

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 black lung benefit trust or private foundation)

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

OMB No. 1545-0047

2005Open to Public
Inspection**A** For the 2005 calendar year, or tax year beginning **SEP 1, 2005** and ending **AUG 31, 2006**

B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return ☐ Amended return ☐ Application pending	C Name of organization SKILLSUSA, INC. Number and street (or P O box if mail is not delivered to street address) P.O. BOX 3000 City or town, state or country, and ZIP + 4 LEESBURG, VA 22075	D Employer identification number 52-0812433
		E Telephone number (703) 770-8810
		F Accounting method: ☐ Cash ☒ Accrual ☐ Other (specify) ▶
		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 ▶ N/A H(c) Are all affiliates included? N/A ☐ Yes ☐ No (If "No," attach a list) H(d) Is this a separate return filed by an organization covered by a group ruling? ☐ Yes ☒ No I Group Exemption Number ▶ N/A

• Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

G Website: ▶ **WWW.SKILLSUSA.ORG****J** Organization type (check only one) ▶ ☒ 501(c) (3) (insert no) ☐ 4947(a)(1) or ☐ 527**K** Check here ☐ if the organization's gross receipts are normally not more than \$25,000. The organization need not file a return with the IRS, but if the organization chooses to file a return, be sure to file a complete return. Some states require a complete return.**L** Gross receipts. Add lines 6b, 8b, 9b, and 10b to line 12 ▶ **4,998,422.****M** Check ☒ if the organization is not required to attach Sch. B (Form 990, 990-EZ, or 990-PF)**Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances**

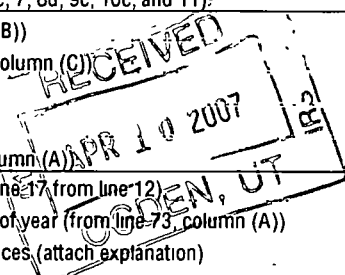
Revenue	1 Contributions, gifts, grants, and similar amounts received	1a 748,251.	1b	1c	1d 748,251.
	a Direct public support				
	b Indirect public support				
	c Government contributions (grants)				
	d Total (add lines 1a through 1c) (cash \$ 748,251. noncash \$)				
	2 Program service revenue including government fees and contracts (from Part VII, line 93)				2 1,478,219.
	3 Membership dues and assessments				3 1,761,259.
	4 Interest on savings and temporary cash investments				4
	5 Dividends and interest from securities				5 14,583.
	6a Gross rents				
	b Less rental expenses				
	c Net rental income or (loss) (subtract line 6b from line 6a)				6c
7 Other investment income (describe ▶)				7	
Revenue	8a Gross amount from sales of assets other than inventory	(A) Securities 116,312.	8a	(B) Other	
	b Less cost or other basis and sales expenses	113,466.	8b		
	c Gain or (loss) (attach schedule)	2,846.	8c		
	d Net gain or (loss) (combine line 8c, columns (A) and (B))	STMT 1			8d 2,846.
	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 1a)		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	543,408.	10a		
	b Less cost of goods sold	STATEMENT 3 180,048.	10b		
	c Gross profit or (loss) from sales of inventory (attach schedule) (subtract line 10b from line 10a)	STMT 2			10c 363,360.
	11 Other revenue (from Part VII, line 103)				11 336,390.
12 Total revenue (add lines 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, and 11)				12 4,704,908.	
Expenses	13 Program services (from line 44, column (B))				13 3,749,290.
	14 Management and general (from line 44, column (C))				14 524,156.
	15 Fundraising (from line 44, column (D))				15 249,868.
	16 Payments to affiliates (attach schedule)				16
	17 Total expenses (add lines 16 and 44, column (A))				17 4,523,314.
Net Assets	18 Excess or (deficit) for the year (subtract line 17 from line 12)				18 181,594.
	19 Net assets or fund balances at beginning of year (from line 73, column (A))				19 2,401,824.
	20 Other changes in net assets or fund balances (attach explanation)	SEE STATEMENT 4			20 9,122.
	21 Net assets or fund balances at end of year (combine lines 18, 19, and 20)				21 2,592,540.

