MULLEN SONDBERG WIMBISH & STONE, PA 2553 HOUSLEY ROAD, SUITE 200 ANNAPOLIS, MD 21401-6751

NATURESERVE
4600 N FAIRFAX DRIVE 7TH FLOOR
ARLINGTON, VA 22203
ATTENTION: MARY KLEIN

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CLIENT'S COPY

### MULLEN SONDBERG WIMBISH & STONE, PA 2553 HOUSLEY ROAD, SUITE 200 ANNAPOLIS, MD 21401-6751 PHONE 410-224-4920 | FAX 410-224-4927

MAY 14, 2013

NATURESERVE 4600 N FAIRFAX DRIVE 7TH FLOOR ARLINGTON, VA 22203 ATTENTION: MARY KLEIN

DEAR MARY,

ENCLOSED IS THE ORGANIZATION'S 2011 EXEMPT ORGANIZATION RETURN.

SPECIFIC FILING INSTRUCTIONS ARE AS FOLLOWS.

FORM 990 RETURN:

THIS RETURN HAS QUALIFIED FOR ELECTRONIC FILING. AFTER YOU HAVE REVIEWED THE RETURN FOR COMPLETENESS AND ACCURACY, PLEASE SIGN, DATE AND RETURN FORM 8879-EO TO OUR OFFICE. WE WILL TRANSMIT THE RETURN ELECTRONICALLY TO THE IRS AND NO FURTHER ACTION IS REQUIRED. RETURN FORM 8879-EO TO US AS SOON AS POSSIBLE.

A COPY OF THE RETURN IS ENCLOSED FOR YOUR FILES. WE SUGGEST THAT YOU RETAIN THIS COPY INDEFINITELY.

SINCERELY,

MULLEN SONDBERG WIMBISH & STONE, PA

## 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)

OMB No. 1545-0047

Open to Public Inspection

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

JUL 1, 2011 For the 2011 calendar year, or tax year beginning and ending JUN 30, Check if applicable C Name of organization D Employer identification number Address change NATURESERVE Name change 52-1884438 Doing Business As Initial Number and street (or P.O. box if mail is not delivered to street address) Room/suite E Telephone number Termin-4600 N FAIRFAX DRIVE 7TH FLOOR (703)908-1809Amende return 8,998,471. City or town, state or country, and ZIP + 4 G Gross receipts \$ Applica-ARLINGTON, VA 22203 H(a) Is this a group return pending F Name and address of principal officer: RAVI SHANKAR Yes X No for affiliates? SAME AS C ABOVE H(b) Are all affiliates included? Yes No Tax-exempt status: X 501(c)(3) 501(c) ( (insert no.) 4947(a)(1) or If "No," attach a list. (see instructions) J Website: ► WWW.NATURESERVE.ORG H(c) Group exemption number K Form of organization; X Corporation Trust Association Other L Year of formation: 1994 M State of legal domicile: DC Part I Summary Briefly describe the organization's mission or most significant activities: PROVIDE THE SCIENTIFIC BASIS FOR Activities & Governance EFFECTIVE CONSERVATION ACTION Check this box lift the organization discontinued its operations or disposed of more than 25% of its net assets. Number of voting members of the governing body (Part VI, line 1a) 15 Number of independent voting members of the governing body (Part VI, line 1b) 15 4 Total number of individuals employed in calendar year 2011 (Part V, line 2a) 86 5 Total number of volunteers (estimate if necessary) 6 6 7 a Total unrelated business revenue from Part VIII, column (C), line 12 0. 7a ..... 0. b Net unrelated business taxable income from Form 990-T, line 34 **Prior Year Current Year** Contributions and grants (Part VIII, line 1h) 8,169,359. 8,290,918. Revenue Program service revenue (Part VIII, line 2g) 354,933. 494,236. 100,843. Investment income (Part VIII, column (A), lines 3, 4, and 7d) 137,984. Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) 55,081. 42,510. 11 8,680,216. 8,965,648. Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12) ....... Grants and similar amounts paid (Part IX, column (A), lines 1-3) 0. 0. 0. 14 Benefits paid to or for members (Part IX, column (A), line 4) 5,957,514. 15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10) 5,501,160. 16a Professional fundraising fees (Part IX, column (A), line 11e) 0. b Total fundraising expenses (Part IX, column (D), line 25) 17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e) 3,390,847. 3,182,732. 9,140,246. 8,892,007. Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) -211,791.Revenue less expenses. Subtract line 18 from line 12 -174,598.**Beginning of Current Year** End of Year 10,937,539. Total assets (Part X, line 16) 10,383,761. 3,133,672. 2,855,527. 21 Total liabilities (Part X, line 26) E SE 7,803,867. 7,528,234. 22 Net assets or fund balances. Subtract line 21 from line 20 ...... 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 prepared (other than officer) is based on all information of which preparer has any knowledge. Len Signature of officer Sign RAVI SHANKAR, Here Type or print name and title Date Print/Type preparer's name Preparer's signature Check Paid MICHELE L MOORE CPA P00740046 Firm's name MULLEN SONDBERG WIMBISH & STONE, Preparer Firm's EIN 52-1197902 Firm's address 2553 HOUSLEY ROAD, SUITE 200 Use Only ANNAPOLIS, MD 21401-6751 (410)224-4920May the IRS discuss this return with the preparer shown above? (see instructions) X Yes No

# Form 990 (2011) NATURESERVE Part IV Checklist of Required Schedules

|     | Indiv   |            | Yes     | No                              |
|-----|---|------------|---------|---------------------------------|
| 1   | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)?   | . 14 5     | ut-on   | 410;                            |
|     | If "Yes," complete Schedule A   | 1          | X       | <del> </del>                    |
| 2   | Is the organization required to complete Schedule B, Schedule of Contributors?  | 2          | Х       |                                 |
| 3   | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for   |            |         | v                               |
| 4   | public office? If "Yes," complete Schedule C, Part I  Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect                    | 3          | 1       | X                               |
| 7   | during the tax year? If "Yes," complete Schedule C, Part II   | 4          | , ,     | X                               |
| 5   | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or  | 1          | 271111  | 14000                           |
| _   | similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III  | 5          |         | X                               |
| 6   | Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to   | 1. 10      | 21.7    |                                 |
|     | provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I  | 6          | J Baci  | Х                               |
| 7   | Did the organization receive or hold a conservation easement, including easements to preserve open space,   | 1 41       | 1111    | U                               |
|     | the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II  | 7          | inth    | X                               |
| 8   | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete  | 9 (19 - 5) | 1107.10 | le:                             |
|     | Schedule D, Part III  | 8          | - 5     | X                               |
| 9   | Did the organization report an amount in Part X, line 21; serve as a custodian for amounts not listed in Part X; or provide   | HETT.      | 744     |                                 |
|     | credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV   | 9          | 11.11   | X                               |
| 10  | Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent   | 1          | v       |                                 |
|     | endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V  | 10         | Х       |                                 |
| 11  | If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X  |            |         |                                 |
|     | as applicable.  Did the example to proper an execute for land, buildings, and equipment in Part V, line 103 if "Yes," complete School de D  | (A10.00)   | MILES ! |                                 |
| а   | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI   | 11a        | X       |                                 |
| h   | Did the organization report an amount for investments - other securities in Part X, line 12 that is 5% or more of its total   | Ha         | 22      | -                               |
|     | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII   | 11b        | x       | TRO                             |
| c   | Did the organization report an amount for investments - program related in Part X, line 13 that is 5% or more of its total  |            | 16.0    | Aug.                            |
|     | assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII  | 11c        | 19.2    | X                               |
| d   | Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in  | 1011       | THY     | 11                              |
|     | Part X, line 16? If "Yes," complete Schedule D, Part IX   | 11d        | ew?     | X                               |
| е   | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X   | 11e        | X       |                                 |
| f   | Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses   | KILEE      | rigi    | 223                             |
|     | the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X  | 1.1f       | X       |                                 |
| 12a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII   | 12a        | x       | I.S                             |
| b   | Was the organization included in consolidated, independent audited financial statements for the tax year?   | - 0        | V AL    |                                 |
|     | If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional  | 12b        | N.      | $\mathbf{X}_{i}$                |
| 13  | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E   | 13         | 111 =   | X                               |
| 14a | Did the organization maintain an office, employees, or agents outside of the United States?   | 14a        | ruid    | Х                               |
| b   | Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business,   | El/Or      | 1100    |                                 |
|     | investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000  | W I        | - 77    |                                 |
|     | or more? If "Yes," complete Schedule F, Parts I and IV  | 14b        | X       |                                 |
| 15  | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization   |            | 1       | 125                             |
|     | or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV   | 15         | 1 =     | X                               |
| 16  | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals  | ndin       |         | 5                               |
|     | located outside the United States? If "Yes," complete Schedule F, Parts III and IV  | 16         | 1, 5    | <u> </u>                        |
| 17  | Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX,   |            | 2111    | v                               |
| 40  | column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I  | 17         |         | <u> </u>                        |
| 18  | Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines  | 40         |         | v                               |
| 10  | 1c and 8a? If "Yes," complete Schedule G, Part II   | 18         |         | X                               |
| 19  | Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes,"  | 10         |         | X                               |
| 20a | complete Schedule G, Part III  Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H  | 19<br>20a  |         | $\frac{\mathbf{x}}{\mathbf{x}}$ |
|     | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H  If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20a<br>20b |         |                                 |
|     | in 100 to mile 200, the digenization attach a copy of its addition intalicial statistic to this letteriff   |            | 200 (   |                                 |

## Form 990 (2011) NATURESERVE Part IV Checklist of Required Schedules (continued)

|     |  |            | Yes            | No       |
|-----|--|------------|----------------|----------|
| 21  | Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II                      | 21         | 11 de<br>14 de | X        |
| 22  | Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III  | 22         | 412).<br>Unit  | X        |
| 23  | Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current   | 111        | 4.4            |          |
|     | and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J  | 23         | х              | il       |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the  |            | WE             | -1       |
|     | last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No", go to line 25  | 24a        |                | х        |
| b   | ,  | 24b        | M              |          |
| С   | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease   |            |                |          |
| ς.  | any tax-exempt bonds?  | 24c        | ( · 🖺 )        | <u> </u> |
|     | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?  | 24d        | 1              | Si-      |
| 25a | Section 501(c)(3) and 501(c)(4) organizations. Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I  | 25a        | nene<br>Kantu  | х        |
| b   | graphic your, and  | I IIIIGI I | ЩШ             |          |
|     | that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? If "Yes," complete Schedule L, Part I   | 25b        |                | X        |
| 26  | Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II | 26         |                | X        |
| 27  | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial   |            |                |          |
|     | contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member  |            | - T            |          |
|     | of any of these persons? If "Yes," complete Schedule L, Part III   | 27         | [15]           | X        |
| 28  | Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions):  |            |                |          |
| а   | A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV  | 28a        | 1000000        | X        |
| b   | A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV   | 28b        | III.           | X        |
| С   | An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? If "Yes," complete Schedule L, Part IV                 | 28c        |                | X        |
| 29  | Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M   | 29         | - mili         | X        |
| 30  | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M   | 30         | : -            | x        |
| 31  | Did the organization liquidate, terminate, or dissolve and cease operations?   | r rainth   | полс           |          |
|     | If "Yes," complete Schedule N, Part I  | 31         |                | X        |
| 32  | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II   | 32         | 7 L            | x        |
| 33  | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations   |            |                | 140      |
|     | sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I  | 33         | Sin            | X        |
| 34  | Was the organization related to any tax-exempt or taxable entity?  If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1   | 34         | 1117           | x        |
| 35a | Did the organization have a controlled entity within the meaning of section 512(b)(13)?  | 35a        | TIGIT          | X        |
| b   | Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2  | 35b        | e y            | x        |
| 36  | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization?   | 330        | 9.1            |          |
|     | If "Yes," complete Schedule R, Part V, line 2  | 36         |                | X        |
| 37  | Did the organization conduct more than 5% of its activities through an entity that is not a related organization   | Pull.      | LUI I          |          |
|     | and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI   | 37         | him            | X        |
| 38  | Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19?  | 3 3        | u I            |          |
|     | Note. All Form 990 filers are required to complete Schedule O  | 38         | X              |          |
|     |  | Form S     | <b>90</b> (2   | 011)     |

