

Form

990

Department of the Treasury

Internal Revenue Service

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.

Go to [www.irs.gov/Form990](#) for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

A For the 2020 calendar year, or tax year beginning 07-01-2020 , and ending 06-30-2021

B Check if applicable:

☐ Address change

☐ Name change

☐ Initial return

☐ Final return/terminated

☐ Amended return

☐ Application pending

C Name of organization

AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS INC

Doing business as

AASA

Number and street (or P.O. box if mail is not delivered to street address)

1615 DUKE ST

Room/suite

City or town, state or province, country, and ZIP or foreign postal code

ALEXANDRIA, VA 223143406

F Name and address of principal officer:

DANIEL A DOMENECH

1615 DUKE ST

ALEXANDRIA, VA 223143406

H(a) Is this a group return for subordinates?

☐ Yes ☒ No

H(b) Are all subordinates included?

☐ Yes ☐ No

If "No," attach a list. (see instructions)

H(c) Group exemption number

I Tax-exempt status:

☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website:

WWW.AASA.ORG

K Form of organization:

☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation:

2001

M State of legal domicile:

VA

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:

AASA, THE SCHOOL SUPERINTENDENTS ASSOCIATION ADVOCATES FOR EQUITABLE ACCESS FOR ALL STUDENTS TO THE HIGHEST QUALITY PUBLIC EDUCATION, AND DEVELOPS AND SUPPORTS SCHOOL SYSTEM LEADERS.

2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.

3 Number of voting members of the governing body (Part VI, line 1a)

3141

4 Number of independent voting members of the governing body (Part VI, line 1b)

4141

5 Total number of individuals employed in calendar year 2020 (Part V, line 2a)

539

6 Total number of volunteers (estimate if necessary)

6146

7a Total unrelated business revenue from Part VIII, column (C), line 12

7a1,234,652

7b Net unrelated business taxable income from Form 990-T, line 39

7b0

Revenue

8 Contributions and grants (Part VIII, line 1h)

82859,4042,665,727

9 Program service revenue (Part VIII, line 2g)

98,827,5937,186,237

10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)

10215,429268,172

11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)

112,049,7052,670,927

12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)

1213,952,13112,791,063

Expenses

13 Grants and similar amounts paid (Part IX, column (A), lines 1–3)

13080,000

14 Benefits paid to or for members (Part IX, column (A), line 4)

1400

15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)

155,088,3695,118,705

16a Professional fundraising fees (Part IX, column (A), line 11e)

16a00

16b Total fundraising expenses (Part IX, column (D), line 25)

16b262,226

17 Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)

176,997,3945,517,616

18 Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)

1812,085,76310,716,321

19 Revenue less expenses. Subtract line 18 from line 12

191,866,3682,074,742

Net Assets or Fund Balances

20 Total assets (Part X, line 16)

2021,016,60425,509,249

21 Total liabilities (Part X, line 26)

2110,313,33611,543,769

22 Net assets or fund balances. Subtract line 21 from line 20

2210,703,26813,965,480

Part II Signature Block

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

Sign Here

Signature of officer

2022-05-09

Date

DANIEL A DOMENECH EXECUTIVE DIRECTOR

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name

Preparer's signature

Date 2022-05-09

Check ☐ if self-employed

PTIN P01332734

Firm's name

RSM US LLP

Firm's EIN

42-0714325

Firm's address

2021 L STREET NW SUITE 400

Phone no. (202) 293-2200

WASHINGTON, DC 20036

May the IRS discuss this return with the preparer shown above? (see instructions)

☒ Yes ☐ No

For Paperwork Reduction Act Notice, see the separate instructions.

Cat. No. 11282Y

Form 990 (2020)

Part III

Statement of Program Service Accomplishments

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

☐ Yes ☒ No

1 Briefly describe the organization’s mission:

AASA ADVOCATES FOR THE HIGHEST QUALITY PUBLIC EDUCATION FOR ALL STUDENTS, AND DEVELOPS AND SUPPORTS SCHOOL SYSTEM LEADERS.

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?

☐ Yes ☒ No

If "Yes," describe these new services on Schedule O.

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services?

☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

4 Describe the organization’s program service accomplishments for each of its three largest program services, as measured by expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported.

4a (Code:) (Expenses \$ 3,088,622 including grants of \$ 80,000) (Revenue \$ 2,325,571)

LEADERSHIP SERVICES:PROVIDES SPECIALIZED SERVICES TO OUR MEMBERS IN A WIDE ARRAY OF CERTIFICATION AND CONSORTIA GROUP PROGRAMS. THE PROGRAMS PROVIDE SCHOOL SYSTEM LEADERS WITH 21ST CENTURY LEARNING THROUGH THE USE OF RESEARCH DRIVEN BEST PRACTICES TO PROVIDE KNOWLEDGE ON CRITICAL ISSUES FACING THE EDUCATION COMMUNITY AND BUILD LEADERSHIP SKILLS, DISPOSITIONS AND EXPERTISE TO ADDRESS THEM THAT WILL BENEFIT ALL STUDENTS.

4b (Code:) (Expenses \$ 1,242,929 including grants of \$) (Revenue \$)

COMMUNICATIONS: MEMBERS OF THE ASSOCIATION RECEIVE THE FOLLOWING PUBLICATIONS: THE SCHOOL ADMINISTRATOR, PUBLISHED 11 TIMES ANNUALLY; THE LEADER’S EDGE, PUBLISHED BI-MONTHLY ONLINE; NEWS OF THE NATION, PUBLISHED WEEKLY ONLINE; A SUPERINTENDENT’S E-JOURNAL; AND SEVERAL OCCASIONAL MEMBERSHIP SERVICE PUBLICATIONS.

4c (Code:) (Expenses \$ 958,017 including grants of \$) (Revenue \$ 749,250)

NATIONAL CONFERENCE ON EDUCATION:THE ASSOCIATION HOSTS THE NATIONAL CONFERENCE ON EDUCATION ANNUALLY. THIS CONFERENCE FEATURES NATIONALLY RECOGNIZED SPEAKERS, HOW-TO SESSIONS FOR SCHOOL ADMINISTRATORS, A NATIONAL EXHIBIT OF EDUCATIONAL PRODUCTS, SMALL-GROUP MEETINGS AND PRE-SESSIONS.

(Code:) (Expenses \$ 894,431 including grants of \$) (Revenue \$ 3,405,334)

MEMBER/AFFILIATE

(Code:) (Expenses \$ 531,645 including grants of \$) (Revenue \$)

PUBLIC POLICY

(Code:) (Expenses \$ 249,844 including grants of \$) (Revenue \$ 139,555)

CHILDREN’S

(Code:) (Expenses \$ 147,753 including grants of \$) (Revenue \$)

GOVERNANCE

(Code:) (Expenses \$ 85,506 including grants of \$) (Revenue \$)

AWARDS

(Code:) (Expenses \$ 31,892 including grants of \$) (Revenue \$)

OTHER PROGRAMS

(Code:) (Expenses \$ 9,137 including grants of \$) (Revenue \$ 2,700)

EDUCATIONAL MTGS

4d Other program services (Describe in Schedule O.)

(Expenses \$ 1,950,208 including grants of \$) (Revenue \$ 3,547,589)

4e Total program service expenses ► 7,239,776

Part IV

Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1 Yes	
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2 Yes	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3	No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	4 Yes	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5	No
6 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? If "Yes," complete Schedule D, Part I	6	No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III	8	No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9	No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi endowments? If "Yes," complete Schedule D, Part V	10 Yes	
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI	11a Yes	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII	11b Yes	
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c	No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX	11d	No
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e Yes	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)?	11f Yes	
12a If "Yes," complete Schedule D, Part XI. Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	12a Yes	
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12b	No
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	No
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	14b	No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15	No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16	No
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)	17	No
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19	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	

Part IV

Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22	No
23 Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	23	Yes
24a Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a	24a	No
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b	
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c	
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d	
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I	25a	No
b Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I	25b	No
26 Did the organization report any amount on Part X, line 5 or 22 for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons?	26	No
27 If "Yes," complete Schedule L, Part I. Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? If "Yes," complete Schedule L, Part III	27	No
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? If "Yes," complete Schedule L, Part IV	28a	No
b A family member of any individual described in line 28a? If "Yes," complete Schedule L, Part IV	28b	No
c A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? If "Yes," complete Schedule L, Part IV	28c	No
29 Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29	No
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions?	30	No
31 If "Yes," complete Schedule M. Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31	No
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II	32	No
33 Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3?	33	No
34 Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1	34	No
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	No
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2	35b	
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2	36	No
37 Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI	37	No
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O.	38	Yes