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LHA For Privacy Act and Paperwork Reduction Act Notice, see the separate instructions.

Form 990 (2005)

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Part II 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
22 Grants and allocations (attach schedule) (cash \$ <u>0</u> • noncash \$ <u>0</u>) If this amount includes foreign grants, check here ☐	22			
23 Specific assistance to individuals (attach schedule)	23			
24 Benefits paid to or for members (attach schedule)	24			
25 Compensation of officers, directors, etc. **	25 271,401.	220,639.	32,061.	18,701.
26 Other salaries and wages	26 1,548,484.	1,258,856.	182,922.	106,706.
27 Pension plan contributions	27 91,340.	73,940.	10,989.	6,411.
28 Other employee benefits	28 152,128.	123,224.	18,255.	10,649.
29 Payroll taxes	29 132,990.	107,722.	15,959.	9,309.
30 Professional fundraising fees	30 17,705.		17,705.	
31 Accounting fees	31			
32 Legal fees	32 7,310.		7,310.	
33 Supplies	33 11,366.	9,207.	1,364.	795.
34 Telephone	34			
35 Postage and shipping	35 66,142.	53,575.	7,937.	4,630.
36 Occupancy	36			
37 Equipment rental and maintenance	37 13,002.	10,532.	1,560.	910.
38 Printing and publications	38 314,611.	314,611.		
39 Travel	39 214,865.	174,040.	25,784.	15,041.
40 Conferences, conventions, and meetings	40 916,852.	916,852.		
41 Interest	41 1,067.	864.	128.	75.
42 Depreciation, depletion, etc. (attach schedule)	42 131,171.	106,249.	15,741.	9,181.
43 Other expenses not covered above (itemize):				
a DEVELOPMENT ACTIVITIES	43a 52,902.			52,902.
b MEMBERSHIP DEVELOPMENT	43b 60,201.		60,201.	
c MEMBER SERVICES	43c 141,998.	141,998.		
d OFFICE EXPENSE	43d 174,791.	141,581.	20,975.	12,235.
e PUBLIC RELATIONS	43e 101,283.		101,283.	
f TRAINING	43f 68,519.	68,519.		
g INSURANCE	43g 33,186.	26,881.	3,982.	2,323.
44 Total functional expenses. Add lines 22 through 43. (Organizations completing columns (B)-(D), carry these totals to lines 13-15)	44 4,523,314.	3,749,290.	524,156.	249,868.

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 \$ N/A, (ii) the amount allocated to Program services \$ N/A, (iii) the amount allocated to Management and general \$ N/A, and (iv) the amount allocated to Fundraising \$ N/A.

Form 990 (2005)

** SEE STATEMENT 5

Part III Statement of Program Service Accomplishments (See the instructions.)

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 6**

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) orgs, and 4947(a)(1) trusts, but optional for others)

a NLSC/SKILLS COMPETITION CONFERENCES CONDUCTED ANNUALLY PROVIDING EDUCATIONAL, OCCUPATIONAL AND LEADERSHIP TRAINING FOR 4,200 REGISTRANTS.

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

2,378,257.

b MEMBERSHIP SERVICES PROVIDE TRAINING AND LEADERSHIP PROGRAMS ALONG WITH A LINKAGE TO NATIONWIDE BUSINESS AND INDUSTRY PARTNERSHIPS TO ITS MEMBERS.

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

1,298,887.

c OTHER CONFERENCES CONDUCTED TO PROVIDE EDUCATIONAL OCCUPATIONAL AND LEADERSHIP TRAINING FOR REGISTRANTS.

