

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code
(except black lung benefit trust or private foundation)

2006

Open to Public
InspectionDepartment of the Treasury
Internal Revenue Service

▶ The organization may have to use a copy of this return to satisfy state reporting requirements.

A For the 2006 calendar year, or tax year beginning , 2006, and ending

B Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return
☐ Amended return
☐ Application pending

Please use
IRS label
or print
or type.
See
specific
instruc-
tions.C
CENTER FOR NONPROFIT MANAGEMENT, INC.
44 VANTAGE WAY #230
NASHVILLE, TN 37228-1548

D Employer identification number

58-2000064

E Telephone number

615-259-0100

F Accounting method:

☐ Cash☒ Accrual☐ Other (specify) ▶• Section 501(c)(3) organizations and 4947(a)(1) nonexempt
charitable trusts must attach a completed Schedule A
(Form 990 or 990-EZ).

H and I are not applicable to section 527 organizations.

H (a) Is this a group return for affiliates? ☐ Yes ☒ No

H (b) If 'Yes,' enter number of affiliates. ▶

H (c) Are all affiliates included? ☐ Yes ☐ No

(If 'No,' attach a list. See instructions.)

H (d) Is this a separate return filed by an
organization covered by a group ruling? ☐ Yes ☒ No

I Group Exemption Number. ▶

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

G Web site: ▶ WWW.CNM.ORG

J Organization type

(check only one) ▶ ☒ 501(c) 3 (insert no.) ☐ 4947(a)(1) or ☐ 527K Check here ☐ if the organization is not a 509(a)(3) supporting organization and its
gross receipts are normally not more than \$25,000. A return is not required, but if the
organization chooses to file a return, be sure to file a complete return.

L Gross receipts: Add lines 6b, 8b, 9b, and 10b to line 12 ▶ 1,656,208.

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See the instructions.)

REVENUE

1 Contributions, gifts, grants, and similar amounts received:

a Contributions to donor advised funds

1a

b Direct public support (not included on line 1a)

1b

587,272.

c Indirect public support (not included on line 1a)

1c

25,000.

d Government contributions (grants) (not included on line 1a)

1d

e Total (add lines 1a through 1d) (cash \$ 612,272. noncash \$)

1e

612,272.

2 Program service revenue including government fees and contracts (from Part VII, line 93)

2

942,214.

3 Membership dues and assessments

3

80,157.

4 Interest on savings and temporary cash investments

4

21,115.

5 Dividends and interest from securities

5

6a Gross rents

6a

b Less: rental expenses

6b

c Net rental income or (loss). Subtract line 6b from line 6a

6c

7 Other investment income (describe) ▶

7

8a Gross amount from sales of assets other
than inventory

(A) Securities

(B) Other

8a

b Less: cost or other basis and sales expenses

8b

c Gain or (loss) (attach schedule)

8c

d Net gain or (loss). Combine line 8c, columns (A) and (B)

8d

9 Special events and activities (attach schedule). If any amount is from gaming, check here ☐a Gross revenue (not including \$ of contributions
reported on line 1b)

9a

b Less: direct expenses other than fundraising expenses

9b

c Net income or (loss) from special events. Subtract line 9b from line 9a

9c

10a Gross sales of inventory, less returns and allowances

10a

b Less: cost of goods sold

10b

c Gross profit or (loss) from sales of inventory (attach schedule). Subtract line 10b from line 10a

10c

11 Other revenue (from Part VII, line 103)

11

450.

12 Total revenue. Add lines 1e, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11

12

1,656,208.

EXPENSES

13 Program services (from line 44, column (B))

13

1,109,519.

14 Management and general (from line 44, column (C))

14

168,796.

15 Fundraising (from line 44, column (D))

15

16 Payments to affiliates (attach schedule)

16

17 Total expenses. Add lines 13 and 14, column (A)

17

1,278,315.

ASSETS

18 Excess or (deficit) for the year. Subtract line 17 from line 12

18

377,893.

19 Net assets or fund balances at beginning of year (from line 73, column (A))

19

466,717.

20 Other changes in net assets or fund balances (attach explanation)

20

21 Net assets or fund balances at end of year. Combine lines 18, 19, and 20

21

844,610.

Part I Statement of Functional Expenses All organizations must complete column (A). Columns (B), (C), and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others.