|    |  |              | 1            | T            |
|----|--|--------------|--------------|--------------|
| 12 | Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable   | 25           | Yes          | No           |
|    | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable 1b   | 0            |              |              |
|    | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming                             |              |              |              |
| Ĭ  | (gambling) winnings to prize winners?  | 1c           | x            | MARRO        |
| 2a | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements,  | (S)(S)       | E USB I      | TERRA        |
|    |  | 36           | 1            |              |
| b  | If at least one is reported on line 2a, did the organization file all required federal employment tax returns?                                 | THORNON      | X            | -            |
|    | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)                                      | Establish to | 8868         |              |
| За | Did the organization have unrelated business gross income of \$1,000 or more during the year?  | За           | Trial T      | X            |
|    | If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O   | 3b           |              | <del> </del> |
|    | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a                      |              |              |              |
|    | financial account in a foreign country (such as a bank account, securities account, or other financial account)?                               | 4a           |              | X            |
| b  | If "Yes," enter the name of the foreign country:   | - 181-1      | 1810         | Har:         |
|    | See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.                                 |              |              |              |
| 5a | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?  | 5a           | 11111        | X            |
| b  | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?                               |              | 3.371        | X            |
| C  | If "Yes," to line 5a or 5b, did the organization file Form 8886-T?   |              | 2017         |              |
| 6a | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit                    | بروجا والا   | 111          |              |
|    | any contributions that were not tax deductible?  | 6a           | 4            | X            |
| b  | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts                           | a all        |              | d            |
|    | were not tax deductible?   | 6b           |              | . //         |
| 7  | Organizations that may receive deductible contributions under section 170(c).  |              | 150          |              |
| а  | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor | r? 7a        | rial         | X            |
| b  | If "Yes," did the organization notify the donor of the value of the goods or services provided?  | . 7b         |              |              |
| C  | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required                              | 11=          | 4            | 11(1)        |
|    | to file Form 8282?   | . 7c         |              | X            |
| d  | If "Yes," indicate the number of Forms 8282 filed during the year7d  |              |              |              |
| e  | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?                                | . 7e         | 945          | X            |
| f  | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?                                   |              | d314         | X            |
| g  | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?               |              | ahim         | -71          |
| h  | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C              | ? <b>7h</b>  | 1111         | Ш            |
| 8  | Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations. Did the supporting                    | 201-0        | 144          |              |
|    | organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?      | 8            | 10 11        |              |
| 9  | Sponsoring organizations maintaining donor advised funds.  |              |              | [22]         |
| а  | Did the organization make any taxable distributions under section 4966?  | 9a           |              | G-I          |
| b  | Did the organization make a distribution to a donor, donor advisor, or related person?   | . 9b         | 100          | 7            |
| 10 | Section 501(c)(7) organizations. Enter:  |              | 5            |              |
| a  | Initiation fees and capital contributions included on Part VIII, line 12   |              |              |              |
| ь  | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities  |              |              |              |
| 11 | Section 501(c)(12) organizations. Enter:   |              |              |              |
| a  | Gross income from members or shareholders 11a  |              |              |              |
| b  | Gross income from other sources (Do not net amounts due or paid to other sources against   |              |              |              |
|    | amounts due or received from them.)  | 100000       |              |              |
|    | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?                                     | 12a          | Direction of |              |
|    | If "Yes," enter the amount of tax-exempt interest received or accrued during the year  | (基)          |              |              |
| 13 | Section 501(c)(29) qualified nonprofit health insurance issuers.   | C DISTOR     | I BOLE       | All Dis      |
| а  | Is the organization licensed to issue qualified health plans in more than one state?   | 13a          | ACC. COM     | - 1, 1, 1    |
| L  | Note. See the instructions for additional information the organization must report on Schedule O.  |              |              |              |
| O  | Enter the amount of reserves the organization is required to maintain by the states in which the   |              |              |              |
| _  | organization is licensed to issue qualified health plans 13b   |              |              |              |
| C  | Enter the amount of reserves on hand   | HARRIED .    | DOTE         | X            |
|    | Did the organization receive any payments for indoor tanning services during the tax year?   | 14a          |              |              |

NATURESERVE 52-1884438 Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response Part VI to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions. Check if Schedule O contains a response to any question in this Part VI Section A. Governing Body and Management Yes No 1a Enter the number of voting members of the governing body at the end of the tax year ..... 15 If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O. **b** Enter the number of voting members included in line 1a, above, who are independent 15 1b Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? X 2 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person? X 3 X Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? Did the organization become aware during the year of a significant diversion of the organization's assets? X 5 Did the organization have members or stockholders? X 6 6 7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? X 7a b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? X 7b Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following: a The governing body? X 8a **b** Each committee with authority to act on behalf of the governing body? X Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O X Section B. Policies (This Section B requests information about policies not required by the Internal Revenue Code.) Yes No 10a Did the organization have local chapters, branches, or affiliates? X 10a b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? 10b 11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? X 11a b Describe in Schedule O the process, if any, used by the organization to review this Form 990. 12a Did the organization have a written conflict of interest policy? If "No," go to line 13 X 12a b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? X c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done 12c Did the organization have a written whistleblower policy? 13 X 13 Did the organization have a written document retention and destruction policy? X 14 14 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? a The organization's CEO, Executive Director, or top management official X 15a Other officers or key employees of the organization X 15b If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). 16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? X 16a b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? Section C. Disclosure List the states with which a copy of this Form 990 is required to be filed ▶VA Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply. W Upon request Own website Another's website Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial

01-23-12

statements available to the public during the tax year.

THE ORGANIZATION - (703)908-1809

4600 N FAIRFAX DRIVE 7TH FLOOR, ARLINGTON,

State the name, physical address, and telephone number of the person who possesses the books and records of the organization:

Form 990 (2011) NATURESERVE 52-1884438 Page 7

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

Check if Schedule O contains a response to any question in this Part VII

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

- 1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.
- List all of the organization's current officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation.
   Enter -0- in columns (D), (E), and (F) if no compensation was paid.
  - List all of the organization's current key employees, if any. See instructions for definition of "key employee."
- List the organization's five current highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.

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

- List all of the organization's former officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's former directors or trustees that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

List persons in the following order: individual trustees or directors; institutional trustees; officers; key employees; highest compensated employees; and former such persons.

| (A)<br>Name and Title                       | (B) Average hours per week  | bo       | o not o<br>x, unle    | Pos<br>check<br>ess pe | erson        | than                            | th an  | (D) Reportable compensation from       | (E) Reportable compensation from related | (F) Estimated amount of other  |
|---|---|----------|-----------------------|------------------------|--------------|---------------------------------|--------|--|--|--|
|   | (describe<br>hours for<br>related<br>organizations<br>in Schedule<br>O) |          | Institutional trustee | Officer                | Key employee | Highest compensated<br>employee | Former | the<br>organization<br>(W-2/1099-MISC) | organizations<br>(W-2/1099-MISC)         | compensation<br>from the<br>organization<br>and related<br>organizations |
| (1) MARY KLEIN                              |   |          |                       |                        |              | V                               | b.     | 10                                     |  |  |
| PRESIDENT & CEO                             | 35.00   | X        |                       | X                      |              | þ. `                            |        | 208,330.                               | 0.                                       | 16,584.  |
| (2) THOMAS SMITH<br>VICE CHAIR              | 2.00  | x        |                       | X                      |              | 4                               |        | 0.                                     | 0.                                       | 0.   |
| (3) MIKE ANDREWS                            | 8 201   | Т        | П                     | V                      |              | -1                              | 7      |  |  | 34 1 4 3 40  |
| DIRECTOR                                    | 2.00  | X        |                       | ,                      |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (4) JASON GREENALL                          |   | 1        |                       |                        |              |                                 |        |  |  | Emilia i   |
| DIRECTOR                                    | 2.00  | X        | 9                     | de                     |              |                                 | 17     | 0.                                     | 0.                                       | 0.   |
| (5) ANIBAL RAMIREZ SOTO                     |   |          | Ľ.,                   | 1                      |              |                                 |        |  | g_na munito in in                        |  |
| DIRECTOR                                    | 2.00  | X        | M                     | 7                      |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (6) DOUG RIPLEY                             |   | 1        | Y                     |                        |              |                                 | 111    |  |  | STATE OF   |
| DIRECTOR                                    | 2.00  | X        | 1                     |                        |              | L                               |        | 0.                                     | 0.                                       | 0.   |
| (7) CALVERT ARMBRECHT<br>SECRETARY          | 2.00  | x        |                       | x                      |              |                                 | Ŋ      | 0.                                     | 0.                                       | 0.   |
| (8) JIM GERINGER DIRECTOR                   | 2.00  | x        |                       |                        |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (9) ANDREW HARCOMBE<br>VICE CHAIR           | 2.00  | x        |                       | x                      |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (10) SABRA SCHWARTZ<br>DIRECTOR             | 2.00  | x        |                       |                        |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (11) ANDREW KAISER                          | 2.00  | 12       | -                     |                        |              |                                 |        |  | - 0.                                     | <u> </u>   |
| CHAIR                                       | 2.00  | x        |                       | x                      |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (12) MARY ANN LAWLER                        | ici ya Militaria  | F        |                       |                        | -            | 10                              |        | THE RESERVE                            | 11/52                                    | F T T T T T T T  |
| TREASURER                                   | 2.00  | X        |                       | x                      |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (13) LARRY MASTER                           | TO RESIDE   | $\vdash$ | Г                     |                        |              |                                 |        |  |  | LETYSIL SE   |
| VICE CHAIR                                  | 2.00  | X        |                       | x                      |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (14) KIM NELSON                             | and the state of  |          |                       |                        |              |                                 |        | ारिया च                                | 50 TH E 5 J &                            | Par Buy  |
| DIRECTOR                                    | 2.00  | X        |                       | Jō                     | 1            |                                 | Ε,     | 0.                                     | 0.                                       | 0.   |
| (15) HILARY SWAIN                           |   |          |                       |                        |              | 25                              |        |  |  |  |
| DIRECTOR                                    | 2.00  | X        | 1                     |                        |              |                                 |        | 0.                                     | 0.                                       | 0.   |
| (16) RAVI SHANKAR                           |   |          |                       |                        |              |                                 |        |  |  |  |
| CFO AND COO                                 | 35.00   |          | .01                   | X                      |              | 100                             |        | 116,990.                               | 0.                                       | 20,720.  |
| (17) LESLIE HONEY VP, CONSERVATION SERVICES | 35.00   |          |                       |                        | U/C##        | X                               |        | 126,043.                               | 0.                                       | 4,997.   |
| 122007 01-22-12                             |   | Acres    |                       | _                      |              |                                 | _      |  |  | Form 990 (2011)  |