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

72,146.

d

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

e Other program services (attach schedule)

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

f Total of Program Service Expenses (should equal line 44, column (B), Program services) ► **3,749,290.**

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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
Assets	45 Cash - non-interest-bearing		45
	46 Savings and temporary cash investments	337,002.	46 608,823.
	47 a Accounts receivable	47a 164,084.	
	b Less: allowance for doubtful accounts	47b 5,000.	47c 117,867.
	48 a Pledges receivable	48a	48c
	b Less: allowance for doubtful accounts	48b	
	49 Grants receivable		49
	50 Receivables from officers, directors, trustees, and key employees		50
	51 a Other notes and loans receivable	51a	
	b Less: allowance for doubtful accounts	51b	51c
	52 Inventories for sale or use	121,111.	52 116,432.
	53 Prepaid expenses and deferred charges	102,457.	53 167,585.
	54 Investments - securities ☐ Cost ☐ FMV		54
	55 a Investments - land, buildings, and equipment: basis	55a	
	b Less: accumulated depreciation	55b	55c
56 Investments - other	SEE STATEMENT 7	153,484.	56 414,082.
57 a Land, buildings, and equipment: basis	57a 3,079,661.		
b Less: accumulated depreciation STMT 8	57b 1,699,747.	1,475,079.	57c 1,379,914.
58 Other assets (describe ☐ DUE FROM SUBSIDIARY)	715,789.	58 343,664.	
59 Total assets (must equal line 74). Add lines 45 through 58	3,022,789.	59 3,189,584.	
Liabilities	60 Accounts payable and accrued expenses	599,771.	60 554,093.
	61 Grants payable		61
	62 Deferred revenue	7,143.	62 35,298.
	63 Loans from officers, directors, trustees, and key employees		63
	64 a Tax-exempt bond liabilities		64a
	b Mortgages and other notes payable		64b
	65 Other liabilities (describe ☐ CAPITAL LEASE OBLIGATIONS)	14,051.	65 7,653.
66 Total liabilities. Add lines 60 through 65	620,965.	66 597,044.	
Net Assets or Fund Balances	Organizations that follow SFAS 117, check here ☒ and complete lines 67 through 69 and lines 73 and 74.		
	67 Unrestricted	2,401,824.	67 2,592,540.
	68 Temporarily restricted		68
	69 Permanently restricted		69
	Organizations that do not follow SFAS 117, check here ☐ 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, column (B) must equal line 21)	2,401,824.	73 2,592,540.	
74 Total liabilities and net assets/fund balances. Add lines 66 and 73	3,022,789.	74 3,189,584.	

Part VI Other Information (continued)

		Yes	No
82 a	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?	82a	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	N/A
83 a	Did the organization comply with the public inspection requirements for returns and exemption applications?	83a	X
b	Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	83b	X
84 a	Did the organization solicit any contributions or gifts that were not tax deductible?	84a	X
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	84b	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
88	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	88	X
89 a	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.
90 a	List the states with which a copy of this return is filed <u>NONE</u>	90b	27
91 a	The books are in care of <u>THE ORGANIZATION</u> Telephone no <u>703-777-8810</u> Located at <u>PO BOX 3000, LEESBURG, VA</u> ZIP + 4 <u>22075</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 <u>N/A</u> See the instructions for exceptions and filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.	91b	X
c	At any time during the calendar year, did the organization maintain an office outside of the United States? If "Yes," enter the name of the foreign country <u>N/A</u>	91c	X
92	Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041- Check here 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) Exclu- sion code	(D) Amount	
93 Program service revenue:					
a CONFERENCES			07	1,375,315.	102,904.
b					
c					
d					
e					
f Medicare/Medicaid payments					
g Fees and contracts from government agencies					
94 Membership dues and assessments					1,761,259.
95 Interest on savings and temporary cash investments					
96 Dividends and interest from securities			14	14,583.	
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 personal property					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory			18	2,846.	
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory					363,360.
103 Other revenue:					
a MISCELLANEOUS INCOME					12,915.
b ADVERTISING	511120	143,310.			
c ROYALTIES			15	131,257.	
d AFFINITY CARD			15	30,327.	
e RENTAL INCOME			16	18,581.	
104 Subtotal (add columns (B), (D), and (E))		143,310.		1,572,909.	2,240,438.
105 Total (add line 104, columns (B), (D), and (E))					3,956,657.

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)
94	DUES ARE RECEIVED IN EXCHANGE FOR MEMBERSHIP BENEFITS
102	SUPPLY SERVICE (INVENTORY) PROVIDED TRAINING MATERIALS THROUGH A VARIETY OF MEDIA.
103	MISCELLANEOUS RECEIPTS AND REFUNDS.