Do not include amounts reported on line 6b, 8b, 9b, 10b, or 16 of Part I.	(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22a Grants paid from donor advised funds (attach sch) (cash \$ _____) non-cash \$ _____ If this amount includes foreign grants, check here <input type="checkbox"/>	22a			
22b Other grants and allocations (att sch) (cash \$ _____) non-cash \$ _____ If this amount includes foreign grants, check here <input type="checkbox"/>	22b			
23 Specific assistance to individuals (attach schedule)	23			
24 Benefits paid to or for members (attach schedule)	24			
25a Compensation of current officers, directors, key employees, etc listed in Part V-A (attach sch)	25a 104,167.	88,542.	15,625.	0.
b Compensation of former officers, directors, key employees, etc listed in Part V-B (attach sch)	25b 40,960.	34,816.	6,144.	0.
c Compensation and other distributions, not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) (attach schedule)	25c 0.	0.	0.	0.
26 Salaries and wages of employees not included on lines 25a, b, and c	26 311,676.	264,925.	46,751.	
27 Pension plan contributions not included on lines 25a, b, and c	27 31,448.	26,731.	4,717.	
28 Employee benefits not included on lines 25a - 27	28 379.	322.	57.	
29 Payroll taxes	29 34,416.	29,254.	5,162.	
30 Professional fundraising fees	30			
31 Accounting fees	31			
32 Legal fees	32 5,900.		5,900.	
33 Supplies	33 17,628.	14,658.	2,970.	
34 Telephone	34 12,893.	10,314.	2,579.	
35 Postage and shipping	35 18,733.	14,995.	3,738.	
36 Occupancy	36 92,400.	73,920.	18,480.	
37 Equipment rental and maintenance	37 29,466.	14,472.	14,994.	
38 Printing and publications	38 22,561.	18,859.	3,702.	
39 Travel	39 1,993.	601.	1,392.	
40 Conferences, conventions, and meetings	40 6,287.	4,075.	2,212.	
41 Interest	41			
42 Depreciation, depletion, etc (attach schedule)	42 17,504.		17,504.	
43 Other expenses not covered above (itemize):				
a SEE STATEMENT 1	43a 529,904.	513,035.	16,869.	
b	43b			
c	43c			
d	43d			
e	43e			
f	43f			
g	43g			
44 Total functional expenses. Add lines 22a through 43g. (Organizations completing columns (B) - (D), carry these totals to lines 13 - 15)	44 1,278,315.	1,109,519.	168,796.	0.

Joint Costs. Check ☐ if you are following SOP 98-2.

Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services? ☐ Yes ☒ No

If 'Yes,' enter (i) the aggregate amount of these joint costs \$ _____; (ii) the amount allocated to Program services

\$ _____; (iii) the amount allocated to Management and general \$ _____; and (iv) the amount allocated

to Fundraising \$ _____

Part III Statement of Program Service Accomplishments

Form 990 is available for public inspection and, for some people, serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore, please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

What is the organization's primary exempt purpose? ► SEE STATEMENT 2

All organizations must describe their exempt purpose achievements in a clear and concise manner. State the number of clients served, publications issued, etc. Discuss achievements that are not measurable. (Section 501(c)(3) and (4) organizations and 4947(a)(1) nonexempt charitable trusts must also enter the amount of grants and allocations to others.)

Program Service Expenses
(Required for 501(c)(3) and (4) organizations and 4947(a)(1) trusts; but optional for others.)

a TRAINING AND DEVELOPING SERVICES: CNM CONDUCTS SEMINARS, WORKSHOPS, FORUMS, AND BRIEFINGS FOR REPRESENTATIVES OF NONPROFIT AGENCIES.

(Grants and allocations \$) If this amount includes foreign grants, check here ► ☐

267,288.

b CONSULTING SERVICES: CONSULTATIONS ARE PROVIDED TO NONPROFIT AGENCIES CONCERNING A VARIETY OF MANAGEMENT ISSUES TO ADDRESS SPECIFIC NEEDS AS REQUESTED BY THE AGENCIES.

(Grants and allocations \$) If this amount includes foreign grants, check here ► ☐

449,278.

c SALUTE TO EXCELLENCE AWARDS: CNM HOSTS AN ANNUAL AWARDS EVENT TO RECOGNIZE OUTSTANDING MANAGEMENT ACCOMPLISHMENTS BY NONPROFIT ORGANIZATIONS IN THE MIDDLE TENNESSEE AREA.

(Grants and allocations \$) If this amount includes foreign grants, check here ► ☐

131,754.

d PERFORMANCE MEASUREMENT RESOURCE CENTER: PROVIDES NONPROFIT ORGANIZATIONS PERFORMANCE MEASUREMENT TOOLS TO COLLECT AND ANALYZE DATA AND SUPPORTING SERVICES TO BENCHMARK AND IMPROVE ORGANIZATION AND PROGRAM PERFORMANCE.

(Grants and allocations \$) If this amount includes foreign grants, check here ► ☐

103,442.

e Other program services SEE STATEMENT 3

(Grants and allocations \$) If this amount includes foreign grants, check here ► ☐

157,757.

f Total of Program Service Expenses (should equal line 44, column (B), Program services) ► 1,109,519.

BAA

Form 990 (2006)

Part IV Balance Sheets (See the instructions.)**Note:** Where required, attached schedules and amounts within the description column should be for end-of-year amounts only.