Part V

Statements Regarding Other IRS Filings and Tax Compliance

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

	Yes	No
1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a	113
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b	0
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c	Yes

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)						
2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return		2a	39			
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		
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?		3a		Yes		
b If "Yes," has it filed a Form 990-T for this year? <i>If "No" to line 3b, provide an explanation in Schedule O</i>		3b		Yes		
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		4a			No	
b Enter the name of the foreign country: _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).						
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		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	
c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		5c				
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		6a			No	
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b				
7 Organizations that may receive deductible contributions under section 170(c).						
a 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			No	
b If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b				
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c			No	
d If "Yes," indicate the number of Forms 8282 filed during the year		7d				
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e			No	
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f			No	
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		7g			No	
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				
9 Sponsoring organizations maintaining donor advised funds.						
a Did the sponsoring organization make any taxable distributions under section 4966?		9a				
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		9b				
10 Section 501(c)(7) organizations. Enter:						
a Initiation fees and capital contributions included on Part VIII, line 12		10a				
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities		10b				
11 Section 501(c)(12) organizations. Enter:						
a Gross income from members or shareholders		11a				
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)		11b				
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?						
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.						
a 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		13b				
c Enter the amount of reserves on hand		13c				
14a Did the organization receive any payments for indoor tanning services during the tax year?		14a			No	
b If "Yes," has it filed a Form 720 to report these payments? <i>If "No," provide an explanation in Schedule O</i>		14b				
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year?		15			No	
16 If the organization is subject to the section 4968 excise tax on net investment income?		16			No	
If "Yes," complete Form 4720, Schedule O.						

Part VI

Governance, Management, and Disclosure

For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

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

☒

Section 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.	1a141		
	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.	1b141		
2	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		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	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
6	Did the organization have members or stockholders?	6	Yes	
7a	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	Yes	
b	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
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	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

Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.)

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		No
b	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13.	12a	Yes	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	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	
13	Did the organization have a written whistleblower policy?	13		No
14	Did the organization have a written document retention and destruction policy?	14	Yes	
15	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?			
a	The organization's CEO, Executive Director, or top management official.	15a	Yes	
b	Other officers or key employees of the organization.	15b		No
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		No
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b		

Section C. Disclosure

17	List the states with which a copy of this Form 990 is required to be filed.	VA
18	Section 6104 requires an organization to make its Form 1023 (or 1024-A 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)
19	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.	
20	State the name, address, and telephone number of the person who possesses the organization's books and records:	H CHARLES WOODRUFF 1615 DUKE ST ALEXANDRIA, VA 223143406 (703) 528-0700

Part VII

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

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

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

See instructions for the order in which to list the persons above.

☐ Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(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 related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) KRISTI WILSON PRESIDENT	2.00	X		X				0	0	0
(2) PAUL IMHOFF PRESIDENT ELECT	2.00	X		X				0	0	0
(3) DEBORAH KERR IMMEDIATE PAST PRESIDENT	2.00	X		X				0	0	0
(4) BLAINE HESS EXECUTIVE COMMITTEE	2.00	X						0	0	0
(5) BRIAN HARRIS EXECUTIVE COMMITTEE	2.00	X						0	0	0
(6) COSIMO TANGORRA EXECUTIVE COMMITTEE	2.00	X						0	0	0
(7) ERIC RUNEZ EXECUTIVE COMMITTEE	2.00	X						0	0	0
(8) GLADYS CRUZ EXECUTIVE COMMITTEE	2.00	X						0	0	0
(9) JAY CURTIS EXECUTIVE COMMITTEE	2.00	X						0	0	0
(10) JOHN JUNGSMANN EXECUTIVE COMMITTEE	2.00	X						0	0	0
(11) JOSEPH MARUSZCZAK EXECUTIVE COMMITTEE	2.00	X						0	0	0
(12) JULIE VITALE EXECUTIVE COMMITTEE	2.00	X						0	0	0
(13) KIRK MILLER EXECUTIVE COMMITTEE	2.00	X						0	0	0
(14) LILLIAN TORREZ EXECUTIVE COMMITTEE	2.00	X						0	0	0
(15) M ANN LEVETT EXECUTIVE COMMITTEE	2.00	X						0	0	0
(16) MARTHA GROUP EXECUTIVE COMMITTEE	2.00	X						0	0	0
(17) MATTHEW BURROWS EXECUTIVE COMMITTEE	2.00	X						0	0	0