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	%			
	%			
	%			
	%			

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 ☒ No
- (b) 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).

Please Sign Here	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.			
	Signature of officer <i>[Signature]</i>		Date <i>3/20/07</i>	Type of print name and title <i>GARY M. DIEHL - Corporate Treasurer</i>
Paid Preparer's Use Only	Preparer's signature <i>[Signature]</i>	Date <i>3-12-07</i>	Check if self-employed ☐	Preparer's SSN or PTIN <i>—</i>
	Firm's name (or yours if self-employed), address, and ZIP + 4 <i>JOHNSON LAMBERT & CO. LLP</i> <i>3110 FAIRVIEW PARK DRIVE, SUITE 800</i> <i>FALLS CHURCH, VA 22042</i>			EIN <i>—</i> Phone no <i>703-842-1115</i>

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

2005

Name of the organization

SKILLSUSA, INC.

Employer identification number

52 0812433

Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees

(See page 1 of the 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 & deferred compensation	(e) Expense account and other allowances
THOMAS W. HOLDSWORTH SKILLSUSA, INC.	DIRECTOR 40.00	92,858.	5,571.	
SCOTT LESLIE SKILLSUSA, INC.	DIRECTOR 40.00	82,680.	4,961.	
ERIC GEARHART SKILLSUSA, INC.	DIRECTOR 40.00	80,975.	4,859.	
E. THOMAS HALL SKILLSUSA, INC.	DIRECTOR 40.00	77,209.	4,633.	
MARSHA A. DAVIS SKILLSUSA, INC.	DIRECTOR 40.00	75,000.	4,500.	
Total number of other employees paid over \$50,000	11			

Part II-A Compensation of the Five Highest Paid Independent Contractors for Professional Services

(See page 2 of the 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
NONE		
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 page 2 of the 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 page 2 of the 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 **►** \$ _____ \$ _____ (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

d Payment of compensation (or payment or reimbursement of expenses if more than \$1,000)? SEE PART V-A, FORM 990

2d X

e Transfer of any part of its income or assets?

2e X

- 3 a** Do you make grants for scholarships, fellowships, student loans, etc.? (If "Yes," attach an explanation of how you determine that recipients qualify to receive payments)

3a X

b Do you have a section 403(b) annuity plan for your employees?

3b X

c During the year, did the organization receive a contribution of qualified real property interest under section 170(h)?

3c X

- 4 a** Did you maintain any separate account for participating donors where donors have the right to provide advice on the use or distribution of funds?

4a X

b Do you provide credit counseling, debt management, credit repair, or debt negotiation services?

4b X

Part IV Reason for Non-Private Foundation Status (See pages 3 through 6 of the instructions)

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 supports organizations described in (1) lines 5 through 12 above, or (2) sections 501(c)(4), (5), or (6), if they meet the test of section 509(a)(2) Check the box that describes the type of supporting organization **►** ☐ Type 1 ☐ Type 2 ☐ Type 3

Provide the following information about the supported organizations (See page 6 of the instructions)

(a) Name(s) of supported organization(s)	(b) Line number from above

- 14** ☐ An organization organized and operated to test for public safety Section 509(a)(4) (See page 6 of the instructions)

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) 2004	(b) 2003	(c) 2002	(d) 2001	(e) Total
15 Gifts, grants, and contributions received. (Do not include unusual grants. See line 28.)	634,635.	704,495.	627,873.	600,000.	2,567,003.
16 Membership fees received	1,734,459.	1,733,988.	1,723,896.	1,569,488.	6,761,831.
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	1,802,405.	1,850,207.	1,530,195.	1,609,918.	6,792,725.
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	183,759.	175,028.	159,691.	147,531.	666,009.
19 Net income from unrelated business activities not included in line 18					
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					
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.					
22 Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets.	22,749.	13,119.	SEE STATEMENT 11 17,503.	25,783.	79,154.
23 Total of lines 15 through 22	4,378,007.	4,476,837.	4,059,158.	3,952,720.	16,866,722.
24 Line 23 minus line 17	2,575,602.	2,626,630.	2,528,963.	2,342,802.	10,073,997.
25 Enter 1% of line 23	43,780.	44,768.	40,592.	39,527.	