132007 01-23-12

NATURESERVE 52-1884438 Page 8

| 19) 1       | Name and title  LORI SCOTT  THOMAS BROOKS CLENCE   | Average hours per week (describe hours for related organizations in Schedule O)  | trustee or director | , unle                | ss pe    | more         | Highest compensated by the street compensate | h an   | (D) Reportable compensation from the organization (W-2/1099-MISC) | (E) Reportable compensation from related organizations (W·2/1099·MISC) | con<br>f<br>org | (F)<br>stimat<br>mount<br>other<br>other<br>opens<br>from the<br>ganizated rela | t of<br>r<br>ation<br>ne<br>tion |
|-------------|--|--|---------------------|-----------------------|----------|--------------|--|--------|---|--|-----------------|---|----------------------------------|
| 19) 1       | THOMAS BROOKS  | hours for<br>related<br>organizations<br>in Schedule<br>O)   | al trustee or       | Institutional trustee | Officer  | Key employee | thest compensated ployee   |        | the organization  | organizations  | f<br>org        | npens<br>rom ti<br>ganiza<br>id rela  | ation<br>ne<br>ition             |
| 19) 1       | THOMAS BROOKS  |  | e 1-                |                       | 317      |              | 1,5,2  | Former |   | notice and a   | org             | anızaı  | ions                             |
| 19) 7       |  |  |                     |                       |          |              |  |        | 20 (20) Y   |  | -11             |   | 1                                |
|             |  |  | 1                   |                       | _        | _            | X  |        | 123,997.  | 0.   | _ 1             | 0,2   | 94                               |
| P, S        | CIENCE   | 1 25 22  |                     | hai                   |          | nii n        | Epoi   | , and  | 400 005   |  |                 |   |                                  |
|             |  | 35.00  | -                   |                       |          | -            | X  |        | 129,885.  | 0.   | 1               | 3,3   | 98                               |
|             |  | AV 1 1   |                     |                       | ā        |              |  | 7      | The state of  |  |                 |   |                                  |
| -           | The state of the s |  |                     |                       | 11 11 11 |              |  |        | H-Y   | E i de Cambri  |                 |   |                                  |
|             | In typics election   |  | 7                   |                       |          | 1            |  |        | 0   | V0-10-1  |                 |   |                                  |
| OUR         | nacy I steam   |  |                     |                       |          |              |  |        |   | 35   |                 |   | - e                              |
|             |  |  |                     |                       |          |              | 4  |        |   |  |                 |   |                                  |
| 82          | en la Lasci  | 108 11   |                     |                       | 4        |              | The same of the sa |        |   |  |                 |   | 3 1                              |
|             |  |  |                     |                       |          |              | 4  | À      | 12.8  |  |                 |   |                                  |
|             | ub-total   |  |                     |                       |          |              |  |        | 705,245.  | 0.   | 6               | 5,9   |                                  |
|             | otal from continuation sheets to Part V  |  |                     |                       |          |              |  |        | 0.  | 0.   |                 | ilio, -   | 0                                |
|             | otal (add lines 1b and 1c)   |  |                     |                       |          |              | <b>&gt;</b>  | 11-17- | 705,245.  | 0.   | 6               | 5,9   | 93                               |
|             | otal number of individuals (including but nonpensation from the organization   | ot limited to th   | ose                 | liste                 | d at     | bove         | e) wh  | o re   | ceived more than \$100,   | 000 of reportable  |                 |   |                                  |
| 0.          |  |  | V                   | M                     | 7        |              |  |        |   |  |                 | Yes   | No                               |
|             | d the organization list any <b>former</b> officer,<br>the 1a? If "Yes," complete Schedule J for s  | 5000000000   | stee                | , ke                  | y en     | nplo         | yee,   | or h   | nighest compensated em  | nployee on   | 3               | B. In   | x                                |
| <b>4</b> Fo | or any individual listed on line 1a, is the su   | ım of reportabl  | y .                 |                       |          |              |  |        |   | ne organization  | EME             |   |                                  |
|             | nd related organizations greater than \$150<br>d any person listed on line 1a rec <mark>eive</mark> or a   | The state of the s |                     |                       |          |              |  |        |   | ual for services   | 4               | X   |                                  |
|             | ndered to the organization? If "Yes," com  |  |                     |                       |          |              |  |        |   |  | 5               |   | X                                |
|             | n B. Independent Contractors  omplete this table for your five highest co  |  |                     |                       |          |              |  | 1      | 2011  | THE REAL PROPERTY.   |                 | T. II   |                                  |

| (B) Description of services        | (C)<br>Compensation                  |
|------------------------------------|--------------------------------------|
|                                    |                                      |
| CONSULTING                         | 501,866.                             |
| X OUT                              |                                      |
| CONSTRUCTION                       | 387,586.                             |
| # HW/F                             | 1,5,7                                |
| CONSULTING                         | 176,309.                             |
| CONSULTING                         | 132,698.                             |
| sted above) who received more than | DESCRIPTION OF THE STREET            |
|                                    | CONSULTING  CONSTRUCTION  CONSULTING |

Form **990** (2011)

Form 990 (2011)

|                     |  |   | (A)<br>Total revenue    | (B) Related or exempt function revenue   | (C)<br>Unrelated<br>business<br>revenue | (D) Revenue excluded from tax under sections 512, 513, or 514 |
|---------------------|--|---|-------------------------|--|---|---|
| b                   | Federated campaigns 1a Membership dues 1b Fundraising events 1c  | 41,759.                                 |                         |  |   |   |
| d<br>e              | Related organizations 1d Government grants (contributions) 1e 5 / All other contributions, gifts, grants, and  | 101,379.                                |                         |  |   |   |
|                     |  | 147,780.                                |                         |  |   |   |
|                     | Total. Add lines 1a-1f   | <b>&gt;</b>                             | 8,290,918.              |  |   |   |
|                     |  | Business Code                           |                         |  |   |   |
| 2 a                 | SOFTWARE REVENUE   | 541700                                  | 355,744.                | 355,744.   | NAME OF TAXABLE PARTY.                  | III III ACAM IN IN INCANA                                     |
| b                   | DEGECERA METALL FIRM   | 541700                                  | 84,221.                 | 84,221.  |   | 10 100 100  |
|                     | DATA REQUESTS AND USAG   | 541700                                  | 54,271.                 | 54,271.  |   |   |
| · ·                 |  | 341700                                  | 34,211.                 | 32,271.  |   |   |
| d                   |  |   | - 4                     |  |   | TEXTAL DIST   |
| е                   | r villa las s Like,  | 10 AT                                   | 0.1 (10)                |  | المسالك والمراجع                        | July 1941   |
| f                   | All other program service revenue  |   |                         |  |   |   |
| g                   | Total. Add lines 2a-2f   |   | 494,236.                |  |   |   |
| 3                   | Investment income (including dividends, inter-   | est, and                                |                         |  | Thefa                                   | Manager and August 1  |
|                     | other similar amounts)   |   | 133,656.                |  |   | 133,656   |
| 4                   | Income from investment of tax-exempt bond p  |   |                         |  |   |   |
| 5                   |  |   | 189.                    |  |   | 189   |
| 9                   | Royalties  | 70                                      | 103.                    | Inches of the Control |   | 103   |
|                     | (i) Real   | (ii) Personal                           |                         |  |   |   |
| 6 a                 | Gross rents 6,301.   |   |                         |  |   |   |
| b                   | Less: rental expenses 0 .  |   |                         |  |   | A THE REPORT OF THE   |
| С                   | Rental income or (loss) 6,301.   |   |                         |  |   |   |
|                     | Net rental income or (loss)  |   | 6,301.                  |  | - NA GARAGE                             | 6,301   |
| -                   | Gross amount from sales of (i) Securities  | (ii) Other                              | Keitz Boyle Berlin Bord | THE HOLD THE COURT OF THE  |   |   |
| , u                 | assets other than inventory 37,151.  | (ii) Other                              |                         |  |   |   |
|                     |  | 7                                       |                         |  |   |   |
| D                   | Less: cost or other basis  |   |                         |  |   |   |
|                     | and sales expenses 32,823.   |   |                         |  |   |   |
| C                   | Gain or (loss) 4,328.  |   |                         |  |   |   |
| d                   | Net gain or (loss)   |   | 4,328.                  |  |   | 4,328   |
| 8 a                 | Gross income from fundraising events (not including \$   |   |                         | Series Section 1   |   |   |
|                     | contributions reported on line 1c). See  |   |                         |  |   |   |
|                     | Part IV, line 18 a   |   |                         |  |   | and the same of   |
| b                   | Less: direct expenses b  |   |                         |  |   |   |
| С                   | Net income or (loss) from fundraising events   |   |                         |  |   | 1.313   |
|                     | Gross income from gaming activities. See   |   |                         |  | ( a c a c a c                           |   |
|                     | Part IV, line 19 a   |   |                         |  |   |   |
|                     |  |   |                         |  |   |   |
| h                   |  | 300000000000000000000000000000000000000 |                         | AND THE RESIDENCE OF THE PARTY  | THE VEHICLE OF THE                      |   |
|                     | Less: direct expenses b  |   |                         |  |   |   |
| С                   | Net income or (loss) from gaming activities  |   |                         |  |   |   |
| С                   | Net income or (loss) from gaming activities<br>Gross sales of inventory, less returns  |   |                         |  | 0.100 425 6                             |   |
| С                   | Net income or (loss) from gaming activities  |   |                         |  |   |   |
| c<br>10 a           | Net income or (loss) from gaming activities<br>Gross sales of inventory, less returns  |   |                         |  |   |   |
| c<br>10 a<br>b      | Net income or (loss) from gaming activities  Gross sales of inventory, less returns and allowancesa  Less: cost of goods soldb   |   |                         |  |   |   |
| c<br>10 a<br>b      | Net income or (loss) from gaming activities  Gross sales of inventory, less returns and allowances a Less: cost of goods sold b Net income or (loss) from sales of inventory   |   |                         |  |   |   |
| 0<br>10 a<br>b<br>c | Net income or (loss) from gaming activities  Gross sales of inventory, less returns and allowances a Less: cost of goods sold b Net income or (loss) from sales of inventory  Miscellaneous Revenue                                | b Business Code                         | 32 900                  | 32 900   |   |   |
| c<br>10 a<br>b<br>c | Net income or (loss) from garning activities Gross sales of inventory, less returns and allowances a Less: cost of goods sold b Net income or (loss) from sales of inventory Miscellaneous Revenue CONFERENCE SPONSORSHIP          | Business Code 541700                    | 32,900.                 | 32,900.  |   | 2 100   |
| 0<br>10 a<br>b<br>c | Net income or (loss) from gaming activities  Gross sales of inventory, less returns and allowances a Less: cost of goods sold b Net income or (loss) from sales of inventory  Miscellaneous Revenue                                | b Business Code                         | 32,900.<br>3,120.       | 32,900.  |   | 3,120   |
| c<br>10 a<br>b<br>c | Net income or (loss) from garning activities Gross sales of inventory, less returns and allowances a Less: cost of goods sold b Net income or (loss) from sales of inventory Miscellaneous Revenue CONFERENCE SPONSORSHIP          | Business Code 541700                    |                         | 32,900.  |   | 3,120   |
| t                   | Net income or (loss) from garning activities Gross sales of inventory, less returns and allowances a Less: cost of goods sold b Net income or (loss) from sales of inventory Miscellaneous Revenue CONFERENCE SPONSORSHIP          | Business Code 541700                    | 3,120.                  | 32,900.  |   | 3,120   |
| 10 a b c            | Net income or (loss) from gaming activities Gross sales of inventory, less returns and allowances Less: cost of goods sold Net income or (loss) from sales of inventory Miscellaneous Revenue CONFERENCE SPONSORSHIP OTHER REVENUE | Business Code 541700 541700             |                         | 32,900.  |   | 3,120   |