Part VII

Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

Name and title	Average hours per week (list any hours for related organizations below dotted line)	Position (do not check more than one box, unless person is both an officer and a director/trustee)					Reportable compensation from the organization (W-2/1099- MISC)	Reportable compensation from related organizations (W-2/1099- MISC)	Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee			
(18) NICHOLAS CEGLAREK EXECUTIVE COMMITTEE	2.00	X					0	0	0
(19) RALPH MARINO JR EXECUTIVE COMMITTEE	2.00	X					0	0	0
(20) RANDY RUSSELL EXECUTIVE COMMITTEE	2.00	X					0	0	0
(21) RAYMOND MORGIGNO EXECUTIVE COMMITTEE	2.00	X					0	0	0
(22) RICHARD ABERNATHY EXECUTIVE COMMITTEE	2.00	X					0	0	0
(23) RODNEY SHOTWELL EXECUTIVE COMMITTEE	2.00	X					0	0	0
(24) SCOTT THIELMAN EXECUTIVE COMMITTEE	2.00	X					0	0	0
(25) SCOTT HANBACK EXECUTIVE COMMITTEE	2.00	X					0	0	0
(26) SEAN RICKERT EXECUTIVE COMMITTEE	2.00	X					0	0	0
(27) SHANE HOTCHKISS EXECUTIVE COMMITTEE	2.00	X					0	0	0
(28) SHARI CAMHI EXECUTIVE COMMITTEE	2.00	X					0	0	0
(29) STEVE WEBB EXECUTIVE COMMITTEE	2.00	X					0	0	0
(30) TOBIN NOVASIO EXECUTIVE COMMITTEE	2.00	X					0	0	0
(31) KAREN GABORIK GOVERNING BOARD	2.00	X					0	0	0
(32) PATRICK V MAYER GOVERNING BOARD	2.00	X					0	0	0
(33) JACQUELINE BROOKS GOVERNING BOARD	2.00	X					0	0	0
(34) WAYNE VICKERS GOVERNING BOARD	2.00	X					0	0	0
(35) JON COLLINS GOVERNING BOARD	2.00	X					0	0	0
(36) TONY THURMAN GOVERNING BOARD	2.00	X					0	0	0
(37) DEBBI BURDICK GOVERNING BOARD	2.00	X					0	0	0
(38) CHRIS EVANS GOVERNING BOARD	2.00	X					0	0	0
(39) MARY SIEU GOVERNING BOARD	2.00	X					0	0	0
(40) CINDY FINN GOVERNING BOARD	2.00	X					0	0	0
(41) FRANK REEVES GOVERNING BOARD	2.00	X					0	0	0
(42) KEITH E OWEN GOVERNING BOARD	2.00	X					0	0	0
(43) ALAN ADDLEY GOVERNING BOARD	2.00	X					0	0	0
(44) JANET M ROBINSON GOVERNING BOARD	2.00	X					0	0	0
(45) MATT CONWAY GOVERNING BOARD	2.00	X					0	0	0
(46) PAUL FREEMAN GOVERNING BOARD	2.00	X					0	0	0
(47) ROBERT FULTON GOVERNING BOARD	2.00	X					0	0	0
(48) DEBRA P PACE GOVERNING BOARD	2.00	X					0	0	0
(49) MICHAEL GREGO GOVERNING BOARD	2.00	X					0	0	0
(50) JASON BRANCH GOVERNING BOARD	2.00	X					0	0	0
(51) MICHAEL DUNCAN GOVERNING BOARD	2.00	X					0	0	0
(52) MICHELE TAYLOR GOVERNING BOARD	2.00	X					0	0	0
(53) BRADLEY A BUCK GOVERNING BOARD	2.00	X					0	0	0
(54) LISA REMY GOVERNING BOARD	2.00	X					0	0	0
(55) THERON J SCHUTTE GOVERNING BOARD	2.00	X					0	0	0
(56) STEVE COOK GOVERNING BOARD	2.00	X					0	0	0
(57) WENDY J MOORE GOVERNING BOARD	2.00	X					0	0	0
(58) ART FESSLER GOVERNING BOARD	2.00	X					0	0	0
(59) JENNIFER KELSALL GOVERNING BOARD	2.00	X					0	0	0
(60) JUDITH HACKETT GOVERNING BOARD	2.00	X					0	0	0
(61) KRISTIN M HUMPHRIES GOVERNING BOARD	2.00	X					0	0	0
(62) PHILIP DOWNS GOVERNING BOARD	2.00	X					0	0	0
(63) JUSTIN B HENRY GOVERNING BOARD	2.00	X					0	0	0
(64) WAYNE BURKE GOVERNING BOARD	2.00	X					0	0	0
(65) PATRICIA SHEFFER GOVERNING BOARD	2.00	X					0	0	0
(66) ROB CLAYTON GOVERNING BOARD	2.00	X					0	0	0
(67) CLAY CORLEY GOVERNING BOARD	2.00	X					0	0	0
(68) KELLI JOSEPH GOVERNING BOARD	2.00	X					0	0	0
(69) DAVID J DERUOSI JR GOVERNING BOARD	2.00	X					0	0	0
(70) ERIC CONTI GOVERNING BOARD	2.00	X					0	0	0
(71) GEORGE P ARLOTTO GOVERNING BOARD	2.00	X					0	0	0
(72) THERESA ALBAN GOVERNING BOARD	2.00	X					0	0	0
(73) DOMINIC A DEPATSY GOVERNING BOARD	2.00	X					0	0	0
(74) RICHARD PAUL COLPITTS GOVERNING BOARD	2.00	X					0	0	0
(75) DAVEDA J COLBERT GOVERNING BOARD	2.00	X					0	0	0
(76) DAVID TEO GOVERNING BOARD	2.00	X					0	0	0
(77) JEFFREY N REHLANDER GOVERNING BOARD	2.00	X					0	0	0
(78) STEVE M MATTHEWS GOVERNING BOARD	2.00	X					0	0	0
(79) BRANDON LUNAK GOVERNING BOARD	2.00	X					0	0	0
(80) CRAIG OFTEDAHL GOVERNING BOARD	2.00	X					0	0	0
(81) DANIEL T BITTMAN GOVERNING BOARD	2.00	X					0	0	0
(82) JOHN C SELOVSKZI GOVERNING BOARD	2.00	X					0	0	0
(83) ANDREW UNDERWOOD GOVERNING BOARD	2.00	X					0	0	0
(84) ANTHONY ROSSETTI GOVERNING BOARD	2.00	X					0	0	0
(85) CHRIS WILSON GOVERNING BOARD	2.00	X					0	0	0
(86) THOMAS MUZZEY GOVERNING BOARD	2.00	X					0	0	0
(87) CORY USELTON GOVERNING BOARD	2.00	X					0	0	0
(88) LAURIE BARRON GOVERNING BOARD	2.00	X					0	0	0
(89) MIKE PERRY GOVERNING BOARD	2.00	X					0	0	0
(90) PATRICK C MILLER GOVERNING BOARD	2.00	X					0	0	0
(91) BRANDT DICK GOVERNING BOARD	2.00	X					0	0	0
(92) ROBERT LECH GOVERNING BOARD	2.00	X					0	0	0
(93) JEFF E EDWARDS GOVERNING BOARD	2.00	X					0	0	0
(94) KEVIN W WINGARD GOVERNING BOARD	2.00	X					0	0	0
(95) MARK L ADLER GOVERNING BOARD	2.00	X					0	0	0
(96) MARK T MACLEAN GOVERNING BOARD	2.00	X					0	0	0
(97) WINFRIED FENEBERG GOVERNING BOARD	2.00	X					0	0	0
(98) DEBORAH HARVEST GOVERNING BOARD	2.00	X					0	0	0
(99) GLENN ROBBINS GOVERNING BOARD	2.00	X					0	0	0
(100) MICHAEL SALVATORE GOVERNING BOARD	2.00	X					0	0	0
(101) KURT STEINHAUS GOVERNING BOARD	2.00	X					0	0	0
(102) DAVID JENSEN GOVERNING BOARD	2.00	X					0	0	0
(103) JESUS F JARA GOVERNING BOARD	2.00	X					0	0	0
(104) KEVIN C MCGOWAN GOVERNING BOARD	2.00	X					0	0	0
(105) LAURA FEIJOO GOVERNING BOARD	2.00	X					0	0	0
(106) LUELLE C BROWN GOVERNING BOARD	2.00	X					0	0	0
(107) RANDALL W SQUIER GOVERNING BOARD	2.00	X					0	0	0
(108) JEFFREY BROWN GOVERNING BOARD	2.00	X					0	0	0
(109) MICHAEL D MAYELL GOVERNING BOARD	2.00	X					0	0	0
(110) MIKE SHEPPARD GOVERNING BOARD	2.00	X					0	0	0
(111) MELONIE R HAU GOVERNING BOARD	2.00	X					0	0	0
(112) RODNEY J COX GOVERNING BOARD	2.00	X					0	0	0
(113) DARIN DRILL GOVERNING BOARD	2.00	X					0	0	0
(114) HEIDI SIPE GOVERNING BOARD	2.00	X					0	0	0
(115) BRIAN TROOP GOVERNING BOARD	2.00	X					0	0	0
(116) BRIDGET O'CONNELL GOVERNING BOARD	2.00	X					0	0	

Part VIII

Statement of Revenue

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

	(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514
--	----------------------	--	---	--

Contributions, Gifts, Grants
and Other Similar Amounts

1a Federated campaigns . .	1a	
b Membership dues . .	1b	
c Fundraising events . .	1c	
d Related organizations	1d	
e Government grants (contributions)	1e	646,900
f All other contributions, gifts, grants, and similar amounts not included above	1f	2,018,827
g Noncash contributions included in lines 1a - 1f:\$	1g	
h Total. Add lines 1a-1f		

2,665,727

Program Service Revenue

2a MEMBERSHIP DUES	Business Code				
	900099	3,405,334	3,405,334		
b LEADERSHIP SERVICES	900099	2,325,571	2,325,571		
c CONVENTION REVENUE	900099	761,250	749,250	12,000	
d ADVERTISING REVENUE	541800	551,827		551,827	
e CHILDREN'S PROGRAM	900099	139,555	139,555		
		2,700	2,700		
f All other program service revenue.					
g Total. Add lines 2a-2f.		7,186,237			

Other Revenue

3 Investment income (including dividends, interest, and other similar amounts)		268,172			268,172
4 Income from investment of tax-exempt bond proceeds					
5 Royalties		1,715,280			1,715,280
	(i) Real	(ii) Personal			
6a Gross rents	6a	143,251			
b Less: rental expenses	6b	120,415			
c Rental income or (loss)	6c	22,836			
d Net rental income or (loss)		22,836		11,000	11,836
	(i) Securities	(ii) Other			
7a Gross amount from sales of assets other than inventory	7a				
b Less: cost or other basis and sales expenses	7b				
c Gain or (loss)	7c				
d Net gain or (loss)					
8a Gross income from fundraising events (not including \$ of contributions reported on line 1c). See Part IV, line 18	8a				
b Less: direct expenses	8b				
c Net income or (loss) from fundraising events					
9a Gross income from gaming activities. See Part IV, line 19	9a				
b Less: direct expenses	9b				
c Net income or (loss) from gaming activities					
10a Gross sales of inventory, less					

returns and allowances . . .	10a	28				
b Less: cost of goods sold	10b	0				
c Net income or (loss) from sales of inventory . . .			28			28
Miscellaneous Revenue	Business Code					
11a WEBSITE ADVERTISING	541800	659,825		659,825		
b OTHER INCOME	900099	272,958				272,958
c						
d All other revenue						
e Total. Add lines 11a–11d		932,783				
12 Total revenue. See instructions		12,791,063	6,622,410	1,234,652		2,268,274

Part IX

Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).
Check if Schedule O contains a response or note to any line in this Part IX ☒

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) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	80,000	80,000		
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, lines 15 and 16.				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,935,532	1,001,858	835,231	98,443
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	1,992,853	1,027,834	864,024	100,995
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	34,385	17,734	14,908	1,743
9 Other employee benefits	892,406	485,351	359,365	47,690
10 Payroll taxes	263,529	135,918	114,256	13,355
11 Fees for services (non-employees):				
a Management				
b Legal	39,165	16,680	22,485	
c Accounting	54,000		54,000	
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees	47,631		47,631	
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	2,550,537	2,304,640	245,897	
12 Advertising and promotion	14,635	14,075	560	
13 Office expenses	726,825	660,572	66,253	
14 Information technology	726,278	395,767	330,511	
15 Royalties				
16 Occupancy	197,811	197,811		
17 Travel	16,317	12,395	3,922	
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	226,314	226,048	266	
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	146,237	146,237		
23 Insurance				
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.)				
a SUBCONTRACTS	343,100	343,100		
b OTHER COSTS	200,532	61,255	139,277	
c DUES, SUBSCRIPTIONS	161,281	112,501	48,780	
d CREDIT CARD DISCOUNTS	61,934		61,934	
e All other expenses	5,019		5,019	
25 Total functional expenses. Add lines 1 through 24e	10,716,321	7,239,776	3,214,319	262,226
26 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).				