26 Organizations described on lines 10 or 11: a Enter 2% of amount in column (e), line 24	26a	N/A
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 2001 through 2004 exceeded the amount shown in line 26a. Do not file this list with your return. Enter the total of all these excess amounts	26b	N/A
c Total support for section 509(a)(1) test. Enter line 24, column (e)	26c	N/A
d Add: Amounts from column (e) for lines 18 _____ 19 _____ 22 _____ 26b _____	26d	N/A
e Public support (line 26c minus line 26d total)	26e	N/A
f Public support percentage (line 26e (numerator) divided by line 26c (denominator))	26f	N/A %

27 Organizations described on line 12: 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: (2004) 0. (2003) 0. (2002) 0. (2001) 0.	
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: (2004) 0. (2003) 0. (2002) 0. (2001) 0.	
c Add: Amounts from column (e) for lines 15 2,567,003. 16 6,761,831. 17 6,792,725. 20 _____ 21 _____	27c 16,121,559.
d Add: Line 27a total 0. and line 27b total 0.	27d 0.
e Public support (line 27c total minus line 27d total)	27e 16,121,559.
f Total support for section 509(a)(2) test. Enter amount on line 23, column (e) 27f 16,866,722.	
g Public support percentage (line 27e (numerator) divided by line 27f (denominator))	27g 95.5821%
h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator))	27h 3.9487%

28 Unusual Grants: For an organization described in line 10, 11, or 12 that received any unusual grants during 2001 through 2004, 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

NONE

Part V Private School Questionnaire (See page 7 of the instructions)

N/A

(To be completed ONLY by schools that checked the box on line 6 in Part IV)

	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)		
34 a 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 page 9 of the instructions)

N/A

(To be completed **ONLY** by an eligible organization that filed Form 5768)Check ☒ **a** if the organization belongs to an affiliated groupCheck ☐ **b** if you checked "a" and "limited control" provisions apply**Limits on Lobbying Expenditures**

(The term "expenditures" means amounts paid or incurred)

- 36** Total lobbying expenditures to influence public opinion (grassroots lobbying)
- 37** Total lobbying expenditures to influence a legislative body (direct lobbying)
- 38** Total lobbying expenditures (add lines 36 and 37)
- 39** Other exempt purpose expenditures
- 40** Total exempt purpose expenditures (add lines 38 and 39)
- 41** Lobbying nontaxable amount Enter the amount from the following table -
- | | |
|--|---|
| If the amount on line 40 is - | The lobbying nontaxable amount is - |
| Not over \$500,000 | 20% of the amount on line 40 |
| 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 |
- 42** Grassroots nontaxable amount (enter 25% of line 41)
- 43** Subtract line 42 from line 36 Enter -0- if line 42 is more than line 36
- 44** Subtract line 41 from line 38 Enter -0- if line 41 is more than line 38

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 on page 11 of the instructions)

Calendar year (or fiscal year beginning in) ▶	Lobbying Expenditures During 4-Year Averaging Period				N/A
	(a) 2005	(b) 2004	(c) 2003	(d) 2002	(e) Total
45 Lobbying nontaxable amount					0.
46 Lobbying ceiling amount (150% of line 45(e))					0.
47 Total lobbying expenditures					0.
48 Grassroots nontaxable amount					0.
49 Grassroots ceiling amount (150% of line 48(e))					0.
50 Grassroots lobbying expenditures					0.

Part VI-B Lobbying Activity by Nonelecting Public Charities

(For reporting only by organizations that did not complete Part VI-A) (See page 11 of the 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

- 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

Yes	No	Amount
		0.

