top |

| Schedule R (Form 9 | 0) 2017 | | | | | Pa | ge 3 |
|----------------------------------|----------------------------------------------------------------------------------------------|------------------------------|------------------------|--------------------------------|------------|---------|-------------|
| Part V Trans | actions With Related Organizations Complete If the organization answered | "Yes" on Form 990, Par | t IV, line 34, 35b | o, or 36. | | | |
| Note. Compl | te line 1 if any entity is listed in Parts II, III, or IV of this schedule | | | | | Yes | No |
| 1 During the tax y | ear, did the orgranization engage in any of the following transactions with one or more rela | ated organizations listed in | Parts II-IV? | | П | | |
| a Receipt of (i | interest, (ii)annuities, (iii) royalties, or(iv) rent from a controlled entity | | | | 1a | | No |
| b Gift, grant, c | capital contribution to related organization(s) | | | | 1b | Yes | |
| c Gıft, grant, o | capital contribution from related organization(s) | | | | 1c | | No |
| d Loans or loar | guarantees to or for related organization(s) | | | | 1d | | No |
| | guarantees by related organization(s) | | | | 1e | | No |
| f Dividends fro | n related organization(s) | | | | 1f | | No |
| g Sale of asset | to related organization(s) | | | | 1 g | | No |
| | ssets from related organization(s) | | | | 1h | | No |
| | ssets with related organization(s) | | | | 1 i | | No |
| j Lease of facil | les, equipment, or other assets to related organization(s) | | | | 1 j | | No |
| k Lease of faci | ties, equipment, or other assets from related organization(s) | | | | 1k | | No |
| | f services or membership or fundraising solicitations for related organization(s) | | | | 11 | | No |
| m Performance | f services or membership or fundraising solicitations by related organization(s) | | | | 1m | | No |
| n Sharing of fac | lities, equipment, mailing lists, or other assets with related organization(s) | | | | 1n | Yes | |
| o Sharing of pa | d employees with related organization(s) | | | | 10 | Yes | |
| p Reimbursem | nt paid to related organization(s) for expenses | | | | 1p | | No |
| q Reimbursem | nt paid by related organization(s) for expenses | | | | 1 q | | No |
| r Other transfe | of cash or property to related organization(s) | | | | 1r | | No |
| s Other transfe | of cash or property from related organization(s) | | | | 1s | | No |
| 2 If the answer | to any of the above is "Yes," see the instructions for information on who must complete th | ıs lıne, ıncludıng covered r | elationships and tra | ansaction thresholds | | | - |
| | (a) Name of related organization | (b) Transaction type (a-s) | (c) Amount involved | (d) Method of determining a | mount II | nvolved | I |
| (1)FLORIDA REALTOR FOUNDATION | EDUCATION | В | 178,032 | FMV | | | |
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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

| - See manaced organization See manaced on a regarding exclusion | | , countries p | a. c., c., 5,, p.s | | | | | | | | | | |
|-----------------------------------------------------------------|--------------------------------|-----------------------------------------------|----------------------------------------------------------------------------------------|-----|---------------------------------------------------|------------------------------------|------------------------------------------|--------------------------------------|----|-------------------------------------------------------------|--------------------------------|------|---------|
| (a) Name, address, and EIN of entity | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Predominant income (related, unrelated, excluded from tax under sections 512- 514) | | (e) e all partners section 501(c)(3) ganizations? | (f) Share of total Income | (g) Share of end-of-year assets | (h) Disproprtiona allocations? | | (1) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065) | (k) Percentage ownership | | |
| | | | 514) | Yes | No | | | Yes | No | | Yes | No | |
| | | | | | | | | | | | | | |
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Schedule R (Form 990) 2017 Part VII Supplemental Information Provide additional information for responses to questions on Schedule R (see instructions) Schedule R (Form 990) 2017 Software ID:

Software Version:

EIN: 59-0245475

Name: FLORIDA ASSOCIATION OF REALTORS

INC

| Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations | | | | | | | |
|------------------------------------------------------------------------------------|----------------------|-----------------------------------------------|----------------------------|---------------------------------------------------|-------------------------------|--------------------------------------------------------|----|
| (a) Name, address, and EIN of related organization | (b) Primary activity | (c) Legal domicile (state or foreign country) | (d) Exempt Code section | (e) Public charity status (if section 501(c) (3)) | (f) Direct controlling entity | (g) Section 512 (b)(13) controlled entity? | |
| | PAC | FL | 527 | | N/A | Yes | No |
| COMMITTEE 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 46-3247113 | | | | | N/A | | No |
| COMMITTEE OF FLORIDA 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 46-4233032 | PAC | FL | 527 | | N/A | | No |
| | PAC | FL | 501C6 | | N/A | | No |
| 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 59-2999043 | | | | | | | |
| COMMITTEE OF FLORIDA 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 46-4241001 | PAC | FL | 527 | | N/A | | No |
| INC 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 26-3184848 | PAC | FL | 527 | | N/A | | No |
| | PAC | FL | 527 | | N/A | | No |
| 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 26-3184911 | | | | | | | |
| FUND 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 59-3138956 | | FL | 501C3 | 12A | N/A | | No |
| | | FL | 501C3 | 10 | N/A | | No |
| 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 14-6217321 | | | | | | | |
| FOUNDATION 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 27-1388782 | | FL | 501C3 | 12A | N/A | | No |
| 7025 AUGUSTA NATIONAL DRIVE ORLANDO, FL 32822 45-3721882 | | FL | 501C3 | 10 | N/A | | No |