Part X

Balance Sheet

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

☐

				(A)		(B)	
				Beginning of year		End of year	
Assets	1	Cash—non-interest-bearing		400	1	380	
	2	Savings and temporary cash investments		7,439,373	2	10,466,836	
	3	Pledges and grants receivable, net		362,782	3	612,618	
	4	Accounts receivable, net		371,963	4	276,717	
	5	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5		
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6		
	7	Notes and loans receivable, net			7		
	8	Inventories for sale or use			8		
	9	Prepaid expenses and deferred charges		260,910	9	246,931	
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a	5,812,898			
	b	Less: accumulated depreciation	10b	2,760,880	3,183,492	10c	3,052,018
	11	Investments—publicly traded securities		4,298,352	11	6,280,156	
	12	Investments—other securities. See Part IV, line 11		4,479,717	12	3,814,726	
	13	Investments—program-related. See Part IV, line 11			13		
	14	Intangible assets			14		
	15	Other assets. See Part IV, line 11		619,615	15	758,867	
16	Total assets. Add lines 1 through 15 (must equal line 33)		21,016,604	16	25,509,249		
Liabilities	17	Accounts payable and accrued expenses		1,431,276	17	1,445,684	
	18	Grants payable			18		
	19	Deferred revenue		2,673,942	19	3,839,442	
	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 any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			22		
	23	Secured mortgages and notes payable to unrelated third parties		1,740,178	23	1,511,573	
	24	Unsecured notes and loans payable to unrelated third parties			24		
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17 - 24). Complete Part X of Schedule D		4,467,940	25	4,747,070	
	26	Total liabilities. Add lines 17 through 25		10,313,336	26	11,543,769	
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here ☒ and complete lines 27, 28, 32, and 33.						
	27	Net assets without donor restrictions		10,211,449	27	13,634,030	
	28	Net assets with donor restrictions		491,819	28	331,450	
	Organizations that do not follow FASB ASC 958, check here ☐ and complete lines 29 through 33.						
	29	Capital stock or trust principal, or current funds			29		
	30	Paid-in or capital surplus, or land, building or equipment fund			30		
	31	Retained earnings, endowment, accumulated income, or other funds			31		
	32	Total net assets or fund balances		10,703,268	32	13,965,480	
	33	Total liabilities and net assets/fund balances		21,016,604	33	25,509,249	

Part XI

Reconciliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	12,791,063
2	Total expenses (must equal Part IX, column (A), line 25)	2	10,716,321
3	Revenue less expenses. Subtract line 2 from line 1	3	2,074,742
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	10,703,268
5	Net unrealized gains (losses) on investments	5	1,243,060
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	-55,590
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (A))	10	13,965,480

Part XII

Financial Statements and Reporting

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

	Yes	No
1 Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis		No
b Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: ☒ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	Yes	
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? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.	Yes	
3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?		No
b If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits.		

Additional Data

Return to Form

Software ID:

Software Version:

Form 990, Special Condition Description:

Special Condition Description

Name of the organization
AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS INC

Employer identification number
54-1999773

Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions.

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1

☐

A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2

☐

A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ).)
- 3

☐

A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4

☐

A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state:
- 5

☐

An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II.)
- 6

☐

A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7

☐

An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 8

☐

A community trust described in **section 170(b)(1)(A)(vi).** (Complete Part II.)
- 9

☐

An agricultural research organization described in **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land grant college of agriculture. See instructions. Enter the name, city, and state of the college or university:
- 10

☒

An organization that normally receives: (1) more than 33 $\frac{1}{3}$ % of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 $\frac{1}{3}$ % of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2).** (Complete Part III.)
- 11

☐

An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**
- 12

☐

An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
- a

☐

Type I. A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
- b

☐

Type II. A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
- c

☐

Type III functionally integrated. A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
- d

☐

Type III non-functionally integrated. A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
- e

☐

Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f

Enter the number of supported organizations
- g

Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1- 10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
Total						

Part II

Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization failed to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grant.") . . .						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge..						
4 Total. Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) . . .						
6 Public support. Subtract line 5 from line 4.						

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
7 Amounts from line 4. . .						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on . . .						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.). . .						
11 Total support. Add lines 7 through 10						

12 Gross receipts from related activities, etc. (see instructions)

12

13 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here**

☐

Section C. Computation of Public Support Percentage

14 Public support percentage for 2020 (line 6, column (f) divided by line 11, column (f))	14	
15 Public support percentage for 2019 Schedule A, Part II, line 14	15	

16a 33 1/3% support test—2020. If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization

☐

b 33 1/3% support test—2019. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization

☐

17a 10%-facts-and-circumstances test—2020. If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization

☐

b 10%-facts-and-circumstances test—2019. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization

☐

18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions

☐

Part IIISupport Schedule for Organizations Described in Section 509(a)(2)
(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .	5,858,333	6,549,183	5,811,984	6,208,665	6,071,061	30,499,226
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	3,764,745	4,229,585	4,332,893	5,030,325	3,217,104	20,574,652
3 Gross receipts from activities that are not an unrelated trade or business under section 513	116,014	156,078	205,829	210,643	266,380	954,944
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5	9,739,092	10,934,846	10,350,706	11,449,633	9,554,545	52,028,822
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						0
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year.						0
c Add lines 7a and 7b. .						0
8 Public support. (Subtract line 7c from line 6.)						52,028,822

Section B. Total Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
9 Amounts from line 6. . .	9,739,092	10,934,846	10,350,706	11,449,633	9,554,545	52,028,822
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources . .	1,716,156	1,750,907	1,799,288	1,743,307	2,038,655	9,048,313
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975.						
c Add lines 10a and 10b.	1,716,156	1,750,907	1,799,288	1,743,307	2,038,655	9,048,313
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on.						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . .	12,324			157,695	272,958	442,977
13 Total support. (Add lines 9, 10c, 11, and 12.) . .	11,467,572	12,685,753	12,149,994	13,350,635	11,866,158	61,520,112
14 First 5 years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here.	☐					

Section C. Computation of Public Support Percentage		
15 Public support percentage for 2020 (line 8, column (f) divided by line 13, column (f))	15	84.570 %
16 Public support percentage from 2019 Schedule A, Part III, line 15	16	85.660 %

Section D. Computation of Investment Income Percentage		
17 Investment income percentage for 2020 (line 10c, column (f) divided by line 13, column (f))	17	14.710 %
18 Investment income percentage from 2019 Schedule A, Part III, line 17	18	14.060 %
19a 33 1/3% support tests—2020. If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization	☒	
b 33 1/3% support tests—2019. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and stop here. The organization qualifies as a publicly supported organization	☐	
20 Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions	☐	

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, of Part I, complete Sections A and B. If you checked box 12b, of Part I, complete Sections A and C. If you checked box 12c, of Part I, complete Sections A, D, and E. If you checked box 12d, of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

		Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes" and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? <i>If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.</i>		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
b	Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c	Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? <i>If "Yes," provide detail in Part VI.</i>		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ) .</i>		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons, as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? <i>If "Yes," provide detail in Part VI.</i>		
b	Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? <i>If "Yes," provide detail in Part VI.</i>		
c	Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? <i>If "Yes," provide detail in Part VI.</i>		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? <i>If "Yes," answer line 10b below.</i>		
b	Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings).</i>		

Part IV Supporting Organizations (continued)

		Yes	No
11	Has the organization accepted a gift or contribution from any of the following persons?		
a	A person who directly or indirectly controls, either alone or together with persons described in lines 11b and 11c below, the governing body of a supported organization?		
b	A family member of a person described in 11a above?		
c	A 35% controlled entity of a person described in line 11a or 11b above? If "Yes" to 11a, 11b, or 11c, provide detail in Part VI		

Section B. Type I Supporting Organizations

		Yes	No
1	Did the officers, directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.		
2	Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised or controlled the supporting organization.		

Section C. Type II Supporting Organizations

		Yes	No
1	Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).		

Section D. All Type III Supporting Organizations

		Yes	No
1	Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
2	Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).		
3	By reason of the relationship described in line 2 above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.		