2005 DEPRECIATION AND AMORTIZATION REPORT

FORM 990 PAGE 2

990

Asset No	Description	Date Acquired	Method	Life	Line No	Unadjusted Cost Or Basis	Bus % Excl	* Reduction In Basis	Basis For Depreciation	Accumulated Depreciation	Current Sec 179	Amount Of Depreciation
1	FURNITURE AND EQUIPMENT	VARIESL		.000	16	831,229.			831,229.	640,693.		82,475.
2	BUILDING	VARIESL		.000	16	1,854,496.			1,854,496.	927,883.		48,696.
3	LAND	VARIESL		.000	16	393,936.			393,936.			0.
	* TOTAL 990 PAGE 2 DEPR					3,079,661.		0.	3,079,661.	1,568,576.	0.	131,171.

FORM 990 GAIN (LOSS) FROM PUBLICLY TRADED SECURITIES STATEMENT 1

DESCRIPTION	GROSS SALES PRICE	COST OR OTHER BASIS	EXPENSE OF SALE	NET GAIN OR (LOSS)
SALE OF ASSETS	116,312.	113,466.	0.	2,846.
TO FORM 990, PART I, LINE 8	116,312.	113,466.	0.	2,846.

FORM 990

INCOME AND COST OF GOODS SOLD
INCLUDED ON PART I, LINE 10

STATEMENT 2

INCOME

1. GROSS RECEIPTS	543,408	
2. RETURNS AND ALLOWANCES		
3. LINE 1 LESS LINE 2		543,408
4. COST OF GOODS SOLD (LINE 13)	180,048	
5. GROSS PROFIT (LINE 3 LESS LINE 4)		363,360

COST OF GOODS SOLD

6. INVENTORY AT BEGINNING OF YEAR		
7. MERCHANDISE PURCHASED		
8. COST OF LABOR		
9. MATERIALS AND SUPPLIES		
10. OTHER COSTS	180,048	
11. ADD LINES 6 THROUGH 10		180,048
12. INVENTORY AT END OF YEAR		
13. COST OF GOODS SOLD (LINE 11 LESS LINE 12). .		180,048

FORM 990	COST OF GOODS SOLD - OTHER COSTS	STATEMENT	3
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DESCRIPTION	AMOUNT
COST OF GOOD SOLD	180,048.
TOTAL INCLUDED ON FORM 990, PART I, LINE 10B	180,048.

FORM 990	OTHER CHANGES IN NET ASSETS OR FUND BALANCES	STATEMENT	4
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DESCRIPTION	AMOUNT
UNREALIZED GAIN	9,122.
TOTAL TO FORM 990, PART I, LINE 20	9,122.

FORM 990

OFFICER COMPENSATION ALLOCATION
PART II, LINE 25

STATEMENT 5

NAME OF OFFICER, ETC.	COMPENSATION	EMPLOYEE BEN. PLANS	EXPENSE ACCOUNTS	TOTALS
TIMOTHY LAWRENCE	144,271.	8,656.		152,927.
A. PROGRAM SERVICES	117,287.	7,037.		124,324.
B. MANAGEMENT AND GENERAL	17,043.	1,023.		18,066.
C. FUNDRAISING	9,941.	596.		10,537.

NAME OF OFFICER, ETC.	COMPENSATION	EMPLOYEE BEN. PLANS	EXPENSE ACCOUNTS	TOTALS
GARY DIEHL	111,768.	6,706.		118,474.
A. PROGRAM SERVICES	90,863.	5,452.		96,315.
B. MANAGEMENT AND GENERAL	13,203.	792.		13,995.
C. FUNDRAISING	7,702.	462.		8,164.

TOTAL PROGRAM SERVICES				220,639.
TOTAL MANAGEMENT AND GENERAL				32,061.
TOTAL FUNDRAISING				18,701.
TOTAL OFFICER, ETC., COMPENSATION INCLUDED ON PARTS V-A AND V-B				271,401.

FORM 990

STATEMENT OF ORGANIZATION'S PRIMARY EXEMPT PURPOSE
PART III

STATEMENT 6

EXPLANATION

SKILLSUSA, INC. IS A NATIONAL ORGANIZATION SERVING STUDENTS IN THE
TRADE, INDUSTRIAL, TECHNICAL, AND HEALTH OCCUPATIONS IN THE UNITED STATES.