		(A) Beginning of year		(B) End of year
45	Cash — non-interest-bearing	28,900.	45	113,859.
46	Savings and temporary cash investments	289,039.	46	458,963.
47 a	Accounts receivable	142,495.		
b	Less: allowance for doubtful accounts		47 c	142,495.
48 a	Pledges receivable	197,780.		
b	Less: allowance for doubtful accounts		48 c	197,780.
49	Grants receivable		49	
50 a	Receivables from current and former officers, directors, trustees, and key employees (attach schedule)		50 a	
b	Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) (attach schedule)		50 b	
51 a	Other notes and loans receivable (attach schedule)		51 c	
b	Less: allowance for doubtful accounts		51 b	
52	Inventories for sale or use		52	5,845.
53	Prepaid expenses and deferred charges		53	
54 a	Investments — publicly-traded securities		54 a	
b	Investments — other securities (attach sch) .. STMT. 4. <input checked="" type="checkbox"/> Cost <input type="checkbox"/> FMV	15,000.	54 b	15,000.
55 a	Investments — land, buildings, & equipment: basis ..		55 a	
b	Less: accumulated depreciation (attach schedule)		55 b	
56	Investments — other (attach schedule)		56	
57 a	Land, buildings, and equipment: basis	179,990.		
b	Less: accumulated depreciation (attach schedule) .. STATEMENT 5. ...	150,629.	57 c	29,361.
58	Other assets, including program-related investments (describe ► SEE STATEMENT 6) ..	5,000.	58	5,000.
59	Total assets (must equal line 74). Add lines 45 through 58.	569,173.	59	968,303.
60	Accounts payable and accrued expenses	9,582.	60	7,977.
61	Grants payable		61	
62	Deferred revenue	92,874.	62	115,716.
63	Loans from officers, directors, trustees, and key employees (attach schedule)		63	
64 a	Tax-exempt bond liabilities (attach schedule)		64 a	
b	Mortgages and other notes payable (attach schedule)		64 b	
65	Other liabilities (describe ►		65	
66	Total liabilities. Add lines 60 through 65	102,456.	66	123,693.
Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74.				
67	Unrestricted	466,717.	67	514,451.
68	Temporarily restricted		68	330,159.
69	Permanently restricted		69	
Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 70 through 74.				
70	Capital stock, trust principal, or current funds		70	
71	Paid-in or capital surplus, or land, building, and equipment fund		71	
72	Retained earnings, endowment, accumulated income, or other funds		72	
73	Total net assets or fund balances. Add lines 67 through 69 or lines 70 through 72. (Column (A) must equal line 19 and column (B) must equal line 21)	466,717.	73	844,610..
74	Total liabilities and net assets/fund balances. Add lines 66 and 73.	569,173.	74	968,303.

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Form 990 (2006)

Part VI Other Information (continued)

		Yes	No
82a	Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	X	
b	If 'Yes,' you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions in Part III.)	82b	46,171.
83a	Did the organization comply with the public inspection requirements for returns and exemption applications?	X	
b	Did the organization comply with the disclosure requirements relating to <i>quid pro quo</i> contributions?	X	
84a	Did the organization solicit any contributions or gifts that were not tax deductible?		X
b	If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		N/A
85	501(c)(4), (5), or (6) organizations. a Were substantially all dues nondeductible by members?	85a	N/A
b	Did the organization make only in-house lobbying expenditures of \$2,000 or less?	85b	N/A
If 'Yes' was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year.			
c	Dues, assessments, and similar amounts from members.	85c	N/A
d	Section 162(e) lobbying and political expenditures.	85d	N/A
e	Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices.	85e	N/A
f	Taxable amount of lobbying and political expenditures (line 85d less 85e).	85f	N/A
g	Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	85g	N/A
h	If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	85h	N/A
86	501(c)(7) organizations. Enter: a Initiation fees and capital contributions included on line 12.	86a	N/A
b	Gross receipts, included on line 12, for public use of club facilities.	86b	N/A
87	501(c)(12) organizations. Enter: a Gross income from members or shareholders.	87a	N/A
b	Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them.)	87b	N/A
88a	At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If 'Yes,' complete Part IX.	88a	X
b	At any time during the year, did the organization, directly or indirectly, own a controlled entity within the meaning of section 512(b)(13)? If 'Yes,' complete Part XI.	88b	X
89a	501(c)(3) organizations. Enter: Amount of tax imposed on the organization during the year under: section 4911 <u>0.</u> ; section 4912 <u>0.</u> ; section 4955 <u>0.</u>		
b	501(c)(3) and 501(c)(4) organizations. Did the organization engage in any section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If 'Yes,' attach a statement explaining each transaction.	89b	X
c	Enter: Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958.		0.
d	Enter: Amount of tax on line 89c, above, reimbursed by the organization.		0.
e	All organizations. At any time during the tax year, was the organization a party to a prohibited tax shelter transaction?	89e	X
f	All organizations. Did the organization acquire a direct or indirect interest in any applicable insurance contract?	89f	X
g	For supporting organizations and sponsoring organizations maintaining donor advised funds. Did the supporting organization, or a fund maintained by a sponsoring organization, have excess business holdings at any time during the year?	89g	X
90a	List the states with which a copy of this return is filed <u>TN</u>		
b	Number of employees employed in the pay period that includes March 12, 2006 (See instructions.)	90b	11
91a	The books are in care of <u>CEANNE YATES</u> Telephone number <u>615-259-0100</u>		
	Located at <u>44 VANTAGE WAY, SUITE 230, NASHVILLE TN</u> ZIP + 4 <u>37228-1548</u>		
b	At any time during the calendar year, did the organization have an interest in or a signature or other authority over a financial account in a foreign country (such as a bank account, securities account, or other financial account)? If 'Yes,' enter the name of the foreign country	91b	X

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

Part VI Other Information (continued)c At any time during the calendar year, did the organization maintain an office outside of the United States? 91 c ☐ Yes ☒ No

If 'Yes,' enter the name of the foreign country

92 Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041 - Check here. N/A ☐

and enter the amount of tax-exempt interest received or accrued during the tax year. 92 N/A

Part VII Analysis of Income-Producing Activities (See the instructions.)

Note: Enter gross amounts unless otherwise indicated.