### 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) but are not required to complete columns (B), (C), and (D).

|          | Check if Schedule O contains a respon  | (A)            | (B)                      | (C)  | (D)                  |
|----------|--|----------------|--------------------------|--|----------------------|
|          | 8b, 9b, and 10b of Part VIII.  | Total expenses | Program service expenses | Management and general expenses  | Fundraising expenses |
| 1        | Grants and other assistance to governments and   |                |                          |  |                      |
| _        | organizations in the United States. See Part IV, line 21                                     |                |                          |  | Character 15 / 15    |
| 2        | Grants and other assistance to individuals in  |                | The state of the         |  |                      |
| _        | the United States. See Part IV, line 22  |                |                          |  |                      |
| 3        | Grants and other assistance to governments,  |                | ar the re-               |  |                      |
|          | organizations, and individuals outside the   |                | V 1100 - 110             |  |                      |
| 4        | United States. See Part IV, lines 15 and 16  |                |                          |  |                      |
| 5        | Benefits paid to or for members  |                |                          |  |                      |
| 9        | trustees, and key employees  | 362,624.       | 62,976.                  | 295,150.   | 4,498                |
| 6        | Compensation not included above, to disqualified   | THE RESERVE    | 02/3/01                  | 2337230.   | 4,450                |
|          | persons (as defined under section 4958(f)(1)) and  |                | OF THE LAND              | The state of the s |                      |
|          | persons described in section 4958(c)(3)(B)   |                |                          |  |                      |
| 7        | Other salaries and wages   | 3,703,129.     | 3,226,597.               | 318,649.   | 157,883              |
| 8        | Pension plan accruals and contributions (include   |                |                          |  | V 1 1 3              |
|          | section 401(k) and section 403(b) employer contributions)                                    | 241,221.       | 207,165.                 | 23,888.  | 10,168               |
| 9        | Other employee benefits  | 1,280,296.     | 1,058,723.               | 170,203.   | 51,370               |
| 10       | Payroll taxes  | 370,244.       | 301,909.                 | 53,441.  | 14,894               |
| 11       | Fees for services (non-employees):   |                |                          |  | h y m                |
| а        | Management   |                |                          |  |                      |
| b        |  | 24,714.        | <b>13,451.</b>           | 9,300.   | 1,963                |
| C        | Accounting   | 40,760.        |                          | 40,760.  |                      |
| d        | Lobbying   |                | A 100 1                  |  |                      |
| е        | Professional fundraising services. See Part IV, line 17                                      |                |                          |  |                      |
| f        | Investment management fees   |                |                          |  |                      |
| g        |  | 147,979.       | 69,919.                  | 67,855.  | 10,205               |
| 12       | Advertising and promotion  | 3,231.         | 45 004                   | 3,231.   |                      |
| 13       | Office expenses  | 105,706.       | 45,204.                  | 54,602.  | 5,900                |
| 14       | Information technology   | 257,045.       | 182,295.                 | 72,069.  | 2,681                |
| 15       | Royalties  | 604 420        | 270 274                  | 006 115  | - 10                 |
| 16       | Occupancy  | 604,429.       | 378,274.                 | 226,115.   | 40                   |
| 17       | Travel   | 362,119.       | 330,745.                 | 16,782.  | 14,592               |
| 18       | Payments of travel or entertainment expenses   |                |                          |  |                      |
| 10       | for any federal, state, or local public officials  | 60,264.        | 57,062.                  | 3,028.   | 174                  |
| 19<br>20 | Conferences, conventions, and meetings   | 00,204.        | 37,002.                  | 3,020.   | 1/4                  |
| 20<br>21 | Payments to affiliates   |                |                          |  |                      |
| 22       | Depreciation, depletion, and amortization  | 85,333.        |                          | 85,333.  |                      |
| 23       | Insurance  | 14,474.        | 284.                     | 14,190.  | The second           |
| 24       | Other expenses. Itemize expenses not covered   |                |                          |  |                      |
|          | above. (List miscellaneous expenses in line 24e. If line                                     |                |                          |  |                      |
|          | 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule 0.) |                |                          |  |                      |
| а        | SUBAGREEMENTS  | 1,445,840.     | 1,445,840.               |  | ediniar V            |
| b        | DUES AND SUBSCRIPTIONS   | 20,588.        | 14,000.                  | 3,318.   | 3,270.               |
| С        | TAXES, LICENSES AND PER  | 7,667.         |                          | 7,667.   | gga fijid is i i j   |
| d        | MISCELLANEOUS  | 2,583.         | 2,583.                   | ili yimi il  |                      |
| е        | All other expenses   |                |                          | ing Syk realists   | alved-1 F III        |
| 25       | Total functional expenses. Add lines 1 through 24e   | 9,140,246.     | 7,397,027.               | 1,465,581.   | 277,638.             |
| 26       | Joint costs. Complete this line only if the organization                                     |                |                          |  | Line I               |
|          | reported in column (B) joint costs from a combined   |                |                          | 4000   |                      |
|          | educational campaign and fundraising solicitation.   |                |                          |  |                      |
|          | Check here if following SOP 98-2 (ASC 958-720)   |                |                          |  |                      |

052541 1

| Part X | Balance | Sheet |
|--------|---------|-------|
|        |         |       |

|      |  | (A)  | $\Gamma$  |   |
|------|--|--|---|---|
|      | and the second s | (A)<br>Beginning of year   |   | ( <b>B</b> )<br>End of year   |
| 1    | Cash · non-interest-bearing  | 607,044.   | U,1   | 348,143.  |
| 2    | Savings and temporary cash investments   | 687,901.   | 2   | 656,977.  |
| 3    | Pledges and grants receivable, net   | 3,216,420.   | 3   | 2,958,211.  |
| 4    |  |  | 4   | Links to the left of  |
| 5    | Receivables from current and former officers, directors, trustees, key   | REPORT OF STREET   |   |   |
| 6.78 | employees, and highest compensated employees. Complete Part II   |  |   | 16 1 1 1 100 EU EU  |
|      | of Schedule L  | The Hall set with the  | 5   | Kierrii in K. Berd  |
| 6    | Receivables from other disqualified persons (as defined under section  | and the first make part  |   |   |
| 29.1 | 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing  |  |   |   |
|      | employers and sponsoring organizations of section 501(c)(9) voluntary  |  |   |   |
|      | employees' beneficiary organizations (see instructions)  | THE PROPERTY OF THE PARTY OF TH | 6   |   |
| 7    | -  |  | 7   |   |
| 8    |  | Million at Million commence  | 8   | Parallel ( ) and a second (   |
| 9    |  | 50,868.  | 9   | 25,143.   |
| 10a  |  |  |   |   |
|      |  |  |   |   |
| b    |  | 219,958.   | 10c   | 186,452.  |
| 11   |  | A HESTING STREET   | _   |   |
| 12   |  | 6,059,238.   | -   | 6,164,564.  |
| 13   |  |  | $\overline{}$   |   |
| 14   |  | 184  | $\rightarrow$   | Control States  |
| 15   | Other assets, See Part IV, line 11   | 96,110.  | -   | 44,271.   |
| 16   |  |  |   | 10,383,761.   |
| 17   |  |  | _   | 901,921.  |
| 18   | The state of the s |  | _   |   |
| 19   |  | 1,854,850.   | _   | 1,952,456.  |
|      |  |  | _   |   |
|      |  |  |   |   |
|      |  |  |   |   |
|      |  |  |   |   |
|      | of Schodulo I  |  | 22  |   |
| 23   |  |  | _   |   |
|      |  |  |   |   |
|      |  |  |   |   |
|      | A 1000   |  |   |   |
|      | And the second   | 5,200.   | 25  | 1,150.  |
| 26   |  |  | _   | 2,855,527.  |
|      |  | Establisher in the second seco |   |   |
|      |  |  |   |   |
|      |  | 1.842.015.   | 27  | 1,569,811.  |
|      |  |  |   | 0.  |
|      |  |  |   | 5,958,423.  |
|      |  | seculous anni dell'alla secte à  |   |   |
|      |  |  |   |   |
|      | •  | RIVINGESIAN A MENDUKU  | 30  | serant sen vermagn seintema   |
|      |  |  |   |   |
|      |  |  |   | - 100 |
|      |  | 7.803.867  |   | 7,528,234.  |
|      | Total liabilities and net assets/fund balances   | 10,937,539.  | 34  | 10,383,761.   |
|      | 5<br>6<br>7<br>8<br>9<br>10a<br>b<br>11<br>12<br>13<br>14<br>15<br>16<br>17<br>18<br>19<br>20<br>21<br>22<br>22<br>23<br>24<br>25<br>26<br>27<br>28<br>29<br>30<br>31<br>32<br>33<br>33<br>33<br>33<br>33<br>33<br>33<br>33<br>33<br>33<br>33<br>33  | Accounts receivable, net Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(8), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Notes and loans receivable, net Inventories for sale or use Prepaid expenses and deferred charges Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D Less: accumulated depreciation Linvestments - publicly traded securities Investments - publicly traded securities Investments - publicly traded securities Cither assets. See Part IV, line 11 Intangible assets Cother assets. See Part IV, line 11 Total assets. Add lines 1 through 15 (must equal line 34) Accounts payable and accrued expenses Grants payable Deferred revenue Tax-exempt bond liabilities Escrow or custodial account liability. Complete Part IV of Schedule D Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part III of Schedule L Secured mortgages and notes payable to unrelated third parties Unsecured notes and loans payable to unrelated third parties Cother liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D Total liabilities. Add lines 17 through 25 Organizations that follow SFAS 117, check here  Temporarily restricted net assets Permanently restricted net assets Permanently restricted net assets Permanently restricted net assets Organizations that do not follow SFAS 117, check here  Jand complete lines 30 through 34. Capital stock or trust principal, or current funds Fetalined earnings, endowment, accumulated income, or other funds   | 4 Accounts receivable, net 5 Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L 6 Receivables from other disqualified persons (as defined under section 4958(I/I), persons described in section 4958(I/I)(II), persons described in section 501(I/I)(II) voluntary employees' beneficiary organizations (see instructions) 7 Notes and loans receivable, net 8 Inventories for sale or use 9 Prepaid expenses and deferred charges 10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D 10b 384,843, 219,958. 11 Investments - publicity traded securities 12 Investments - publicity traded securities 13 Investments - program-related. See Part IV, line 11 14 Intangible assets 15 Other assets. See Part IV, line 11 15 Other assets. See Part IV, line 11 16 Total assets. Add lines 1 through 15 (must equal line 34) 17 Accounts payable and accrued expenses 17, 273, 622. 18 Grants payable 19 Deferred revenue 10 Tax exempt bond liabilities 11 Escrow or custodial account liability. Complete Part IV of Schedule D 18 Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L 19 Secured mortgages and notes payable to unrelated third parties 10 Unsecured notes and loans payable to unrelated third parties 11 Unrestricted net assets 12 Secured mortgages and notes payable to unrelated third parties 13 Secured mortgages and notes payable to unrelated third parties 14 Unsecured notes and loans payable to unrelated third parties 15 Other liabilities including federal income tax, payables to related third parties 16 Other liabilities not included on lines 17:4). Complete Part X of Schedule D 17 Total Inab | 4 Accounts receivable, net 5 Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L 6 Receivables from other disqualified persons (as defined under section 4958(f), (1), persons described in section 4958(f), (3)(8), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees beneficiary organizations (see instructions) 7 Notes and loans receivable, net 8 Inventories for sale or use 9 Prepaid expenses and deferred charges 10a Land, buildings, and equipment: cost or other basis. Complete Part IV of Schedule D 10a S71, 295, 10b 384,843, 219,958, 10c 11 Investments - publicy traded securities 11 Investments - publicy traded securities 11 Investments - program-related. See Part IV, line 11 6,059,238, 12 13 Investments - program-related. See Part IV, line 11 96,110, 16 15 Total assets. See Part IV, line 11 96,110, 16 16 Total assets. Add lines 1 through 15 (must equal line 34) 10,937,539, 16 17 Accounts payable and accrued expenses 1,273,622, 17 18 Grants payable 10 Tax exempt bond liabilities 20 Tax exempt bond liabilities 21 Escrow or custodial account liability. Complete Part IV of Schedule D 21 Payables to current and former officers, directors, trustées, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule D 21 Corganizations that follow SFAS 117, check here  3,3,133,672, 26 25 Organizations that follow SFAS 117, check here  3,3,133,672, 26 26 Total liabilities not included on lines 17-24). Complete Part X of Schedule D 27 Permanently restricted net assets 28 Temporarily restricted net assets 39 Permanently restricted net assets 30 Organizations that do not follow SFAS 117, check here  3,3,133,672, 26 31 Paid-in or capital surplus, or land, building, or equipment fund 31 Paid-in or capital surplus, or land, building, or equipment fund 31 Paid-in or capital surplus, or land, building, or equipment fund 31 Paid-in or capital surplus, or l |