Section E. Type III Functionally-Integrated Supporting Organizations

1	Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions):			
a	☐ The organization satisfied the Activities Test. Complete line 2 below.			
b	☐ The organization is the parent of each of its supported organizations. Complete line 3 below.			
c	☐ The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions)			
2	Activities Test. Answer lines 2a and 2b below.			
a	Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.			
b	Did the activities described in line 2a constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.			
3	Parent of Supported Organizations. Answer lines 3a and 3b below.			
a	Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? If "Yes" or "No" provide details in Part VI.			
b	Did the organization exercise a substantial degree of direction over the policies, programs and activities of each of its supported organizations? If "Yes," describe in Part VI. the role played by the organization in this regard.			

Part V **Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations**

1 ☐ Check here if the organization satisfied the Integral Part Test as a qualifying trust on Nov. 20, 1970 (*explain in **Part VI***). **See instructions.** All other Type III non-functionally integrated supporting organizations must complete Sections A through E.

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6 and 7 from line 4)	8	

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):	1	
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (<i>explain in detail in Part VI</i>):		
2	Acquisition indebtedness applicable to non-exempt use assets	2	
3	Subtract line 2 from line 1d	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions)	6	

7 ☐ Check here if the current year is the organization's first as a non-functionally-integrated Type III supporting organization (see instructions)

Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)		
Section D - Distributions		Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	1	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	2	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	3	
4 Amounts paid to acquire exempt-use assets	4	
5 Qualified set-aside amounts (prior IRS approval required - provide details in Part VI)	5	
6 Other distributions (describe in Part VI). See instructions	6	
7 Total annual distributions. Add lines 1 through 6.	7	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions	8	
9 Distributable amount for 2020 from Section C, line 6	9	
10 Line 8 amount divided by Line 9 amount	10	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2020	(iii) Distributable Amount for 2020
1 Distributable amount for 2020 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2020 (reasonable cause required-- explain in Part VI). See instructions.			
3 Excess distributions carryover, if any, to 2020:			
a From 2015.			
b From 2016.			
c From 2017.			
d From 2018.			
e From 2019.			
f Total of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2020 distributable amount			
i Carryover from 2015 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4 Distributions for 2020 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2020 distributable amount			
c Remainder. Subtract lines 4a and 4b from line 4.			
5 Remaining underdistributions for years prior to 2020, if any. Subtract lines 3g and 4a from line 2. If the amount is greater than zero, explain in Part VI . See instructions.			
6 Remaining underdistributions for 2020. Subtract lines 3h and 4b from line 1. If the amount is greater than zero, explain in Part VI. See instructions.			
7 Excess distributions carryover to 2021. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2016.			
b Excess from 2017.			
c Excess from 2018.			
d Excess from 2019.			
e Excess from 2020.			

Part VI **Supplemental Information.** Provide the explanations required by Part II, line 10; Part II, line 17a or 17b; Part III, line 12; Part IV, Section A, lines 1, 2, 3b, 3c, 4b, 4c, 5a, 6, 9a, 9b, 9c, 11a, 11b, and 11c; Part IV, Section B, lines 1 and 2; Part IV, Section C, line 1; Part IV, Section D, lines 2 and 3; Part IV, Section E, lines 1c, 2a, 2b, 3a and 3b; Part V, line 1; Part V, Section B, line 1e; Part V Section D, lines 5, 6, and 8; and Part V, Section E, lines 2, 5, and 6. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

Return Reference	Explanation
SCHEDULE A, PART III, LINE 12, EXPLANATION OF OTHER INCOME:	REFUND FROM IRS - 2016 AMOUNT: \$ 12,324. RECOVERY - 2019 AMOUNT: \$ 157,695. OTHER INCOME - 2020 AMOUNT: \$ 272,958.

Additional Data

Return to Form

Software ID:

Software Version:

Schedule B (Form 990, 990-EZ, or 990-PF) Department of the Treasury Internal Revenue Service	Schedule of Contributors ▶ Attach to Form 990, 990-EZ, or 990-PF. ▶ Go to www.irs.gov/Form990 for the latest information.	OMB No. 1545-0047
		2020
Name of the organization AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS INC		Employer identification number 54-1999773

Organization type (check one):

Filers of:	Section:
Form 990 or 990-EZ	☐ 501(c)() (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust not treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.
Note: Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☐ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or other property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

Special Rules

☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33¹/₃% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** \$5,000 or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h, or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I, II, and III.

☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ▶ \$ _____

Caution: An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Employer identification number
54-1999773

Part I

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
RESTRICTED		\$ RESTRICTED	☐ Person
			☐ Payroll
			☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
		\$	☐ Person
			☐ Payroll
			☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
		\$	☐ Person
			☐ Payroll
			☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
		\$	☐ Person
			☐ Payroll
			☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
		\$	☐ Person
			☐ Payroll
			☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
		\$	☐ Person
			☐ Payroll
			☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
		\$	☐ Person
			☐ Payroll
			☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
		\$	☐ Person
			☐ Payroll
			☐ Noncash (Complete Part II for noncash contributions.)

Name of organization
AMERICAN ASSOCIATION OF SCHOOL
ADMINISTRATORS INC

Employer identification number
54-1999773

Part II **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received
-		\$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received
-		\$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received
-		\$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received
-		\$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received
-		\$	
(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions)	(d) Date received
-		\$	

Name of organization AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS INC	Employer identification number 54-1999773
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Part III Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this information once. See instructions.) ► \$ _____

Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
	(e) Transfer of gift		
	Transferee's name, address, and ZIP 4	Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
	(e) Transfer of gift		
	Transferee's name, address, and ZIP 4	Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
	(e) Transfer of gift		
	Transferee's name, address, and ZIP 4	Relationship of transferor to transferee	
(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
	(e) Transfer of gift		
	Transferee's name, address, and ZIP 4	Relationship of transferor to transferee	

Additional Data

[Return to Form](#)

Software ID:

Software Version:

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

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

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

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

- Section 501(c)(4), (5), or (6) organizations: Complete Part III.

Name of the organization AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS INC	Employer identification number 54-1999773
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Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1	Provide a description of the organization's direct and indirect political campaign activities in Part IV (see instructions for definition of "political campaign activities")	
2	Political campaign activity expenditures (see instructions)	\$
3	Volunteer hours for political campaign activities (see instructions)	

Part I-B Complete if the organization is exempt under section 501(c)(3).

1	Enter the amount of any excise tax incurred by the organization under section 4955	\$
2	Enter the amount of any excise tax incurred by organization managers under section 4955	\$
3	If the organization incurred a section 4955 tax, did it file Form 4720 for this year?	☐ Yes ☐ No
4a	Was a correction made?	☐ Yes ☐ No
b	If "Yes," describe in Part IV.	

Part I-C Complete if the organization is exempt under section 501(c), except section 501(c)(3).

1	Enter the amount directly expended by the filing organization for section 527 exempt function activities	\$
2	Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities	\$
3	Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL, line 17b	\$
4	Did the filing organization file Form 1120-POL for this year?	☐ Yes ☐ No
5	Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.	

(a) Name	(b) Address	(c) EIN	(d) Amount paid from filing organization's funds. If none, enter -0-.	(e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0-.
1				
2				
3				
4				
5				
6				

Part II-A

Complete if the organization is exempt under section 501(c)(3) and filed Form 5768 (election under section 501(h)).

- A Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B Check ☐ if the filing organization checked box A and "limited control" provisions apply.

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)															
b Total lobbying expenditures to influence a legislative body (direct lobbying)		48,964													
c Total lobbying expenditures (add lines 1a and 1b)		48,964													
d Other exempt purpose expenditures		10,795,731													
e Total exempt purpose expenditures (add lines 1c and 1d)		10,844,695													
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.		692,235													
<table><tr><th>If the amount on line 1e, column (a) or (b) is:</th><th>The lobbying nontaxable amount is:</th></tr><tr><td>Not over \$500,000</td><td>20% of the amount on line 1e.</td></tr><tr><td>Over \$500,000 but not over \$1,000,000</td><td>\$100,000 plus 15% of the excess over \$500,000.</td></tr><tr><td>Over \$1,000,000 but not over \$1,500,000</td><td>\$175,000 plus 10% of the excess over \$1,000,000.</td></tr><tr><td>Over \$1,500,000 but not over \$17,000,000</td><td>\$225,000 plus 5% of the excess over \$1,500,000.</td></tr><tr><td>Over \$17,000,000</td><td>\$1,000,000.</td></tr></table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e.														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.														
Over \$17,000,000	\$1,000,000.														
g Grassroots nontaxable amount (enter 25% of line 1f)		173,059													
h Subtract line 1g from line 1a. If zero or less, enter -0-.		0													
i Subtract line 1f from line 1c. If zero or less, enter -0-.		0													
j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?		☐ Yes ☐ No													

4-Year Averaging Period Under Section 501(h)
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) Total
2a Lobbying nontaxable amount	769,949	772,627	754,288	692,235	2,989,099
b Lobbying ceiling amount (150% of line 2a, column(e))					4,483,649
c Total lobbying expenditures	46,378	76,806	87,224	48,964	259,372
d Grassroots nontaxable amount	192,487	193,157	188,572	173,059	747,275
e Grassroots ceiling amount (150% of line 2d, column (e))					1,120,913
f Grassroots lobbying expenditures					

Part II-B

Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.