	Unrelated business income		Excluded by section 512, 513, or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	
93 Program service revenue:					
a ASSOCIATION FEE-BCBS					25,896.
b BASIC GRANTWRITING CD					783.
c SALUTE EVENT TICKETS					45,435.
d SERVICE FEES					860,160.
e WHERE TO BE SCENE					9,940.
f Medicare/Medicaid payments					
g Fees & contracts from government agencies					
94 Membership dues and assessments					80,157.
95 Interest on savings & temporary cash invmnts			14	21,115.	
96 Dividends & interest from securities					
97 Net rental income or (loss) from real estate:					
a debt-financed property					
b not debt-financed property					
98 Net rental income or (loss) from pers prop					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory					
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					
103 Other revenue: a					
b MISCELLANEOUS					450.
c					
d					
e					
104 Subtotal (add columns (B), (D), and (E))				21,115.	1,022,821.
105 Total (add line 104, columns (B), (D), and (E))					1,043,936.

Note: Line 105 plus line 1d, Part I, should equal the amount on line 12, Part I.

Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes (See the instructions.)

Line No. Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes).

SEE STATEMENT 8

Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities (See the instructions.)

(A) Name, address, and EIN of corporation, partnership, or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End-of-year assets
N/A	0			
	0			
	0			
	0			

Part X Information Regarding Transfers Associated with Personal Benefit Contracts (See the instructions.)a Did the organization, during the year, receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? ☐ Yes ☒ Nob Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? ☐ Yes ☒ No

Note: If 'Yes' to (b), file Form 8870 and Form 4720 (see instructions).

Part XI Information Regarding Transfers To and From Controlled Entities. Complete only if the organization is a controlling organization as defined in section 512(b)(13).

				Yes	No	
106	Did the reporting organization make any transfers to a controlled entity as defined in section 512(b)(13) of the Code? If "Yes," complete the schedule below for each controlled entity					X

	(A) Name, address, of each controlled entity	(B) Employer Identification Number	(C) Description of transfer	(D) Amount of transfer
a	-----			
b	-----			
c	-----			
Totals				

				Yes	No	
107	Did the reporting organization receive any transfers from a controlled entity as defined in section 512(b)(13) of the Code? If "Yes," complete the schedule below for each controlled entity					X

	(A) Name, address, of each controlled entity	(B) Employer Identification Number	(C) Description of transfer	(D) Amount of transfer
a	-----			
b	-----			
c	-----			
Totals				

				Yes	No	
108	Did the organization have a binding written contract in effect on August 17, 2006, covering the interest, rents, royalties, and annuities described in question 107 above?					X

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.

Please Sign Here

Signature of officer: C. Lewis Lavine Date: 6-26-07

Type or print name and title: _____

Paid Preparer's Use Only	Preparer's signature	Date	Check if self-employed <input checked="" type="checkbox"/>	Preparer's SSN or PTIN (See General Instruction W)
	Firm's name (or yours if self-employed), address, and ZIP + 4	EIN	Phone no.	

FRASIER, DEAN & HOWARD, PLLC
3310 WEST END AVENUE, STE. 550
NASHVILLE, TN 37203

N/A
N/A
(615) 383-6592

BAA

Form 990 (2006)

SCHEDULE A
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

**Organization Exempt Under
Section 501(c)(3)**

(Except Private Foundation) and Section 501(e), 501(f), 501(k),
501(n), or 4947(a)(1) Nonexempt Charitable Trust

Supplementary Information — (See separate instructions.)

► **MUST** be completed by the above organizations and attached to their Form 990 or 990-EZ.

OMB No. 1545-0047

2006

Name of the organization

CENTER FOR NONPROFIT MANAGEMENT, INC.

Employer identification number

58-2000064

Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees
(See instructions. List each one. If there are none, enter 'None'.)

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans and deferred compensation	(e) Expense account and other allowances
LISA POTE NASHVILLE, TN 37215	DIRECTOR 37	79,068.	0.	500.
DEBORAH WILCOX NASHVILLE, TN 37217	DIRECTOR 37	67,174.	5,337.	0.
Total number of other employees paid over \$50,000		0		

Part II - A Compensation of the Five Highest Paid Independent Contractors for Professional Services
(See instructions. List each one (whether individuals or firms). If there are none, enter 'None'.)

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
FRANK PARSONS 503 WAXWOOD DRIVE BRENTWOOD, TN 37027	CONSULTING	61,051.
CECILIA MYNATT 6606 EUDALEY COVINGTON RD. COLLEGE GROVE, TN 37046	CONSULTING	58,425.
MARY BAKER 209 37TH AVE. N NASHVILLE, TN 37209	CONSULTING	50,314.
Total number of others receiving over \$50,000 for professional services		0

Part II - B Compensation of the Five Highest Paid Independent Contractors for Other Services
(List each contractor who performed services other than professional services, whether individuals or firms. If there are none, enter 'None.' See instructions.)

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
NONE		
Total number of other contractors receiving over \$50,000 for other services		0

Part III Statements About Activities (See instructions.)