Form **990** (2011)

### **SCHEDULE A**

(Form 990 or 990-EZ)

Department of the Treasury Internal Revenue Service

### **Public Charity Status and Public Support**

Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.

➤ Attach to Form 990 or Form 990-EZ. ➤ See separate instructions.

OMB No. 1545-0047

Open to Public Inspection

Name of the organization

Employer identification number

| Part I    | Reason 1        | for Public Cha        | rity Status (All organ                  | izations mu   | ıst comple   | te this pa           | rt.) See ins                | structions.  | 32                      | 2-1004       | 430      |      |
|-----------|-----------------|-----------------------|---|---|--|----------------------|-----------------------------|--|-------------------------|--------------|----------|------|
| The organ |                 |                       | because it is: (For lines               |   |  |                      | £                           |  |                         |              |          |      |
| 1 🗀       |                 |                       | es, or association of chu               |   |  | -                    |                             | i).  |                         |              |          |      |
| 2         |                 |                       | 70(b)(1)(A)(ii). (Attach S              |   |  |                      |                             | 1111111  |                         |              |          |      |
| з 🔲       | A hospital or   | a cooperative hosp    | oital service organization              | described   | in section   | 170(b)(1             | )(A)(iii).                  |  |                         |              |          |      |
| 4         | A medical res   | earch organization    | operated in conjunction                 | n with a hos  | spital desc  | ribed in <b>s</b>    | ection 170                  | D(b)(1)(A)(i   | ii). Enter th           | ne hospita   | 's nam   | ie,  |
|           | city, and state | e:                    |   |   |  |                      |                             |  |                         |              |          |      |
| 5 📖       | An organization | on operated for the   | benefit of a college or u               | university o  | wned or o  | perated b            | y a govern                  | mental un  | it describe             | ed in        | de of    |      |
|           | section 170(    | b)(1)(A)(iv). (Comp   | lete Part II.)                          |   |  |                      | A                           |  |                         |              |          |      |
| 6         |                 |                       | nent or governmental ur                 |   |  |                      | 400000                      |  |                         |              |          |      |
| 7 X       | An organization | on that normally re-  | ceives a substantial par                | t of its supp   | ort from a   | governm              | ental unit                  | or from the  | general p               | ublic desc   | ribed i  | n    |
|           |                 | o)(1)(A)(vi). (Compl  |   |   |  | 4                    |                             |  |                         |              |          |      |
| 8         |                 |                       | section 170(b)(1)(A)(vi).               |   |  |                      |                             | 4  |                         |              |          |      |
| 9 📖       |                 |                       | ceives: (1) more than 33                |   |  |                      |                             |  |                         |              |          |      |
|           |                 |                       | inctions - subject to cert              |   |  |                      |                             |  |                         |              |          |      |
|           |                 |                       | taxable income (less sec                | ction 511 ta  | x) from bu   | sinesses             | acquired b                  | by the orga  | anization a             | fter June 3  | 30, 197  | 5.   |
|           |                 | 509(a)(2). (Complet   |   |   |  |                      | Y                           |  |                         |              |          |      |
| 10        |                 |                       | perated exclusively to to               |   | THE REAL PROPERTY.   | 100000               |                             | -  |                         |              | _        |      |
| 11        |                 |                       | perated exclusively for t               |   |  |                      |                             |  |                         |              |          | or   |
|           |                 |                       | ations described in sect                | ACTIVITIES  |  |                      | 2). See <b>se</b>           | ction 509(   | <b>a)(3).</b> Che       | ck the box   | that     |      |
|           | a Type I        | b _                   | i organization and comp<br>Type II      | 4000  | e III - Fund   |                      | tograted                    |  |                         | Tuno III. (  | Mhau     |      |
|           | •               |                       | ਕ । ype ।।<br>at the organization is no | TOTAL CO.   | ASSESS   |                      | -                           | r moro din   |                         | Type III - ( |          | _    |
| • —       |                 |                       | than one or more public                 |   |  |                      |                             |  |                         |              |          | ri   |
| f         |                 |                       | tten determination from                 |   |  |                      |                             |  | 5(a)(1) UI S            | ection 508   | (a)(2).  |      |
| •         |                 | ganization, check t   | hio hou                                 |   |  |                      | a ( 5.5)                    | e III  |                         |              |          | -    |
| g         |                 |                       | organization accepted a                 | ALCOHOL:  | ontribution  |                      |                             | owing per  | sons?                   |              |          | _    |
|           |                 |                       | directly controls, either a             | A Aller   |  |                      |                             |  |                         |              | Yes      | No   |
|           |                 |                       | upported organization?                  | S 17  |  |                      |                             | (-) (  |                         | 11g(i)       | - 1      |      |
|           | (ii) A family r | member of a perso     | n described in (i) above                | <b>P</b>  |  |                      |                             |  |                         | 11g(ii)      | 1,1,1    |      |
|           | (iii) A 35% co  | ontrolled entity of a | person described in (i)                 |   |  |                      |                             |  |                         | 11g(iii)     | <b>5</b> | 1011 |
| h         |                 |                       | about the supported or                  |   |  |                      | W S III                     |  |                         |              |          | LIVE |
|           |                 |                       | A 4                                     |   |  |                      |                             |  |                         |              |          |      |
| (i) Name  | of supported    | (ii) EIN              | (iii) Type of                           | (iv) Is the o   | rganization  | (v) Did yo           | u notify the                | (vi) ls  |                         | (vii) Am     | ount of  |      |
|           | nization        | (/ =                  | organization<br>(described on lines 1-9 | in col. (i) lis   |  |                      | tion in col.                | organizatio  | on in col.<br>ed in the | sup          |          |      |
|           |                 |                       | above or IRC section                    | governing (   | document?  | (i) of you           | r support?                  | U.S.   | .?                      |              |          |      |
| 0.7%      |                 |                       | (see instructions))                     | Yes   | No   | Yes                  | No                          | Yes  | No                      | 15,000       | -        |      |
|           |                 |                       | WATER-LITTER                            | 07  | 10   |                      |                             | 1100 110   | 170                     |              | 52       |      |
|           |                 |                       |   | 4 0-01  |  | Mary Mary            |                             | -1111-   |                         |              |          |      |
|           | *               |                       |   | 0.7   |  | - 4                  |                             | -110   | 7 90 0                  |              |          |      |
| - 1       |                 |                       |   | 0.70  | 1  |                      | HILL THEM                   | oliu = ='  | din serif               | e m o        |          |      |
|           | Recorded to     |                       | elli alla matterni 8                    | Hall  | 11198  |                      | arthys school               | ON EDSTITE   | the off of              |              |          |      |
|           |                 |                       | u mumah m                               | min —   |  | refiner.             |                             | T site   | 211111                  |              | Ш        |      |
|           |                 |                       | an dim s                                | mid m.e.  | HILLS III  |                      |                             | ive lie  | Lin III                 |              |          |      |
|           |                 |                       |   |   |  | Δ= 05 I              | du a                        | 13-(13)  | REPORT I                |              | 5277.0   |      |
|           | 1.4             |                       | Epite February                          | 1911-2  | 100  |                      | 1 71 49                     | Cherrin  | W Os                    |              |          |      |
|           |                 |                       |   | Part House State of the Land  |  | Towns to the same of | - I I                       | AND DESCRIPTION OF THE PARTY OF |                         | - 40         |          |      |
| otal      |                 |                       |   |   |  |                      |                             |  |                         |              |          |      |
| 116 286   | 100             |                       |   | THE RESERVE AND ADDRESS OF THE PARTY OF THE | DOMESTIC OF THE PARTY OF THE PA |                      | THE RESERVE OF THE PARTY OF | STATE OF STREET STATE OF STREET  | BETWEEN STREET STREET   |              |          |      |