		(a)		(b)
		Yes	No	Amount
1	During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
a	Volunteers?			
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?			
c	Media advertisements?			
d	Mailings to members, legislators, or the public?			
e	Publications, or published or broadcast statements?			
f	Grants to other organizations for lobbying purposes?			
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			
c	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?			

Part III-A

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).

		Yes	No
1	Were substantially all (90% or more) dues received nondeductible by members?	1	
2	Did the organization make only in-house lobbying expenditures of \$2,000 or less?	2	
3	Did the organization agree to carry over lobbying and political expenditures from the prior year?	3	

Part III-B

Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."

1	Dues, assessments and similar amounts from members	1	
2	Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a	Current year	2a	
b	Carryover from last year	2b	
c	Total	2c	
3	Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues .	3	
4	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?	4	
5	Taxable amount of lobbying and political expenditures (see instructions)	5	

Part IV

Supplemental Information

Provide 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); Part II-A, lines 1 and 2 (see instructions), and Part II-B, line 1. Also, complete this part for any additional information.

Return Reference	Explanation
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Additional Data

[Return to Form](#)

Software ID:

Software Version:

Name of the organization AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS INC	Employer identification number 54-1999773
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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)	
3	Aggregate value of grants from (during year)	
4	Aggregate value at end of year	
5	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	
6	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 7.

1	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											
2	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.											
a	Total number of conservation easements	<table><tr><td></td><td>Held at the End of the Year</td></tr><tr><td>2a</td><td></td></tr><tr><td>2b</td><td></td></tr><tr><td>2c</td><td></td></tr><tr><td>2d</td><td></td></tr></table>		Held at the End of the Year	2a		2b		2c		2d	
	Held at the End of the Year											
2a												
2b												
2c												
2d												
b	Total acreage restricted by conservation easements											
c	Number of conservation easements on a certified historic structure included in (a)											
d	Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register											
3	Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ _____											
4	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 ☐ No											
6	Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ _____											
7	Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$ _____											
8	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)? ☐ Yes ☐ No											
9	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.											

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.
Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a	If the organization elected, as permitted under FASB 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.	
b	If the organization elected, as permitted under FASB 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 ▶ \$ _____ (ii) Assets included in Form 990, Part X ▶ \$ _____	
2	If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items: a Revenue included on Form 990, Part VIII, line 1 ▶ \$ _____ b Assets included in Form 990, Part X ▶ \$ _____	

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets (continued)

- 3 Using the organization’s acquisition, accession, and other records, check any of the following that are a significant use of its collection items (check all that apply):

a ☐ Public exhibition

b ☐ Scholarly research

c ☐ Preservation for future generations

d ☐ Loan or exchange programs

e ☐ Other
- 4 Provide a description of the organization’s collections and explain how they further the organization’s exempt purpose in Part XIII.
- 5 During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization’s collection? . . . ☐ Yes ☐ No

Part IV Escrow and Custodial Arrangements.

Complete if the organization answered "Yes" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

- 1a Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X? ☐ Yes ☐ No
- b If "Yes," explain the arrangement in Part XIII and complete the following table:

	Amount
c Beginning balance	1c
d Additions during the year	1d
e Distributions during the year	1e
f Ending balance	1f
- 2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No
- b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII ☐

Part V Endowment Funds.

Complete if the organization answered "Yes" on Form 990, Part IV, line 10.

- | | (a) Current year | (b) Prior year | (c) Two years back | (d) Three years back | (e) Four years back |
|--|------------------|----------------|--------------------|----------------------|---------------------|
| 1a Beginning of year balance | 1,248,203 | 1,214,512 | 1,178,698 | 1,195,869 | 1,168,651 |
| b Contributions | 27,318 | 33,728 | 28,605 | 26,754 | 27,143 |
| c Net investment earnings, gains, and losses | 39,343 | | 9,124 | 75 | 75 |
| d Grants or scholarships | | | | | |
| e Other expenditures for facilities and programs | | 37 | 1,915 | 44,000 | |
| f Administrative expenses | | | | | |
| g End of year balance | 1,314,864 | 1,248,203 | 1,214,512 | 1,178,698 | 1,195,869 |
- 2 Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

a Board designated or quasi-endowment ▶ 97.627 %

b Permanent endowment ▶ 1.466 %

c Term endowment ▶ 0.907 %

The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a Are there endowment funds not in the possession of the organization that are held and administered for the organization by:

(i) Unrelated organizations

(ii) Related organizations

b If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R?
- | | Yes | No |
|--------|-----|----|
| 3a(i) | | No |
| 3a(ii) | | No |
| 3b | | |
- 4 Describe in Part XIII the intended uses of the organization's endowment funds.

Part VI Land, Buildings, and Equipment.

Complete if the organization answered "Yes" on Form 990, Part IV, line 11a. See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		1,120,555		1,120,555
b Buildings		2,826,367	976,512	1,849,855
c Leasehold improvements		18,102	18,102	0
d Equipment		1,847,874	1,766,266	81,608
e Other				
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).) . . . ▶				3,052,018

Part VII

Investments—Other Securities.
Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other _____		
(A) 5062-VANGAURD 500 INDEX FD (VFIAX)	2,007,849	F
(B) 157120-BAIRD INTERMEDIATE BOND (BIMIX)	1,806,877	F
(C)		
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶	3,814,726	

Part VIII

Investments—Program Related.
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. (Column (b) must equal Form 990, Part X, col.(B) line 13.) ▶		

Part IX

Other Assets.
Complete if the organization answered 'Yes' on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
Total. (Column (b) must equal Form 990, Part X, col.(B) line 15.) ▶	

Part X

Other Liabilities.
Complete if the organization answered '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	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col.(B) line 25.) ▶	4,747,070

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII ☒

Part XI

Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

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

1	Total revenue, gains, and other support per audited financial statements	1	14,106,907
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains (losses) on investments	2a	1,243,060
b	Donated services and use of facilities	2b	
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII.)	2d	
e	Add lines 2a through 2d	2e	1,243,060
3	Subtract line 2e from line 1	3	12,863,847
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	47,631
b	Other (Describe in Part XIII.)	4b	-120,415
c	Add lines 4a and 4b	4c	-72,784
5	Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 12.)	5	12,791,063

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 expenses and losses per audited financial statements	1	10,844,695
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII.)	2d	176,005
e	Add lines 2a through 2d	2e	176,005
3	Subtract line 2e from line 1	3	10,668,690
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	47,631
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	47,631
5	Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line 18.)	5	10,716,321