	Yes	No
1 During the year, has the organization attempted to influence national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum? If 'Yes,' enter the total expenses paid or incurred in connection with the lobbying activities. ▶ \$ <u>N/A</u> (Must equal amounts on line 38, Part VI-A, or line i of Part VI-B.)	1	X
Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI-A. Other organizations checking 'Yes' must complete Part VI-B AND attach a statement giving a detailed description of the lobbying activities.		
2 During the year, has the organization, either directly or indirectly, engaged in any of the following acts with any substantial contributors, trustees, directors, officers, creators, key employees, or members of their families, or with any taxable organization with which any such person is affiliated as an officer, director, trustee, majority owner, or principal beneficiary? (If the answer to any question is 'Yes,' attach a detailed statement explaining the transactions.)		
a Sale, exchange, or leasing of property?	2a	X
b Lending of money or other extension of credit?	2b	X
c Furnishing of goods, services, or facilities?	2c	X
SEE FORM 990, PART V		
d Payment of compensation (or payment or reimbursement of expenses if more than \$1,000)?	2d	X
e Transfer of any part of its income or assets?	2e	X
3a Did the organization make grants for scholarships, fellowships, student loans, etc? (If 'Yes,' attach an explanation of how the organization determines that recipients qualify to receive payments.)	3a	X
b Did the organization have a section 403(b) annuity plan for its employees?	3b	X
c Did the organization receive or hold an easement for conservation purposes, including easements to preserve open space, the environment, historic land areas or historic structures? If 'Yes,' attach a detailed statement	3c	X
d Did the organization provide credit counseling, debt management, credit repair, or debt negotiation services?	3d	X
4a Did the organization maintain any donor advised funds? If 'Yes,' complete lines 4b through 4g. If 'No,' complete lines 4f and 4g.	4a	X
b Did the organization make any taxable distributions under section 4966?	4b	X
c Did the organization make a distribution to a donor, donor advisor, or related person?	4c	X
d Enter the total number of donor advised funds owned at the end of the tax year. ▶		
e Enter the aggregate value of assets held in all donor advised funds owned at the end of the tax year. ▶		
f Enter the total number of separate funds or accounts owned at the end of the tax year (excluding donor advised funds included on line 4d) where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts. ▶	0	
g Enter the aggregate value of assets held in all funds or accounts included on line 4f at the end of the tax year. ▶	0	

Part IV Reason for Non-Private Foundation Status (See instructions.)I certify that the organization is not a private foundation because it is: (Please check only **ONE** applicable box.)

- 5 ☐ A church, convention of churches, or association of churches. Section 170(b)(1)(A)(i).
- 6 ☐ A school. Section 170(b)(1)(A)(ii). (Also complete Part V.)
- 7 ☐ A hospital or a cooperative hospital service organization. Section 170(b)(1)(A)(iii).
- 8 ☐ A federal, state, or local government or governmental unit. Section 170(b)(1)(A)(v).
- 9 ☐ A medical research organization operated in conjunction with a hospital. Section 170(b)(1)(A)(iii). Enter the hospital's name, city, and state: _____
- 10 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit. Section 170(b)(1)(A)(iv). (Also complete the **Support Schedule** in Part IV-A.)
- 11a ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A.)
- 11b ☐ A community trust. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV-A.)
- 12 ☐ An organization that normally receives: (1) more than 33-1/3% of its support from contributions, membership fees, and gross receipts from activities related to its charitable, etc., functions — subject to certain exceptions, and (2) no more than 33-1/3% 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). (Also complete the **Support Schedule** in Part IV-A.)
- 13 ☐ An organization that is not controlled by any disqualified persons (other than foundation managers) and otherwise meets the requirements of section 509(a)(3). Check the box that describes the type of supporting organization: ▶

☐ Type I ☐ Type II ☐ Type III-Functionally Integrated ☐ Type III-Other

Provide the following information about the supported organizations. (See instructions.)

(a) Name(s) of supported organization(s)	(b) Employer identification number (EIN)	(c) Type of organization (described in lines 5 through 12 above or IRC section)	(d) Is the supported organization listed in the supporting organization's governing documents?		(e) Amount of support
			Yes	No	
Total					0.

- 14 ☐ An organization organized and operated to test for public safety. Section 509(a)(4). (See instructions.)

BAA

Schedule A (Form 990 or 990-EZ) 2006

Part IV-A Support Schedule (Complete only if you checked a box on line 10, 11, or 12.) *Use cash method of accounting.***Note:** You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting.