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

Schedule A (Form 990 or 990-EZ) 2011

132021 01-24-12

### Part II | Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)

(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

| Se   | ction A. Public Support                      | Comant Size no   |                             |                        |                              | j.   |               |
|------|--|--|-----------------------------|------------------------|------------------------------|--|---------------|
| Cal  | endar year (or fiscal year beginning in) 🕨   | (a) 2007   | <b>(b)</b> 2008             | (c) 2009               | (d) 2010                     | (e) 2011   | (f) Total     |
| 1    | Gifts, grants, contributions, and            |  |                             |                        |                              | Je II  |               |
|      | membership fees received. (Do not            | n - a ru   |                             |                        |                              | North Arts inne  |               |
|      | include any "unusual grants.")               | 10683441.  | 10120349.                   | 7121265.               | 8174893.                     | 8366393  | 44466341.     |
| 2    | Tax revenues levied for the organ-           | a and desired in   | to who medal                | "The Sanda             |                              | n-orien is   | - Les 's   T  |
|      | ization's benefit and either paid to         |  | a rioi                      | and the first page     | Serioditi i omi              | rin Kim - v. h   | Environ. In   |
|      | or expended on its behalf                    | and/vm mass  |                             | - 111   11   5111   -3 | action Three Trace           |  | - h           |
| 3    | The value of services or facilities          | M wursen in  | -шистерити                  |                        | nèng in regional             | DM 11251   | 1 10          |
|      | furnished by a governmental unit to          |  |                             |                        |                              | 10   | 1111          |
|      | the organization without charge              |  | 2011, 1==1.1 11 02          | uruj, galicus,         | same and expe                | OLUÇUE   | THE LET I     |
| 4    | Total. Add lines 1 through 3                 | 10683441.  | 10120349.                   | 7121265.               | 8174893.                     | 8366393.   | 44466341.     |
| 5    | The portion of total contributions           |  |                             |                        | tion to want the world       |  | 74-1-1-8      |
|      | by each person (other than a                 | To your  | do be to the                |                        | CARL COST                    |  |               |
|      | governmental unit or publicly                |  |                             |                        |                              | The state of the s |               |
|      | supported organization) included             |  |                             |                        |                              |  | word I I I    |
|      | on line 1 that exceeds 2% of the             |  |                             |                        | and the la                   |  | har telephone |
|      | amount shown on line 11,                     |  | Francisco de la Constantina |                        | A SAME OF THE REAL PROPERTY. |  |               |
|      | column (f)                                   |  |                             |                        |                              |  |               |
| 6    | Public support. Subtract line 5 from line 4. |  |                             |                        |                              | The first particular   | 44466341.     |
| Se   | ction B. Total Support                       | Challes III . E.   | بالمالين المالية            | Mary III               | Carle Land                   | Was I am a   | Start of Late |
| Cale | ndar year (or fiscal year beginning in) 🕨    | (a) 2007   | (b) 2008                    | (c) 2009               | (d) 2010                     | (e) 2011   | (f) Total     |
| 7    | Amounts from line 4                          | 10683441.  | 10120349.                   | 7121265.               | 8174893.                     | 8366393.   | 44466341.     |
| 8    | Gross income from interest,                  |  | Thrombon (September 1987)   |                        | hinder or profession         |  |               |
|      | dividends, payments received on              |  |                             |                        | الماطانية                    |  |               |
|      | securities loans, rents, royalties           |  | and the late                |                        |                              | THE SECOND   |               |
|      | and income from similar sources              | 355,354.   | 229,582.                    | 88,648.                | 109,584.                     | 133,845.   | 917,013.      |
| 9    | Net income from unrelated business           | ALC: Unio 14   |                             |                        |                              |  | with the      |
|      | activities, whether or not the               | 2  | 9 10 ~                      | (                      | rest of the LY               |  | 7-00          |
|      | business is regularly carried on             | The state of the s |                             |                        | Harris III                   | He remain  | ET HIS        |
| 10   | Other income. Do not include gain            |  |                             | y = 1 = 1              |                              | biological feet  | E IN          |
|      | or loss from the sale of capital             |  |                             | in the region          |                              |  |               |
|      | assets (Explain in Part IV.)                 |  | 9,291.                      | 21,454.                | 30,003.                      | 9,421.   | 70,169.       |
| 11   | Total support. Add lines 7 through 10        |  |                             |                        |                              |  | 45453523.     |
| 12   | Gross receipts from related activities,      | etc. (see instruction  | ons)                        |                        | De la lacue de               | 12 1   | ,924,365.     |
| 13   | First five years. If the Form 990 is for     | the organization;  | first, second, third        | d, fourth, or fifth ta | x year as a section          | n 501(c)(3)  |               |
|      | organization, check this box and stop        | here   | tre cellmen i               |                        | ·                            |  |               |
| Sec  | ction C. Computation of Publi                | c Support Pe   | rcentage                    |                        |                              |  | in n=i=i=.    |
|      | Public support percentage for 2011 (li       |  |                             |                        |                              | 14   | 97.83 %       |
| 15   | Public support percentage from 2010          | Schedule A, Part   | II, line 14                 | (CANDER) III II        |                              | 15   | 97.59 %       |
|      | 33 1/3% support test - 2011. If the o        |  |                             |                        | _                            | ore, check this be   | ox and        |
|      | stop here. The organization qualifies a      | as a publicly supp   | orted organization          |                        | •••••                        |  | <b>▶</b> X    |
| b    | 33 1/3% support test - 2010. If the o        |  |                             |                        |                              |  |               |
|      | and stop here. The organization qualit       | fies as a publicly s   | upported organiza           | tion                   |                              |  |               |
| 17a  | 10% -facts-and-circumstances test            |  |                             |                        |                              |  |               |
|      | and if the organization meets the "fact      |  |                             |                        |                              |  | •             |
|      | meets the "facts-and-circumstances" t        |  |                             |                        |                              |  |               |
| b    | 10% -facts-and-circumstances test            |  |                             |                        |                              |  |               |
|      | more, and if the organization meets the      |  |                             |                        |                              |  |               |
|      | organization meets the "facts-and-circ       |  |                             |                        |                              |  |               |
| 18   | Private foundation. If the organization      |  |                             |                        |                              |  | s             |
|      |  |  |                             |                        |                              | dule A (Form 990   |               |

## Schedule A (Form 990 or 990-EZ) 2011 Part III | Support Schedule for Organizations Described in Section 509(a)(2)

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to

| Section A. Public Support  | sion, piodoo con      | pioto i dit ii.            |                        | - ···· · · · · · · · · · · · · · · · ·   | (=1/-)              | Annual Medical Control |
|--|-----------------------|----------------------------|------------------------|--|---------------------|------------------------|
| Calendar year (or fiscal year beginning in)  | (a) 2007              | <b>(b)</b> 2008            | (c) 2009               | (d) 2010   | (e) 2011            | (f) Total              |
| 1 Gifts, grants, contributions, and  | - Drive Sharfle       |                            |                        | HAVE ST  | AN FLORE            |                        |
| membership fees received. (Do not  |                       |                            |                        |  |                     |                        |
| include any "unusual grants.")   |                       |                            |                        |  |                     | 11790 - 1241           |
| 2 Gross receipts from admissions,  |                       |                            |                        | н  | les I               | II, walii              |
| merchandise sold or services per-  |                       |                            |                        |  |                     |                        |
| formed, or facilities furnished in any activity that is related to the                 |                       |                            |                        | mag of the paper.  |                     |                        |
| organization's tax-exempt purpose  |                       |                            |                        |  |                     |                        |
| 3 Gross receipts from activities that  |                       | 95% 12 NO                  |                        |  |                     |                        |
| are not an unrelated trade or bus-   |                       |                            |                        |  |                     |                        |
| iness under section 513  |                       |                            |                        | A  |                     | 1                      |
| 4 Tax revenues levied for the organ-   |                       |                            |                        |  |                     |                        |
| ization's benefit and either paid to   |                       |                            |                        |  |                     |                        |
| or expended on its behalf  |                       |                            |                        |  | -                   | 1                      |
|  | 1.00                  |                            |                        |  | ļ                   |                        |
| 5 The value of services or facilities  |                       |                            |                        |  |                     |                        |
| furnished by a governmental unit to  |                       |                            | AL                     |  |                     |                        |
| the organization without charge  |                       |                            |                        | /  |                     |                        |
| 6 Total. Add lines 1 through 5   |                       |                            |                        | <u> </u>   |                     |                        |
| 7a Amounts included on lines 1, 2, and   |                       |                            |                        |  |                     |                        |
| 3 received from disqualified persons   |                       |                            |                        |  |                     |                        |
| b Amounts included on lines 2 and 3 received from other than disqualified persons that |                       | 1,410                      |                        |  |                     | - TO 100               |
| exceed the greater of \$5,000 or 1% of the   |                       |                            |                        |  |                     |                        |
| amount on line 13 for the year   |                       | All I                      |                        |  | = 1                 | - Carlly same          |
| c Add lines 7a and 7b  | 2000A                 |                            |                        |  |                     | 22.5                   |
| 8 Public support (Subtract line 7c from line 6.)                                       | and a second and gift |                            |                        |  |                     |                        |
| Section B. Total Support   |                       | _                          |                        |  |                     | TI LID                 |
| Calendar year (or fiscal year beginning in) 🖊  | (a) 2007              | <b>(b)</b> 2008            | (c) 2009               | (d) 2010   | (e) 2011            | (f) Total              |
| 9 Amounts from line 6  |                       | 7 19                       |                        |  |                     | -10" [12:413           |
| 10a Gross income from interest,  | 4                     |                            |                        |  |                     |                        |
| dividends, payments received on securities loans, rents, royalties                     |                       |                            | - The same             | The same of the same of  | and the second      |                        |
| and income from similar sources  | -                     |                            | of the second          |  | A ILUMI I K         |                        |
| b Unrelated business taxable income  |                       | 107                        |                        |  |                     |                        |
| (less section 511 taxes) from businesses   |                       | 1                          |                        |  |                     |                        |
| acquired after June 30, 1975   |                       | W/                         |                        |  |                     |                        |
| c Add lines 10a and 10b  |                       |                            |                        |  |                     |                        |
| 11 Net income from unrelated business  | A                     |                            |                        |  | COLL                |                        |
| activities not included in line 10b,   |                       |                            |                        | THE STREET   |                     |                        |
| whether or not the business is   |                       |                            |                        |  |                     |                        |
| regularly carried on  12 Other income. Do not include gain                             |                       |                            |                        | 5777,572   |                     |                        |
| or loss from the sale of capital   | N -Salina in a        | THE RESERVE                |                        | The state of the s |                     |                        |
| assets (Explain in Part IV.)   |                       |                            |                        |  |                     | 5                      |
| 13 Total support (Add lines 9, 10c, 11, and 12.)                                       |                       |                            | a sign of the first    | and the state of the   | Minkey R. P. St.    |                        |
| 14 First five years. If the Form 990 is for t  | he organization's     | s first, second, thir      | d, fourth, or fifth to | ax year as a sectio  | n 501(c)(3) organiz | ation,                 |
|  |                       |                            |                        |  |                     | <u></u>                |
| Section C. Computation of Public   |                       |                            |                        | Turkings I   | 53 H HEL H 2 H I    |                        |
| 15 Public support percentage for 2011 (lin   |                       |                            | olumn (f))             |  | 15                  | 9                      |
| 16 Public support percentage from 2010   |                       |                            |                        |  | 16                  | 9/                     |
| Section D. Computation of Invest   |                       |                            |                        |  |                     |                        |
| 17 Investment income percentage for 201  |                       |                            |                        |  | 17                  | 9/                     |
| 18 Investment income percentage from 20  | )10 Schedule A,       | Part III, line 17          |                        |  | 18                  | %                      |
| <b>19a 33 1/3% support tests - 2011.</b> If the o                                      | _                     |                            |                        |  |                     |                        |
| more than 33 1/3%, check this box and  | d stop here. The      | organization quali         | fies as a publicly s   | supported organiza   | ation               |                        |
| b 33 1/3% support tests - 2010. If the o   |                       |                            |                        |  |                     |                        |
| line 18 is not more than 33 1/3%, chec   | k this box and s      | t <b>op here.</b> The orga | nization qualifies a   | as a publicly supp   | orted organization  | ▶□                     |
| 20 Private foundation. If the organization   |                       |                            |                        |  |                     |                        |

#### SCHEDULE C (Form 990 or 990-EZ)

### Political Campaign and Lobbying Activities

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

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service Complete if the organization is described below. Attach to Form 990 or Form 990-EZ.

See separate instructions.