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
PART V, LINE 4:	THE INTENDED USE OF THE ENDOWMENT FUNDS ARE BASED ON THE DONORS INSTRUCTIONS. EARNINGS ARE USED TO SUPPORT A GENERAL SESSION OR LECTURE AT THE ANNUAL NATIONAL CONFERENCE.
PART X, LINE 2:	THE ASSOCIATION IS GENERALLY EXEMPT FROM FEDERAL INCOME TAXES UNDER PROVISIONS OF SECTION 501(C)(3) OF THE INTERNAL REVENUE CODE (IRC). IN ADDITION, THE ASSOCIATION QUALIFIES FOR CHARITABLE CONTRIBUTION DEDUCTIONS AND HAS BEEN CLASSIFIED AS AN ORGANIZATION THAT IS NOT A PRIVATE FOUNDATION. UNDER CURRENT INTERNAL REVENUE SERVICE REGULATIONS, RENTAL INCOME, ADVERTISING EARNED IN THE PUBLICATION OF THE ASSOCIATION'S MAGAZINES AND QUALIFIED PRETAX TRANSPORTATION FRINGE BENEFITS ARE SUBJECT TO UNRELATED BUSINESS INCOME TAX. DEFERRED TAXES ARISE DUE TO THE TIMING DIFFERENCE IN RECOGNITION OF RENTAL REVENUE. THE ACCOUNTING STANDARD ON ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES ADDRESSES THE DETERMINATION OF WHETHER TAX BENEFITS CLAIMED OR EXPECTED TO BE CLAIMED ON A TAX RETURN SHOULD BE RECORDED IN THE FINANCIAL STATEMENTS. UNDER THIS GUIDANCE, THE ASSOCIATION MAY RECOGNIZE THE TAX BENEFIT FROM AN UNCERTAIN TAX POSITION ONLY IF IT IS MORE LIKELY THAN NOT THAT THE TAX POSITION WILL BE SUSTAINED ON EXAMINATION BY TAXING AUTHORITIES BASED ON THE TECHNICAL MERITS OF THE POSITION. THE TAX BENEFITS RECOGNIZED IN THE FINANCIAL STATEMENTS FROM SUCH A POSITION ARE MEASURED BASED ON THE LARGEST BENEFIT THAT HAS A GREATER THAN 50% LIKELIHOOD OF BEING REALIZED UPON ULTIMATE SETTLEMENT. THE GUIDANCE ON ACCOUNTING FOR UNCERTAINTY IN INCOME TAXES ALSO ADDRESSES DE-RECOGNITION, CLASSIFICATION, INTEREST AND PENALTIES ON INCOME TAXES AND ACCOUNTING IN INTERIM PERIODS. MANAGEMENT EVALUATED THE ASSOCIATION'S TAX POSITION AND IS NOT AWARE OF ANY UNCERTAIN TAX POSITIONS; THEREFORE, NO TAX LIABILITIES HAVE BEEN RECORDED AS OF JUNE 30, 2021, OR ANY RELATED INTEREST AND PENALTIES INCLUDED IN THE BALANCE SHEET OR STATEMENT OF ACTIVITIES.
PART XI, LINE 4B - OTHER ADJUSTMENTS:	RENTAL EXPENSES REPORTED ON LINE 6B -120,415.
PART XII, LINE 2D - OTHER ADJUSTMENTS:	RENTAL EXPENSES REPORTED ON LINE 6B 120,415. MINIMUM POSTRETIREMENT LIABILITY ADJUSTMENT 55,590.

Additional Data

[Return to Form](#)

Software ID:

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Schedule I
(Form 990)

Department of the
Treasury
Internal Revenue Service

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

Complete if the organization answered "Yes," on Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990.
▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2020

Open to Public
Inspection

Name of the organization
AMERICAN ASSOCIATION OF SCHOOL
ADMINISTRATORS INC

Employer identification number
54-1999773

Part I General Information on Grants and Assistance

- 1

Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?

☒ Yes ☐ No
- 2

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Domestic Organizations and Domestic Governments. Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

(a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
(1) BUCKEYE ASSOCIATION OF SCHOOL ADMINISTRATORS 8050 NORTH HIGH STSUITE 150 COLUMBUS,OH 43235	31-0780583	501(C)6	16,000				THE GRANT WAS TO THE AASA STATE ASSOCIATIONS FOR THE EXPRESS PURPOSE OF THEIR CONVENING AND BUILDING OUT A NETWORK OF SUPERINTENDENTS IN THEIR STATE.
(2) FLORIDA ASSOCIATION OF SCHOOL ADMINISTRATORS 206-B SOUTH MONROE STREET TALLAHASSEE,FL 32301	59-1558806	501(C)6	16,000				THE GRANT WAS TO THE AASA STATE ASSOCIATIONS FOR THE EXPRESS PURPOSE OF THEIR CONVENING AND BUILDING OUT A NETWORK OF SUPERINTENDENTS IN THEIR STATE.
(3) MICHIGAN ASSOCIATION OF SCHOOL ADMINISTRATORS 1001 CENTENNIAL WAY SUITE 300 LANSING,MI 48917	38-1613620	501(C)3	16,000				THE GRANT WAS TO THE AASA STATE ASSOCIATIONS FOR THE EXPRESS PURPOSE OF THEIR CONVENING AND BUILDING OUT A NETWORK OF SUPERINTENDENTS IN THEIR STATE.
(4) TENNESSEE ORGANIZATION OF SCHOOL SUPERINTENDENTS 401 CHURCH STREET SUITE 2710 NASHVILLE,TN 37219	62-1151625	501(C)6	16,000				THE GRANT WAS TO THE AASA STATE ASSOCIATIONS FOR THE EXPRESS PURPOSE OF THEIR CONVENING AND BUILDING OUT A NETWORK OF SUPERINTENDENTS IN THEIR STATE.
(5) TEXAS ASSOCIATION OF SCHOOL ADMINISTRATORS 406 EAST 11TH STREET AUSTIN,TX 78701	74-1540525	501(C)6	16,000				THE GRANT WAS TO THE AASA STATE ASSOCIATIONS FOR THE EXPRESS PURPOSE OF THEIR CONVENING AND BUILDING OUT A NETWORK OF SUPERINTENDENTS IN THEIR STATE.

2

Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶

1

3

Enter total number of other organizations listed in the line 1 table ▶

4

Part III

Grants and Other Assistance to Domestic Individuals. Complete if the organization answered "Yes" on Form 990, Part IV, line 22.
Part III can be duplicated if additional space is needed.

(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 Information. Provide the information required in Part I, line 2; Part III, column (b); and any other additional information.

Return Reference	Explanation
PART I, LINE 2:	AASA MONITORED USE OF GRANT FUNDS BY MEETING WITH GRANTEEES MONTHLY AND INQUIRING ABOUT THEIR USE OF FUNDS FOR THE PROGRAMS PURPOSE.

Additional Data

Return to Form

Software ID:
Software Version:

Name of the organization
AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS INC

Employer identification number
54-1999773

Part I Questions Regarding Compensation

	Yes	No
1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. ☐ First-class or charter travel ☐ Travel for companions ☐ Tax idemnification and gross-up payments ☐ Discretionary spending account ☐ Housing allowance or residence for personal use ☐ Payments for business use of personal residence ☐ Health or social club dues or initiation fees ☐ Personal services (e.g., maid, chauffeur, chef)		
1b If any of the boxes on Line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain		
2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked on Line 1a?		
3 Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. ☐ Compensation committee ☒ Independent compensation consultant ☐ Form 990 of other organizations ☐ Written employment contract ☐ Compensation survey or study ☒ Approval by the board or compensation committee		
4 During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization: a Receive a severance payment or change-of-control payment? b Participate in, or receive payment from, a supplemental nonqualified retirement plan? c Participate in, or receive payment from, an equity-based compensation arrangement? If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III. Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.		
5 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of: a The organization? b Any related organization? If "Yes," on line 5a or 5b, describe in Part III.		
6 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of: a The organization? b Any related organization? If "Yes," on line 6a or 6b, describe in Part III.		
7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described in lines 5 and 6? If "Yes," describe in Part III		
8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III		
9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?		

Part II

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

For each individual whose compensation must be reported 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 other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
1DANIEL DOMENECH EXECUTIVE DIRECTOR	(i)	461,046	0	23,208	14,250	5,317	503,821	0
	(ii)	0	0	0	0	0	0	0
2H CHARLES WOODRUFF COO	(i)	232,573	0	3,708	12,225	1,964	250,470	0
	(ii)	0	0	0	0	0	0	0
3CHRIS DAW ASSOC EXEC DIR	(i)	168,349	0	571	9,179	26,615	204,714	0
	(ii)	0	0	0	0	0	0	0
4MORT SHERMAN ASSOC EXEC DIR	(i)	181,700	0	3,566	9,703	5,593	200,562	0
	(ii)	0	0	0	0	0	0	0
5HEIDI SCHMIDT DIR, CORPORATE & STRATEGIC ALLIANCES	(i)	182,046	0	322	9,635	8,525	200,528	0
	(ii)	0	0	0	0	0	0	0
6SHARON ADAMS-TAYLOR ASSOC EXEC DIR	(i)	178,579	0	3,003	9,485	6,988	198,055	0
	(ii)	0	0	0	0	0	0	0
7NOELLE ELLERSON ASSOC EXEC DIR	(i)	155,430	0	324	8,748	28,227	192,729	0
	(ii)	0	0	0	0	0	0	0
8EVELYN GILLIAM DIRECTOR, FINANCE (TIL 2/2021)	(i)	147,857	0	21,944	8,952	6,581	185,334	0
	(ii)	0	0	0	0	0	0	0
9VALERIE TRUESDALE ASST EXECUTIVE DIRECTOR	(i)	154,985	0	2,553	8,357	18,580	184,475	0
	(ii)	0	0	0	0	0	0	0
10JAY GOLDMAN EDITOR, SA	(i)	100,115	0	21,264	6,800	36,071	164,250	0
	(ii)	0	0	0	0	0	0	0