FORM 990	OTHER INVESTMENTS	STATEMENT	7
DESCRIPTION	VALUATION METHOD	AMOUNT	
SECURITIES AND OTHER INVESTMENTS	COST	161,801.	
CAPITAL IMPROVEMENT FUND	COST	252,281.	
TOTAL TO FORM 990, PART IV, LINE 56, COLUMN B		414,082.	

FORM 990	DEPRECIATION OF ASSETS NOT HELD FOR INVESTMENT	STATEMENT	8
DESCRIPTION	COST OR OTHER BASIS	ACCUMULATED DEPRECIATION	BOOK VALUE
FURNITURE AND EQUIPMENT	831,229.	723,168.	108,061.
BUILDING	1,854,496.	976,579.	877,917.
LAND	393,936.	0.	393,936.
TOTAL TO FORM 990, PART IV, LN 57	3,079,661.	1,699,747.	1,379,914.

FORM 990

PART V-A - LIST OF OFFICERS, DIRECTORS,
TRUSTEES AND KEY EMPLOYEES

STATEMENT 9

NAME AND ADDRESS	TITLE AND AVRG HRS/WK	COMPEN- SATION	EMPLOYEE BEN PLAN CONTRIB	EXPENSE ACCOUNT
TIMOTHY LAWRENCE SKILLSUSA, INC. LEESBURG, VA 22075	EXECUTIVE DIRECTOR 35.00	144,271.	8,656.	0.
GARY DIEHL SKILLSUSA, INC. LEESBURG, VA 22075	ASSOCIATE EXEC. DIRECTOR 39.00	111,768.	6,706.	0.
LARRY RABALAIS SKILLSUSA, INC. LEESBURG, VA 22075	PRESIDENT 1.00	0.	0.	0.
JULIE YEATER SKILLSUSA, INC. LEESBURG, VA 22075	VICE PRESIDENT 1.00	0.	0.	0.
JERI WIDDOWSON SKILLSUSA, INC. LEESBURG, VA 22075	SECRETARY 1.00	0.	0.	0.
PAUL WILLIAMS SKILLSUSA, INC. LEESBURG, VA 22075	REGION I REPRESENTATIVE 1.00	0.	0.	0.
TONY GLENN SKILLSUSA, INC. LEESBURG, VA 22075	REGION IV REPRESENTATIVE 1.00	0.	0.	0.
MOE BROOM SKILLSUSA, INC. LEESBURG, VA 22075	REGION V REPRESENTATIVE 1.00	0.	0.	0.
ED MELOTT SKILLSUSA, INC. LEESBURG, VA 22075	ACTE LIAISON 1.00	0.	0.	0.
WAYNE KUTZER SKILLSUSA, INC. LEESBURG, VA 22075	NASDCTE LIAISON 1.00	0.	0.	0.
JAMES MCKENNEY SKILLSUSA, INC. LEESBURG, VA 22075	COLLEGE/POSTSECONDARY REP. 1.00	0.	0.	0.

SKILLSUSA, INC.

52-0812433

CAMERON FERGUSON
SKILLSUSA, INC.
LEESBURG, VA 22075

CHAIRMAN, YDF COMMITTEE

1.00 0. 0. 0.

FRANK CARROLL
SKILLSUSA, INC.
LEESBURG, VA 22075

B&I REPRESENTATIVE

1.00 0. 0. 0.

MARY BELL
SKILLSUSA, INC.
LEESBURG, VA 22075

B&I REPRESENTATIVE

1.00 0. 0. 0.

JOHN CUNNINGHAM
SKILLSUSA, INC.
LEESBURG, VA 22075

B&I REPRESENTATIVE

1.00 0. 0. 0.

JEFF CAMPBELL
SKILLSUSA, INC.
LEESBURG, VA 22075

B&I REPRESENTATIVE

1.00 0. 0. 0.

JOHN HINESLEY
SKILLSUSA, INC.
LEESBURG, VA 22075

B&I REPRESENTATIVE

1.00 0. 0. 0.

TOTALS INCLUDED ON FORM 990, PART V-A

256,039. 15,362. 0.