Calendar year (or fiscal year beginning in)	(a) 2005	(b) 2004	(c) 2003	(d) 2002	(e) Total
15 Gifts, grants, and contributions received. (Do not include unusual grants. See line 28.)	310,718.	274,198.	353,953.	480,688.	1,419,557.
16 Membership fees received	67,900.	53,985.	49,050.	50,030.	220,965.
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc., purpose	836,942.	683,206.	688,743.	613,088.	2,821,979.
18 Gross income from interest, dividends, amounts received from payments on securities loans (section 512(a)(5)), rents, royalties, and unrelated business taxable income (less section 511 taxes) from businesses acquired by the organization after June 30, 1975	8,042.	1,908.	1,748.	3,076.	14,774.
19 Net income from unrelated business activities not included in line 18					0.
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					0.
21 The value of services or facilities furnished to the organization by a governmental unit without charge. Do not include the value of services or facilities generally furnished to the public without charge					0.
22 Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets. SEE STMT. 9	451.	414.	465.	479.	1,809.
23 Total of lines 15 through 22	1,224,053.	1,013,711.	1,093,959.	1,147,361.	4,479,084.
24 Line 23 minus line 17	387,111.	330,505.	405,216.	534,273.	1,657,105.
25 Enter 1% of line 23	12,241.	10,137.	10,940.	11,474.	
26 Organizations described on lines 10 or 11: a Enter 2% of amount in column (e), line 24.					26a 33,142.
b Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 2002 through 2005 exceeded the amount shown in line 26a. Do not file this list with your return. Enter the total of all these excess amounts					26b 733,174.
c Total support for section 509(a)(1) test: Enter line 24, column (e)					26c 1,657,105.
d Add: Amounts from column (e) for lines: 18 14,774. 19 1,809. 22 1,809.					26d 749,757.
e Public support (line 26c minus line 26d total)					26e 907,348.
f Public support percentage (line 26e (numerator) divided by line 26c (denominator))					26f 54.76 %
27 Organizations described on line 12: N/A					
a For amounts included in lines 15, 16, and 17 that were received from a 'disqualified person,' prepare a list for your records to show the name of, and total amounts received in each year from, each 'disqualified person.' Do not file this list with your return. Enter the sum of such amounts for each year: (2005) _____ (2004) _____ (2003) _____ (2002) _____					
b For any amount included in line 17 that was received from each person (other than 'disqualified persons'), prepare a list for your records to show the name of, and amount received for each year, that was more than the larger of (1) the amount on line 25 for the year or (2) \$5,000. (Include in the list organizations described in lines 5 through 11b, as well as individuals.) Do not file this list with your return. After computing the difference between the amount received and the larger amount described in (1) or (2), enter the sum of these differences (the excess amounts) for each year: (2005) _____ (2004) _____ (2003) _____ (2002) _____					
c Add: Amounts from column (e) for lines: 15 _____ 16 _____ 17 _____ 20 _____ 21 _____					27c _____
d Add: Line 27a total. and line 27b total					27d _____
e Public support (line 27c total minus line 27d total)					27e _____
f Total support for section 509(a)(2) test: Enter amount from line 23, column (e)					27f _____
g Public support percentage (line 27e (numerator) divided by line 27f (denominator))					27g %
h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator))					27h %
28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 2002 through 2005, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant. Do not file this list with your return. Do not include these grants in line 15.					

Part V Private School Questionnaire (See instructions.)
(To be completed ONLY by schools that checked the box on line 6 in Part IV)

N/A

	Yes	No
29 Does the organization have a racially nondiscriminatory policy toward students by statement in its charter, bylaws, other governing instrument, or in a resolution of its governing body?		
30 Does the organization include a statement of its racially nondiscriminatory policy toward students in all its brochures, catalogues, and other written communications with the public dealing with student admissions, programs, and scholarships?		
31 Has the organization publicized its racially nondiscriminatory policy through newspaper or broadcast media during the period of solicitation for students, or during the registration period if it has no solicitation program, in a way that makes the policy known to all parts of the general community it serves?		
If 'Yes,' please describe; if 'No,' please explain. (If you need more space, attach a separate statement.)		
32 Does the organization maintain the following:		
a Records indicating the racial composition of the student body, faculty, and administrative staff?		
b Records documenting that scholarships and other financial assistance are awarded on a racially nondiscriminatory basis?		
c Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?		
d Copies of all material used by the organization or on its behalf to solicit contributions?		
If you answered 'No' to any of the above, please explain. (If you need more space, attach a separate statement.)		
33 Does the organization discriminate by race in any way with respect to:		
a Students' rights or privileges?		
b Admissions policies?		
c Employment of faculty or administrative staff?		
d Scholarships or other financial assistance?		
e Educational policies?		
f Use of facilities?		
g Athletic programs?		
h Other extracurricular activities?		
If you answered 'Yes' to any of the above, please explain. (If you need more space, attach a separate statement.)		
34a Does the organization receive any financial aid or assistance from a governmental agency?		
b Has the organization's right to such aid ever been revoked or suspended?		
If you answered 'Yes' to either 34a or b, please explain using an attached statement.		
35 Does the organization certify that it has complied with the applicable requirements of sections 4.01 through 4.05 of Rev Proc 75-50, 1975-2 C.B. 587, covering racial nondiscrimination? If 'No,' attach an explanation.		

Part VI-A Lobbying Expenditures by Electing Public Charities (See instructions.)
(To be completed ONLY by an eligible organization that filed Form 5768)

N/A

Check ☐ **a** if the organization belongs to an affiliated group. Check ☐ **b** if you checked 'a' and 'limited control' provisions apply.**Limits on Lobbying Expenditures**

(The term 'expenditures' means amounts paid or incurred.)

		(a) Affiliated group totals	(b) To be completed for all electing organizations
36	Total lobbying expenditures to influence public opinion (grassroots lobbying)	36	
37	Total lobbying expenditures to influence a legislative body (direct lobbying)	37	
38	Total lobbying expenditures (add lines 36 and 37)	38	
39	Other exempt purpose expenditures	39	
40	Total exempt purpose expenditures (add lines 38 and 39)	40	
41	Lobbying nontaxable amount. Enter the amount from the following table —		
	If the amount on line 40 is —		
	Not over \$500,000		
	Over \$500,000 but not over \$1,000,000		
	Over \$1,000,000 but not over \$1,500,000		
	Over \$1,500,000 but not over \$17,000,000		
	Over \$17,000,000		
	The lobbying nontaxable amount is —		
	20% of the amount on line 40		
	\$100,000 plus 15% of the excess over \$500,000		
	\$175,000 plus 10% of the excess over \$1,000,000		
	\$225,000 plus 5% of the excess over \$1,500,000		
	\$1,000,000		
42	Grassroots nontaxable amount (enter 25% of line 41)	42	
43	Subtract line 42 from line 36. Enter -0- if line 42 is more than line 36	43	
44	Subtract line 41 from line 38. Enter -0- if line 41 is more than line 38	44	
Caution: If there is an amount on either line 43 or line 44, you must file Form 4720.			