Open to Public Inspection

If the organization answered "Yes" to Form 990, Part IV, line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

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

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

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

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

| <ul> <li>Section 5</li> <li>Name of orga</li> </ul>  |  | zations: Complete Part III.   |   | I F  | lavanidantifaatian musik  |
|--|--|---|---|--|---|
| Name of orga   |  | CEDITE  |   | Emp  | loyer identification number   |
| Part I-A   | NATURE<br>Complete if the c  | rganization is exempt un  | dor postion 501/c   | or is a postion 527  | 52-1884438  |
| 2 Political  | expenditures<br>r hours  | nization's direct and indirect polit  |   | <b>▶</b> •   |   |
| The second secon |  | ax incurred by the organization ur  |   | 2-L-1  | and the same of the same  |
| 2 Enter the  | amount of any excise to  | ax incurred by organization manage  | gers under section 498  | 55   |   |
|  |  | tion 4955 tax, did it file Form 4720  |   |  |   |
|  |  |   |   |  |   |
| b If "Yes,"  | describe in Part IV.   |   |   |  |   |
|  |  | rganization is exempt un  | County Printer  |  | (c)(3).   |
|  |  | led by the filing organization for s  | COLUMN P  |  |   |
|  |  | anization's funds contributed to o  |   |  |   |
|  |  | - Add - 40 50 10  |   |  | *   |
|  |  | es. Add lines 1 and 2/Enter here  | -A100-  | ·  |   |
| 1 Did the f  | ling organization file Ferr  | m 1120-POL for this year?   |   |  | Yes No  |
| made pa<br>contribut   | yments. For each organizations received that were paction committee (PAC). | employer identification number (E<br>zation listed, enter the amount pa<br>promptly and directly delivered to<br>If additional space is needed, pro | id from the filing organ<br>a separate political or<br>vide information in Pa | nization's funds. Also enter th<br>rganization, such as a separa<br>rt IV. | ne amount of political ate segregated fund or a   |
| ive, chi   | (a) Name   | (b) Address   | (c) EIN   | (d) Amount paid from filing organization's funds. If none, enter -0        | (e) Amount of political contributions received and promptly and directly delivered to a separate political organization.  If none, enter -0 |
| 112/52 44  | o e ma sala  |   |   | la Pare  | grade made of   |
|  |  |   |   |  | 747   |
|  |  |   | 7.1   |  |   |
|  |  |   |   |  |   |
|  |  |   |   | =  |   |

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

Schedule C (Form 990 or 990-EZ) 2011

LHA

132041 01-27-12

Schedule C (Form 990 or 990-EZ) 2011

f Grassroots lobbying expenditures

### Schedule C (Form 990 or 990-EZ) 2011 NATURESERVE 52-1884438 Page 3 Part II-B Complete if the organization is exempt under section 501(c)(3) and has NOT filed Form 5768 (election under section 501(h)).

| of the lobbying activity.  |   | (8  |                                   |                |           |
|--|---|---|-----------------------------------|----------------|-----------|
|  | TA NELLA<br>Exercise de la  | Yes   | No                                | Ame            | ount      |
| 1 During the year, did the filing organization attempt to influence foreign, national, state of  | or  | 1105 (117)  |                                   |                |           |
| local legislation, including any attempt to influence public opinion on a legislative matter<br>or referendum, through the use of:   | r   |   |                                   |                |           |
| a Volunteers?  |   | = Y6Y=111::   | Tille Line                        |                |           |
| <b>b</b> Paid staff or management (include compensation in expenses reported on lines 1c thro  | ugh 1i)?  | 7-7/554   | ALUE AL                           |                |           |
| c Media advertisements?  |   | 1-1   | U <sub>d</sub> yer y              |                | q.        |
| d Mailings to members, legislators, or the public?   |   | INTERNAL  |                                   |                | 'n.       |
| e Publications, or published or broadcast statements?  |   | mis de  | nii kasu                          | Harris 1921    | on        |
| f Grants to other organizations for lobbying purposes?   |   | -110  | 11/25/11/12                       |                | W         |
| g Direct contact with legislators, their staffs, government officials, or a legislative body?  |   | ment trievi   | \$64=1:=10:H                      | postal to make |           |
| h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar mean  | All months in the country of  | 7.01  | 2 1 11                            | District on    | 1111      |
| i Other activities?  |   | 15.15   | fox III dec                       | HOSE Y         | 17        |
| j Total. Add lines 1c through 1i   |   |   |                                   | 34,            | 4         |
| 2a Did the activities in line 1 cause the organization to be not described in section 501(c)(c)  |   | TO BE DESIGNATION OF THE PARTY | Service Control                   | Sold and A     |           |
| b If "Yes," enter the amount of any tax incurred under section 4912  |   |   |                                   |                | -         |
| c If "Yes," enter the amount of any tax incurred by organization managers under section  | The second second   |   | Diliteriorital                    |                | to record |
| d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?  Part III-A Complete if the organization is exempt under section 501(c  |   | n 501(c)  | (5) or se                         | ction          |           |
|  | <i>)</i> (1), 300110  | 11 301(0)   | (5), 01 36                        | Cuon           |           |
| 501(c)(6).   |   |   |                                   | Yes            | . N       |
| 501(c)(6).   | 19914   |   |                                   |                |           |
| Were substantially all (90% or more) dues received nondeductible by members?   |   |   |                                   |                | 100       |
|  |   |   |                                   |                | ere e     |
| 1 Were substantially all (90% or more) dues received nondeductible by members?   | or year?  | n 501(c)  | 2<br>3<br>(5), or se              |                | e 3,      |
| 1 Were substantially all (90% or more) dues received nondeductible by members? 2 Did the organization make only in-house lobbying expenditures of \$2,000 or less? 3 Did the organization agree to carry over lobbying and political expenditures from the propert III-B Complete if the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes."   | or year?<br>:)(4), sectio<br>answered                                       | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or sec<br>(b) Part |                | e 3,      |
| <ul> <li>Were substantially all (90% or more) dues received nondeductible by members?</li> <li>Did the organization make only in-house lobbying expenditures of \$2,000 or less?</li> <li>Did the organization agree to carry over lobbying and political expenditures from the properties.</li> <li>Complete if the organization is exempt under section 501(c) (6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes."</li> <li>Dues, assessments and similar amounts from members</li> </ul>  | or year?<br>:)(4), sectio<br>answered                                       | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or sec<br>(b) Part |                | e 3,      |
| 1 Were substantially all (90% or more) dues received nondeductible by members? 2 Did the organization make only in-house lobbying expenditures of \$2,000 or less? 3 Did the organization agree to carry over lobbying and political expenditures from the propert III-B Complete if the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes."  1 Dues, assessments and similar amounts from members   | or year?<br>:)(4), sectio<br>answered                                       | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or sec<br>(b) Part |                | e 3,      |
| <ul> <li>Were substantially all (90% or more) dues received nondeductible by members?</li> <li>Did the organization make only in-house lobbying expenditures of \$2,000 or less?</li> <li>Did the organization agree to carry over lobbying and political expenditures from the properties.</li> <li>Complete if the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes."</li> <li>Dues, assessments and similar amounts from members</li> <li>Section 162(e) nondeductible lobbying and political expenditures (do not include amone expenses for which the section 527(f) tax was paid).</li> <li>Current year</li> </ul>   | or year?<br>c)(4), section<br>answered<br>unts of politic                   | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or see<br>(b) Part |                | e 3,      |
| <ul> <li>Were substantially all (90% or more) dues received nondeductible by members?</li> <li>Did the organization make only in-house lobbying expenditures of \$2,000 or less?</li> <li>Did the organization agree to carry over lobbying and political expenditures from the properties.</li> <li>Complete if the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes."</li> <li>Dues, assessments and similar amounts from members</li> <li>Section 162(e) nondeductible lobbying and political expenditures (do not include amone expenses for which the section 527(f) tax was paid).</li> </ul>   | or year?<br>c)(4), section<br>answered<br>unts of politic                   | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or see<br>(b) Part |                | e 3,      |
| 1 Were substantially all (90% or more) dues received nondeductible by members? 2 Did the organization make only in-house lobbying expenditures of \$2,000 or less? 3 Did the organization agree to carry over lobbying and political expenditures from the propert III-B Complete if the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes." 1 Dues, assessments and similar amounts from members 2 Section 162(e) nondeductible lobbying and political expenditures (do not include amount expenses for which the section 527(f) tax was paid). a Current year b Carryover from last year c Total   | or year?<br>c)(4), section<br>answered<br>unts of politic                   | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or see<br>(b) Part |                | e 3,      |
| 1 Were substantially all (90% or more) dues received nondeductible by members? 2 Did the organization make only in-house lobbying expenditures of \$2,000 or less? 3 Did the organization agree to carry over lobbying and political expenditures from the propertial III-B Complete if the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes." 1 Dues, assessments and similar amounts from members 2 Section 162(e) nondeductible lobbying and political expenditures (do not include amore expenses for which the section 527(f) tax was paid). a Current year b Carryover from last year c Total 3 Aggregate amount reported in section 6033(è)(1)(A) notices of nondeductible section 16  | or year? c)(4), section answered unts of politics                           | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or see<br>(b) Part |                | e 3,      |
| <ul> <li>Were substantially all (90% or more) dues received nondeductible by members?</li> <li>Did the organization make only in-house lobbying expenditures of \$2,000 or less?</li> <li>Did the organization agree to carry over lobbying and political expenditures from the property of the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes."</li> <li>Dues, assessments and similar amounts from members</li> <li>Section 162(e) nondeductible lobbying and political expenditures (do not include amore expenses for which the section 527(f) tax was paid).</li> <li>a Current year</li> <li>b Carryover from last year</li> <li>c Total</li> <li>Aggregate amount reported in section 6033(è)(1)(A) notices of nondeductible section 16</li> <li>If notices were sent and the amount on line 2c exceeds the amount on line 3, what porters</li> </ul>  | or year? c)(4), section answered unts of politic 62(e) dues ion of the exce | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or see<br>(b) Part |                | e 3,      |
| <ul> <li>Were substantially all (90% or more) dues received nondeductible by members?</li> <li>Did the organization make only in-house lobbying expenditures of \$2,000 or less?</li> <li>Did the organization agree to carry over lobbying and political expenditures from the properties.</li> <li>Complete if the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes."</li> <li>Dues, assessments and similar amounts from members</li> <li>Section 162(e) nondeductible lobbying and political expenditures (do not include amore expenses for which the section 527(f) tax was paid).</li> <li>a Current year</li> <li>b Carryover from last year</li> <li>c Total</li> <li>Aggregate amount reported in section 6033(è)(1)(A) notices of nondeductible section 16 if notices were sent and the amount on line 2c exceeds the amount on line 3, what port does the organization agree to carryover to the reasonable estimate of nondeductible lobes.</li> </ul> | or year? c)(4), section answered unts of politic 62(e) dues ion of the exce | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or see<br>(b) Part |                | e 3,      |
| <ul> <li>Were substantially all (90% or more) dues received nondeductible by members?</li> <li>Did the organization make only in-house lobbying expenditures of \$2,000 or less?</li> <li>Did the organization agree to carry over lobbying and political expenditures from the property of the organization is exempt under section 501(c) 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "Yes."</li> <li>Dues, assessments and similar amounts from members</li> <li>Section 162(e) nondeductible lobbying and political expenditures (do not include amore expenses for which the section 527(f) tax was paid).</li> <li>a Current year</li> <li>b Carryover from last year</li> <li>c Total</li> <li>Aggregate amount reported in section 6033(è)(1)(A) notices of nondeductible section 16</li> <li>If notices were sent and the amount on line 2c exceeds the amount on line 3, what porters</li> </ul>  | or year? c)(4), section answered unts of politic 62(e) dues ion of the exce | n 501(c)<br>"No" OR   | 2<br>3<br>(5), or see<br>(b) Part |                | e 3,      |

### **SCHEDULE D**

(Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b. ➤ Attach to Form 990. ➤ See separate instructions.