FORM 990

IDENTIFICATION OF RELATED ORGANIZATIONS
PART VI, LINE 80B

STATEMENT 10

NAME OF ORGANIZATION

EXEMPT

NONEXEMPT

YOUTH DEVELOPMENT FOUNDATION OF SKILLSUSA

X

SCHEDULE A

OTHER INCOME

STATEMENT 11

DESCRIPTION

2004
AMOUNT

2003
AMOUNT

2002
AMOUNT

2001
AMOUNT

MISCELLANEOUS

22,749.

13,119.

17,503.

25,783.

TOTAL TO SCHEDULE A, LINE 22

22,749.

13,119.

17,503.

25,783.

7006 0100 0005 4850 3374

Form **8868**
(Rev. December 2004)Department of the Treasury
Internal Revenue Service**Application for Extension of Time To File an
Exempt Organization Return**

► File a separate application for each return

OMB No. 1545-1709

FILE COPY

- If you are filing for an **Automatic 3-Month Extension**, complete only **Part I** and check this box
- If you are filing for an **Additional (not automatic) 3-Month Extension**, complete only **Part II** (on page 2 of this form)
- Do not complete Part II unless** you have already been granted an automatic 3-month extension on a previously filed Form 8868

Part I Automatic 3-Month Extension of Time - Only submit original (no copies needed)**Form 990-T corporations** requesting an automatic 6-month extension - check this box and complete Part I only ☐

All other corporations (including Form 990-C filers) must use Form 7004 to request an extension of time to file income tax returns. Partnerships, REMICs, and trusts must use Form 8736 to request an extension of time to file Form 1065, 1066, or 1041

Electronic Filing (e-file). Form 8868 can be filed electronically if you want a 3-month automatic extension of time to file one of the returns noted below (6 months for corporate Form 990-T filers). However, you cannot file it electronically if you want the additional (not automatic) 3-month extension, instead you must submit the fully completed signed page 2 (Part II) of Form 8868. For more details on the electronic filing of this form, visit www.irs.gov/efile

Type or print	Name of Exempt Organization SKILLSUSA, INC.	Employer identification number 52-0812433
File by the due date for filing your return. See instructions	Number, street, and room or suite no. If a P.O. box, see instructions P.O. BOX 3000	
	City, town or post office, state, and ZIP code. For a foreign address, see instructions. LEESBURG, VA 22075	

Check type of return to be filed (file a separate application for each return):

- | | | |
|--|---|------------------------------------|
| ☒ Form 990 | ☐ Form 990-T (corporation) | ☐ Form 4720 |
| ☐ Form 990-BL | ☐ Form 990-T (sec. 401(a) or 408(a) trust) | ☐ Form 5227 |
| ☐ Form 990-EZ | ☐ Form 990-T (trust other than above) | ☐ Form 6069 |
| ☐ Form 990-PF | ☐ Form 1041-A | ☐ Form 8870 |

- The books are in the care of ► **THE ORGANIZATION**Telephone No ► **703-777-8810**FAX No. ► **703-777-8999**

- If the organization does **not** have an office or place of business in the United States, check this box ☐
- If this is for a **Group Return**, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the **whole** group, check this box ☐. If it is for part of the group, check this box ☐ and attach a list with the names and EINs of all members the extension will cover

- 1 I request an automatic 3-month (6-months for a **Form 990-T corporation**) extension of time until **APRIL 16, 2007** to file the exempt organization return for the organization named above. The extension is for the organization's return for:
- ☐ calendar year _____ or
- ☒ tax year beginning **SEP 1, 2005**, and ending **AUG 31, 2006**

- 2 If this tax year is for less than 12 months, check reason. ☐ Initial return ☐ Final return ☐ Change in accounting period

- 3a If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions \$ _____

- b If this application is for Form 990-PF or 990-T, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit \$ _____

- c **Balance Due.** Subtract line 3b from line 3a. Include your payment with this form, or, if required, deposit with FTD coupon or, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions \$ **N/A**

Caution. If you are going to make an electronic fund withdrawal with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions

LHA For Privacy Act and Paperwork Reduction Act Notice, see instructions.

Form **8868** (Rev. 12-2004)