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 instructions for lines 45 through 50.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in) ▶	(a) 2006	(b) 2005	(c) 2004	(d) 2003	(e) Total
45 Lobbying nontaxable amount					
46 Lobbying ceiling amount (150% of line 45(e))					
47 Total lobbying expenditures					
48 Grassroots non-taxable amount					
49 Grassroots ceiling amount (150% of line 48(e))					
50 Grassroots lobbying expenditures					

Part VI-B Lobbying Activity by Nonelecting Public Charities

(For reporting only by organizations that did not complete Part VI-A) (See instructions.)

N/A

During the year, did the organization attempt to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:

	Yes	No	Amount
a Volunteers			
b Paid staff or management (Include compensation in expenses reported on lines c through h.)			
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 other means			
i Total lobbying expenditures (add lines c through h.)			

If 'Yes' to any of the above, also attach a statement giving a detailed description of the lobbying activities.

CENTER FOR NONPROFIT MANAGEMENT, INC.

58-2000064

STATEMENT 1
FORM 990, PART II, LINE 43
OTHER EXPENSES

	(A) TOTAL	(B) PROGRAM SERVICES	(C) MANAGEMENT & GENERAL	(D) FUNDRAISING
ADVERTISING	6,554.	5,243.	1,311.	
AWARDS	768.		768.	
BAD DEBT EXPENSE	11,368.	11,368.		
BANK SERVICES	76.	54.	22.	
COLLECTION SERVICES	7,568.	5,384.	2,184.	
CREDIT CARD PROCESSING	2,453.	1,745.	708.	
INSURANCE	43,279.	36,529.	6,750.	
LICENSE	1,064.	851.	213.	
MEMBERSHIPS	2,709.	2,709.		
MISCELLANEOUS	1,171.	832.	339.	
PAYROLL SERVICES	1,500.	1,275.	225.	
SMALL EQUIPMENT PURCHASE	793.		793.	
SOFTWARE	2,557.		2,557.	
TEMPORARY SERVICES	5,964.	4,965.	999.	
TRAINING AND CONSULTING COSTS	430,525.	430,525.		
VIDEO PRODUCTION	11,555.	11,555.		
TOTAL	\$ 529,904.	\$ 513,035.	\$ 16,869.	\$ 0.

STATEMENT 2
FORM 990, PART III
ORGANIZATION'S PRIMARY EXEMPT PURPOSE

TO ENHANCE THE ABILITY OF NONPROFIT ORGANIZATIONS TO MANAGE THEIR BUSINESS BY PROVIDING SERVICES AND RESOURCES TO THE BOARD, EMPLOYEES, AND VOLUNTEERS.

STATEMENT 3
FORM 990, PART III, LINE E
STATEMENT OF PROGRAM SERVICE ACCOMPLISHMENTS

DESCRIPTION	GRANTS AND ALLOCATIONS	PROGRAM SERVICE EXPENSES
OTHER SERVICES: INCLUDES EXPENSES INCURRED FOR A REFERENCE LIBRARY AVAILABLE TO REPRESENTATIVES OF NONPROFIT ORGANIZATIONS, PUBLICATIONS COMPILED FOR THE BENEFIT OF NON-PROFIT ORGANIZATIONS REGARDING THE GRANT APPLICATION PROCESS AND EXPENSES INCURRED WHILE EXPLORING NEW PROGRAMS AND SERVICES TO PROVIDE CLIENTS.		157,757.
INCLUDES FOREIGN GRANTS: NO		
TOTAL	\$ 0.	\$ 157,757.

CENTER FOR NONPROFIT MANAGEMENT, INC.

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STATEMENT 4
FORM 990, PART IV, LINE 54B
INVESTMENTS - OTHER SECURITIES

OTHER SECURITIES	VALUATION METHOD	AMOUNT
SECURITIES	COST	\$ 15,000.
	TOTAL	\$ 15,000.

STATEMENT 5
FORM 990, PART IV, LINE 57
LAND, BUILDINGS, AND EQUIPMENT

CATEGORY	BASIS	ACCUM. DEPREC.	BOOK VALUE
MACHINERY AND EQUIPMENT	\$ 179,990.	\$ 150,629.	\$ 29,361.
TOTAL	\$ 179,990.	\$ 150,629.	\$ 29,361.

STATEMENT 6
FORM 990, PART IV, LINE 58
OTHER ASSETS

SECURITY DEPOSIT.....	\$ 5,000.
TOTAL	\$ 5,000.

STATEMENT 7
FORM 990, PART V-A
LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED	COMPEN- SATION	CONTRI- BUTION TO EBP & DC	EXPENSE ACCOUNT/ OTHER
JIM HINTON NASHVILLE, TN	DIRECTOR 1	\$ 0.	\$ 0.	\$ 0.
PETER F. BIRD NASHVILLE, TN	NON-VOTING 1	0.	0.	0.
KATIE EDGE NASHVILLE, TN	DIRECTOR 1	0.	0.	0.

CENTER FOR NONPROFIT MANAGEMENT, INC.

