

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)
▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2019

Open to Public Inspection

A For the 2019 calendar year, or tax year beginning and ending

B Check if applicable:
☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization
PUT ON THE BRAKES, INC.
 Doing business as
 Number and street (or P.O. box if mail is not delivered to street address) Room/suite
7148 WEDDINGTON ROAD 150
 City or town, state or province, country, and ZIP or foreign postal code
CONCORD, NC 28027

D Employer identification number
26-2176362

E Telephone number
704-720-3806

G Gross receipts \$ **4,511,697.**

H(a) Is this a group return for subordinates? ☐ Yes ☒ No
H(b) Are all subordinates included? ☐ Yes ☐ No
 If "No," attach a list. (see instructions)
H(c) Group exemption number ▶

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c) () (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ **WWW.PUTONTHEBRAKES.ORG**

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other ▶ **L** Year of formation: **2008** **M** State of legal domicile: **NC**

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities: **TO PREVENT INJURIES AND SAVE LIVES BY TRAINING AND EDUCATING TEENAGE DRIVERS AND THEIR PARENTS**

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

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

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

5 Total number of individuals employed in calendar year 2019 (Part V, line 2a) **0**

6 Total number of volunteers (estimate if necessary) **3380**

7a Total unrelated business revenue from Part VIII, column (C), line 12 **0.**

7b Net unrelated business taxable income from Form 990-T, line 39 **0.**

Revenue

	Prior Year	Current Year
8 Contributions and grants (Part VIII, line 1h)	2,897,009.	2,985,746.
9 Program service revenue (Part VIII, line 2g)	513,993.	650,434.
10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	-344.	7,190.
11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	244,519.	524,296.
12 Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	3,655,177.	4,167,666.

Expenses

	Prior Year	Current Year
13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	0.	0.
14 Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	821,916.	875,534.
16a Professional fundraising fees (Part IX, column (A), line 11e)	0.	0.
b Total fundraising expenses (Part IX, column (D), line 25) ▶ 281,647.		
17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	2,389,651.	3,078,018.
18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	3,211,567.	3,953,552.
19 Revenue less expenses. Subtract line 18 from line 12	443,610.	214,114.

Net Assets or Fund Balances

	Beginning of Current Year	End of Year
20 Total assets (Part X, line 16)	1,397,823.	1,557,045.
21 Total liabilities (Part X, line 26)	122,941.	68,049.
22 Net assets or fund balances. Subtract line 21 from line 20	1,274,882.	1,488,996.

Part II Signature Block

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

Sign Here

Signature of officer **DOUG HERBERT, PRESIDENT** Date

Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name **S. ANN CLAUSEN** Preparer's signature **S. Ann Clausen CPA** Date **9-9-2020** Check if self-employed ☐ PTIN **P00008541**

Firm's name ▶ **DANIEL, RATLIFF & COMPANY** Firm's EIN ▶ **56-1982812**

Firm's address ▶ **2815 COLISEUM CENTRE DR #200 CHARLOTTE, NC 28217** Phone no. **704-371-5000**

May the IRS discuss this return with the preparer shown above? (see instructions) ☒ Yes ☐ No

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns. All other organizations must complete column (A).

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

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21				
2 Grants and other assistance to domestic individuals. See Part IV, line 22				
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	246,810.	149,345.	41,017.	56,448.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	490,189.	366,058.	82,621.	41,510.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	23,379.	16,372.	3,880.	3,127.
9 Other employee benefits	59,124.	45,781.	8,376.	4,967.
10 Payroll taxes	56,032.	39,317.	9,362.	7,353.
11 Fees for services (nonemployees):				
a Management	35,158.	28,138.	2,385.	4,635.
b Legal	8,980.	7,890.	872.	218.
c Accounting	6,515.	1,938.	1,550.	3,027.
d Lobbying				
e Professional fundraising services. See Part IV, line 17				
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	20,848.	14,949.	5,053.	846.
12 Advertising and promotion	168,836.	119,292.	17,647.	31,897.
13 Office expenses	22,256.	16,733.	2,774.	2,749.
14 Information technology	8,726.	5,236.	1,745.	1,745.
15 Royalties				
16 Occupancy				
17 Travel	490,434.	478,794.	3,590.	8,050.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings				
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	20,046.	20,046.		
23 Insurance	34,640.	22,373.	8,762.	3,505.
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a DRIVING INSTRUCTORS	794,100.	794,100.		
b AUTO EXPENSE	559,386.	559,386.		
c RENT EXPENSE	355,277.	355,277.		
d OTHER SUPPLIES	176,210.	176,210.		
e All other expenses	376,606.	246,768.	18,268.	111,570.
25 Total functional expenses. Add lines 1 through 24e	3,953,552.	3,464,003.	207,902.	281,647.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here ☐

if following SOP 98-2 (ASC 958-720)

932010 01-20-20

Form 990 (2019)