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
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Additional Data

Return to Form

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Software Version:

SCHEDULE O

(Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

Complete to provide information for responses to specific questions on Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization

AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS INC

Employer identification number

54-1999773

Return Reference	Explanation
FORM 990, PART VI, SECTION A, LINE 6	SINCE 1865, SCHOOL SYSTEM LEADERS HAVE JOINED THE AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS (AASA) FOR PROFESSIONAL SUPPORT AND DEVELOPMENT, INFORMATION AND NEWS, NETWORKING, AND REPRESENTATION AT THE FEDERAL LEVEL AND TO SUPPORT THE AASA MISSION TO ADVANCE PUBLIC EDUCATION FOR ALL CHILDREN. AASA REPRESENTS SCHOOL DISTRICT ADMINISTRATORS AT BOTH THE BUILDING AND CENTRAL OFFICE LEVEL. AASA'S PRIMARY MEMBERS ARE PUBLIC SCHOOL DISTRICT SUPERINTENDENTS AND THOSE WHO ASPIRE TO THAT POSITION. AASA ALSO INCLUDES COLLEGE PROFESSORS WHO ARE PREPARING SCHOOL ADMINISTRATORS.
FORM 990, PART VI, SECTION A, LINE 7A	FOR EXECUTIVE COMMITTEE: ANY ELIGIBLE AASA VOTING MEMBER MAY SERVE ON THE EXECUTIVE COMMITTEE AS AN ELECTED REGIONAL EXECUTIVE COMMITTEE MEMBER. THE INDIVIDUAL MAY NOT BE AN EMPLOYEE OF AASA OR AN AASA CHARTERED AFFILIATE ASSOCIATION; OR AN EMPLOYEE OR REPRESENTATIVE OF A COMPANY THAT SELLS PRODUCTS OR SERVICES TO SCHOOLS. IN THE CASE OF INVOLUNTARY SUSPENSION OF EMPLOYMENT, A PERSON MAY SERVE THE REMAINDER OF HIS OR HER TERM AS LONG AS SHE OR HE IS NOT AN EMPLOYEE OR REPRESENTATIVE OF A COMPANY THAT SELLS PRODUCTS OR SERVICES TO SCHOOLS. A CANDIDATE CANNOT BE A RETIREE; HOWEVER, HE OR SHE COULD CONTINUE TO SERVE, IF RETIREMENT COMMENCED DURING HIS OR HER TERM OF OFFICE AS A REGIONAL EXECUTIVE COMMITTEE MEMBER, AS LONG AS SHE OR HE IS NOT AN EMPLOYEE OR REPRESENTATIVE OF A COMPANY THAT SELLS PRODUCTS OR SERVICES TO SCHOOLS. IN ADDITION, TO BE A CANDIDATE FOR REGIONAL EXECUTIVE COMMITTEE MEMBER, A MEMBER MUST HAVE BEEN AN ELIGIBLE AASA VOTING MEMBER FOR AT LEAST THE THREE (3) IMMEDIATELY PRECEDING YEARS, A MEMBER IN GOOD STANDING OF A CHARTERED AFFILIATE FOR AT LEAST THREE (3) IMMEDIATELY PRECEDING YEARS AND BE A CURRENT MEMBER OF THE GOVERNING BOARD, OR A FORMER MEMBER HAVING SERVED AT LEAST ONE OF THE THREE (3) IMMEDIATELY PRECEDING YEARS, FROM A CHARTERED AFFILIATE WITHIN THE REGION. FOR GOVERNING BOARD: MEMBERS OF THE GOVERNING BOARD SHALL BE ELIGIBLE AASA VOTING MEMBERS FOR AT LEAST THREE (3) YEARS AND MEMBERS IN GOOD STANDING IN THE CHARTERED AFFILIATE FOR AT LEAST THREE (3) YEARS AT THE TIME OF ELECTION. EMPLOYEES OF AASA AND/OR A CHARTERED AFFILIATE ARE NOT ELIGIBLE TO SERVE AS MEMBERS OF THE GOVERNING BOARD.
FORM 990, PART VI, SECTION B, LINE 11B	AASA REVIEW OF THE 990 IS IN COMPLIANCE WITH AASA GOVERNANCE PROCESSES AS OUTLINED IN GOVERNANCE DOCUMENTS INCLUDING AASA'S BYLAWS.
FORM 990, PART VI, SECTION B, LINE 12C	AASA EXECUTIVE COMMITTEE MEMBERS RECEIVE, REVIEW AND SUBMIT A CONFLICT OF INTEREST FORM AT THE TOP OF EACH FISCAL YEAR. AASA BYLAWS DO NOT REQUIRE ANY SUCH FORM FROM THE GOVERNING BOARD.
FORM 990, PART VI, SECTION B, LINE 15A	THE AMERICAN ASSOCIATION OF SCHOOL ADMINISTRATORS (AASA) USES OUTSIDE INDEPENDENT CONSULTANTS TO REVIEW ITS SALARIES ON REGULAR BASIS. THIS REVIEW PROVIDES INFORMATION ABOUT THE ASSOCIATION'S COMPETITIVE POSITION RELATIVE TO PUBLISHED SURVEY DATA AND ASSURES THAT THE PAY OF EXECUTIVES AND OTHER EMPLOYEES IS REASONABLE. THE SALARY OF THE ASSOCIATION'S EXECUTIVE DIRECTOR IS DETERMINED BY THE EXECUTIVE COMMITTEE BY MARKET COMPARISONS. OTHER STAFF COMPENSATION ARE APPROVED BY EXECUTIVE DIRECTOR OR CHIEF OPERATING OFFICER. THE ANNUAL REVIEW OF SALARIES WAS CONDUCTED IN 2018 WITH EMPLOYEES BEING GIVEN A COST OF LIVING SALARY INCREASE OF 3%.
FORM 990, PART VI, SECTION C, LINE 19	THE POLICIES AND PROCEDURES (WHICH INCLUDES CONFLICT OF INTEREST POLICES) WILL BE POSTED ON THE ORGANIZATION'S WEBSITE. ALL MEMBERS WILL HAVE ACCESS TO THESE DOCUMENTS. FINANCIAL INFORMATION IS RECORDED IN THE ANNUAL REPORT AND APPROVED BUDGET DOCUMENT WHICH IS DISTRIBUTED IN JULY OF EACH YEAR.
FORM 990, PART IX, LINE 11G	CONSULTANT: PROGRAM SERVICE EXPENSES 732,812. MANAGEMENT AND GENERAL EXPENSES 55,387. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 788,199. LEAD TEACHERS: PROGRAM SERVICE EXPENSES 313,180. MANAGEMENT AND GENERAL EXPENSES 0. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 313,180. MENTORS: PROGRAM SERVICE EXPENSES 209,353. MANAGEMENT AND GENERAL EXPENSES 0. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 209,353. BROKERAGE & COMMISSION: PROGRAM SERVICE EXPENSES 100,494. MANAGEMENT AND GENERAL EXPENSES 0. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 100,494. HONORARIUM: PROGRAM SERVICE EXPENSES 43,250. MANAGEMENT AND GENERAL EXPENSES 0. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 43,250. TEMPORARY HELP: PROGRAM SERVICE EXPENSES 97,948. MANAGEMENT AND GENERAL EXPENSES 63,510. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 161,458. PRESIDENT'S SUBSIDY: PROGRAM SERVICE EXPENSES 50,000. MANAGEMENT AND GENERAL EXPENSES 0. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 50,000. LIST RENTAL: PROGRAM SERVICE EXPENSES 23,279. MANAGEMENT AND GENERAL EXPENSES 0. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 23,279. CRISIS HOTLINE SUPPORT: PROGRAM SERVICE EXPENSES 325. MANAGEMENT AND GENERAL EXPENSES 0. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 325. OTHER PROFESSIONAL SERVICES: PROGRAM SERVICE EXPENSES 718,003. MANAGEMENT AND GENERAL EXPENSES 127,000. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 845,003. PUBLICATION SERVICES: PROGRAM SERVICE EXPENSES 15,996. MANAGEMENT AND GENERAL EXPENSES 0. FUNDRAISING EXPENSES 0. TOTAL EXPENSES 15,996.
FORM 990, PART XI, LINE 9:	MINIMUM POSTRETIREMENT LIABILITY ADJUSTMENT -55,590.

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

Cat. No. 51056K

Schedule O (Form 990 or 990-EZ) 2020

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