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STATEMENT 7 (CONTINUED)

FORM 990, PART V-A

LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED	COMPEN- SATION	CONTRI- BUTION TO EBP & DC	EXPENSE ACCOUNT/ OTHER
BILL JONES NASHVILLE, TN	DIRECTOR 1	\$ 0.	\$ 0.	\$ 0.
MEREDITH LIBBEY FRANKLIN, TN	VICE CHAIR 1	0.	0.	0.
BILL MCMEEKIN NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
RON SAMUELS NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
RALPH SCHULZ NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
BETH SEIGENTHALER COURTNEY NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
LADY BIRD NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
WILLIAM T. CHEEK, III NASHVILLE, TN	CHAIR 1	0.	0.	0.
HAL CATO NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
MARK EPPERSON NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
KEEL HUNT NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
SHARON HURT NASHVILLE, TN	DIRECTOR 1	0.	0.	0.

CENTER FOR NONPROFIT MANAGEMENT, INC.

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STATEMENT 7 (CONTINUED)

FORM 990, PART V-A

LIST OF OFFICERS, DIRECTORS, TRUSTEES, AND KEY EMPLOYEES

NAME AND ADDRESS	TITLE AND AVERAGE HOURS PER WEEK DEVOTED	COMPEN- SATION	CONTRI- BUTION TO EBP & DC	EXPENSE ACCOUNT/ OTHER
TOM TURNER NASHVILLE, TN	DIRECTOR 1	\$ 0.	\$ 0.	\$ 0.
RIC MILLER NASHVILLE, TN	SECRETARY 1	0.	0.	0.
MIKE SCHOENFELD NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
FORREST HARRIS NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
LEWIS LAVINE NASHVILLE, TN	PRESIDENT 50	104,167.	13,959.	0.
LOUISE BURGESS NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
DARRELL FREEMAN NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
BECKY HARRELL NASHVILLE, TN	TREASURER 1	0.	0.	0.
RON ROSSMANN NASHVILLE, TN	DIRECTOR 1	0.	0.	0.
TOTAL		\$ 104,167.	\$ 13,959.	\$ 0.

STATEMENT 8

FORM 990, PART VIII

RELATIONSHIP OF ACTIVITIES TO THE ACCOMPLISHMENT OF EXEMPT PURPOSES

LINE #	EXPLANATION OF ACTIVITIES
93A	ASSOCIATION FEES ARE RELATED TO AN AGREEMENT MADE WITH BLUE CROSS BLUE SHIELD WHICH OFFERS A GROUP HEALTH INSURANCE PLAN TO MEMBER ORGANIZATIONS.
93B	BASIC GRANTWRITING CD EXTENDS TRAINING TO NONPROFIT ORGANIZATIONS UNABLE TO ATTEND THE CLASS OFFERED BY CENTER FOR NONPROFIT MANAGEMENT, INC.

CENTER FOR NONPROFIT MANAGEMENT, INC.

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STATEMENT 8 (CONTINUED)

FORM 990, PART VIII

RELATIONSHIP OF ACTIVITIES TO THE ACCOMPLISHMENT OF EXEMPT PURPOSES

LINE #	EXPLANATION OF ACTIVITIES
93C	THE SALUTE TO EXCELLENCE AWARDS RECOGNIZE NONPROFIT ORGANIZATIONS IN THE MIDDLE TENNESSEE AREA FOR OUTSTANDING ACHIEVEMENTS IN MANAGEMENT.
93D	SERVICE FEES CONSIST OF TRAINING AND CONSULTATION SERVICES THAT INCLUDES SEMINARS, WORKSHOPS, FORUMS, AND DIRECT ASSISTANCE.
93E	WHERE TO BE SCENE IS A CALENDAR THAT PROVIDES MEMBERS WITH INFORMATION NEEDED TO PLAN AND PARTICIPATE IN EVENTS.
94	MEMBERSHIP DUES PROVIDE ADDITIONAL FUNDS FOR THE COST OF CONSULTING AND TRAINING SERVICES AVAILABLE TO THE PARTICIPATING NONPROFIT ORGANIZATIONS.
103B	INCOME PROVIDES ADDITIONAL FUNDS TO ENHANCE THE ACTIVITIES OF OTHER NONPROFIT ORGANIZATION'S EXEMPT PURPOSE.

STATEMENT 9

SCHEDULE A, PART IV-A, LINE 22

OTHER INCOME

DESCRIPTION	(A) 2005	(B) 2004	(C) 2003	(D) 2002	(E) TOTAL
MISCELLANEOUS	\$ 451.	\$ 414.	\$ 465.	\$ 479.	\$ 1,809.
TOTAL	<u>\$ 451.</u>	<u>\$ 414.</u>	<u>\$ 465.</u>	<u>\$ 479.</u>	<u>\$ 1,809.</u>

990, PART II, LINE 42
DEPRECIATION EXPENSE

DEPRECIATION IS PROVIDED IN AMOUNTS NECESSARY TO ALLOCATE THE COST OF THE VARIOUS CLASSES OF ASSETS OVER THEIR ESTIMATED USEFUL LIVES USING THE STRAIGHT LINE METHOD. ESTIMATED USEFUL LIVES OF ALL MAJOR CLASSES OF ASSETS ARE AS FOLLOWS:

EQUIPMENT	3-5 YEARS
FURNITURE & FIXTURES	7 YEARS