OMB No. 1545-0047 Open to Public Inspection

Name of the organization

Employer identification number

|     | NATURESERVE  |  | 52-1884438                              |
|-----|--|--|---|
| Pa  | rt I Organizations Maintaining Donor Advise  | d Funds or Other Similar Funds or  | Accounts. Complete if the               |
|     | organization answered "Yes" to Form 990, Part IV, line   |  |   |
|     | The second secon | (a) Donor advised funds  | (b) Funds and other accounts            |
| 1   | Total number at end of year  |  |   |
| 2   | Aggregate contributions to (during year)   |  |   |
|     |  |  |   |
| 3   | Aggregate grants from (during year)  |  | CC-, Lie Al SV-, Extend (Lending)       |
| 4   | Aggregate value at end of year   |  | cirelium - rath ment                    |
| 5   | Did the organization inform all donors and donor advisors in v   | =  |   |
| •   | are the organization's property, subject to the organization's   |  |   |
| 6   | Did the organization inform all grantees, donors, and donor ad   | GIII)  |   |
|     | for charitable purposes and not for the benefit of the donor or  | No. of the last of | • — —                                   |
| D-  | impermissible private benefit?   | The state of the s | Yes No                                  |
| Pa  | rt II Conservation Easements. Complete if the org  |  | V, line 7.                              |
| 1   | Purpose(s) of conservation easements held by the organization  | on (check all that apply).   |   |
|     | Preservation of land for public use (e.g., recreation or ed  | ducation) Preservation of an historica   | ally important land area                |
|     | Protection of natural habitat  | Preservation of a certified i  | historic structure                      |
|     | Preservation of open space   | THE POST OF THE PARTY OF THE   |   |
| 2   | Complete lines 2a through 2d if the organization held a qualifi  | ed conservation contribution in the form of a c  | conservation easement on the last       |
|     | day of the tax year.   | COLUMN A MEN DEST COMO   |   |
|     |  |  | Held at the End of the Tax Year         |
| а   | Total number of conservation easements   |  | 2a                                      |
| b   | - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1 - 1  | n=///m/A   | 2b                                      |
| c   | Number of conservation easements on a certified historic stru  | A STATE OF THE STA | 2c                                      |
| d   | Number of conservation easements included in (c) acquired a  | VIII.  | 20                                      |
|     | listed in the National Register  |  | 2d                                      |
| 3   | Number of conservation easements modified, transferred, rele   |  |   |
| 0   | year   | eased, extinguished, or terminated by the orga   | anization during the tax                |
| 4   |  | amost is located   |   |
| 4   | Number of states where property subject to conservation eas<br>Does the organization have a written policy regarding the peri  |  |   |
| 5   |  |  | mua a regilated value i i winded to     |
|     | violations, and enforcement of the conservation easements it   | ***************************************  |   |
| 6   | Staff and volunteer hours devoted to monitoring, inspecting, a   |  |   |
| 7   | Amount of expenses incurred in monitoring, inspecting, and e   |  |   |
| 8   | Does each conservation easement reported on line 2(d) above  | e satisfy the requirements of section 170(h)(4)(   |   |
| _   | And And  |  | Yes No                                  |
| 9   | In Part XIV, describe how the organization reports conservation  |  |   |
|     | include, if applicable, the text of the footnote to the organization   | on's financial statements that describes the or  | rganization's accounting for            |
| D   | conservation easements.  | A. I.  |   |
| Pal | t III Organizations Maintaining Collections of   |  | Similar Assets.                         |
|     | Complete if the organization answered "Yes" to Form 9  |  | British and Change of the species       |
| 1a  | If the organization elected, as permitted under SFAS 116 (ASC  | C 958), not to report in its revenue statement a   | and balance sheet works of art,         |
|     | historical treasures, or other similar assets held for public exhi   | bition, education, or research in furtherance o  | f public service, provide, in Part XIV, |
|     | the text of the footnote to its financial statements that describ  | es these items.  |   |
| b   | If the organization elected, as permitted under SFAS 116 (ASC  | 958), to report in its revenue statement and I   | balance sheet works of art, historical  |
|     | treasures, or other similar assets held for public exhibition, edu   | ucation, or research in furtherance of public se   | ervice, provide the following amounts   |
|     | relating to these items:   |  |   |
|     | (i) Revenues included in Form 990, Part VIII, line 1   |  | <b>▶</b> \$                             |
|     |  |  |   |
| 2   | If the organization received or held works of art, historical treas  |  |   |
|     | the following amounts required to be reported under SFAS 110   |  | 11,200                                  |
| а   | Revenues included in Form 990, Part VIII, line 1   |  | <b>S</b>                                |
|     | Assets included in Form 990, Part X  |  |   |
| U   | , addition and doo, rate A   |  | • •                                     |
|     |  |  |   |

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule D (Form 990) 2011

Schedule D (Form 990) 2011

132054 01-23-12 Part XIV Supplemental Information (continued)

NON-PROFIT ORGANIZATIONS. TAX POSITIONS MUST MEET A RECOGNITION THRESHOLD
OF MORE-LIKELY-THAN-NOT IN ORDER FOR THE BENEFIT OF THOSE TAX POSITIONS TO
BE RECOGNIZED IN THE ORGANIZATION'S FINANCIAL STATEMENTS.

THE ORGANIZATION ANALYZES TAX POSITIONS TAKEN, INCLUDING THOSE RELATED TO
THE REQUIREMENTS SET FORTH IN IRC SEC. 501(C) TO QUALIFY AS A TAX EXEMPT
ORGANIZATION, ACTIVITIES PERFORMED BY VOLUNTEERS AND BOARD MEMBERS, THE
REPORTING OF UNRELATED BUSINESS INCOME, AND ITS STATUS AS A TAX-EXEMPT
ORGANIZATION UNDER DISTRICT OF COLUMBIA STATUTE. THE ORGANIZATION DOES
NOT KNOW OF ANY TAX BENEFITS ARISING FROM UNCERTAIN TAX POSITIONS AND
THERE WAS NO EFFECT ON THE ORGANIZATIONS' FINANCIAL POSITION OR CHANGES IN
NET ASSETS AS A RESULT OF ANALYZING ITS TAX POSITIONS. FISCAL YEARS
ENDING ON OR AFTER JUNE 30, 2009 REMAIN SUBJECT TO EXAMINATION BY FEDERAL
AND STATE AUTHORITIES.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

EXPENSES ATTRIBUTABLE TO SUBLEASE INCOME

PART XIII, LINE 2D - OTHER ADJUSTMENTS:

EXPENSES ATTRIBUTABLE TO SUBLEASE INCOME

### SCHEDULE F (Form 990)

### **Statement of Activities Outside the United States**

➤ Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.

➤ Attach to Form 990. ➤ See separate instructions.

2011
Open to Public Inspection

Department of the Treasury Internal Revenue Service

Name of the organization

Employer identification number

| NATURESERVE                                |                          |  |  | 52-188443  | 38  |
|--|--------------------------|--|--|--|---|
|  | ormation on A            | ctivities Ou   | tside the United States. Compl   |  |   |
| to Form 990, Pa                            |                          |  |  | <u> </u>   | 1 - 11  |
|  |                          |  | ds to substantiate the amount of its gr  |  |   |
| the grantees' eligibility                  | for the grants or a      | assistance, and  | the selection criteria used to award the   | e grants or assistance?  | Yes  No   |
|  |                          | 26   |  |  |   |
|  | cribe in Part V the      | e organization's   | procedures for monitoring the use of it  | s grants and other assistance out  | side the  |
| United States.  3 Activities per Region. ( | The following Port       | L line 2 table o   | an be duplicated if additional space is  | nonded)  |   |
| (a) Region                                 | (b) Number of            | (c) Number of  |  | (e) If activity listed in (d)  | (f) Total   |
| (a) Negion                                 | offices<br>in the region | employees,<br>agents, and<br>independent<br>contractors<br>in region | (by type) (e.g., fundraising, program services, investments, grants to recipients located in the region) | is a program service,<br>describe specific type<br>of service(s) in region | expenditures<br>for and<br>investments<br>in region |
|  |                          |  |  |  |   |
| NORTH AMERICA                              | 0                        | 0  | DATA EXCHANGE  |  | 16,704.   |
|  |                          |  |  |  | +   |
| SOUTH AMERICA                              | 0                        | 0  | CONSERVATION PLANNING  |  | 64,626.   |
|  | п                        |  |  |  |   |
| EUROPE                                     | 0                        | 0  | CONSERVATION PLANNING  |  | 55,270.   |
|  |                          | 4  |  |  |   |
|  |                          |  |  |  | 1 - 2 - E-1   |
|  |                          |  |  |  |   |
| The second                                 | 10                       |  |  |  |   |
|  |                          |  |  | ;;<br>;  |   |
| 월 등 왕기                                     |                          |  |  |  |   |
| 3881                                       |                          |  |  |  |   |
|  |                          |  |  |  |   |
|  | 9                        |  |  |  | TE L L  |
| 3 a Sub-total                              | 0                        | 0 .  |  |  | 136,600.  |
| b Total from continuation sheets to Part I | 0                        | 0  |  |  | 0.  |
| c Totals (add lines 3a and 3b)             | 0                        | 0  |  |  | 136,600.  |

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule F (Form 990) 2011

NATURESERVE

Schedule F (Form 990) 2011

(i) Method of valuation (book, FMV, appraisal, other) Page 2 Grants and Other Assistance to Organizations or Entities Outside the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 15, for any (h) Description of non-cash assistance (g) Amount of non-cash assistance Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by cash disbursement (f) Manner of recipient who received more than \$5,000. Check this box if no one recipient received more than \$5,000 of cash grant (e) Amount the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter (d) Purpose of grant (c) Region Part II can be duplicated if additional space is needed. Enter total number of other organizations or entities (b) IRS code section and EIN (if applicable) (a) Name of organization Part II က

Schedule F (Form 990) 2011

132072 01-23-12

30

Page 3

NATURESERVE

Schedule F (Form 990) 2011 NATURESERVE 52–1884438

Part III Grants and Other Assistance to Individuals Outside the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 16.

Part III can be duplicated if additional space is needed.

| (h) Method of valuation (book, FMV, appraisal, other) |      | in the state of th |   | articular di                                | w.ryi.apmin  | area falory   |  |           | Schedule F (Form 990) 2011 |
|---|------|--|---|---|--|---|--|-----------|----------------------------|
| (g) Description of non-cash assistance                |      | e ordinal de la constantina della constantina de |   | meninga<br>patranga<br>patranga<br>patranga | Sent Opensor  Sent Sent Self  Sent Sent Self  Sent Sent Sent  Sent Sent  Sent Sent  Sent Sent  Sent Sent  Sent Sent  Sent Sent  Sent Sent  Sent  Sent Sent |   | The state of the s |           | Schedul                    |
| (f) Amount of non-cash assistance                     |      | 1  |   |   |  |   |  |           |                            |
| (e) Manner of<br>cash disbursement                    | Well |  | 5 |   |  | Allegae de<br>Allegae de<br>La mezganta<br>modificación<br>activación |  | TO MARKET |                            |
| (d) Amount of cash grant                              |      |  |   |   |  |   |  |           |                            |
| (c) Number of recipients                              |      |  |   |   |  |   | 2  |           |                            |
| (b) Region  |      |  | ě |   |  |   |  |           |                            |
| (a) Type of grant or assistance                       |      |  |   |   |  |   |  |           |                            |

132073 01-23-12

| Fai | Foreign Forms  |                            |
|-----|--|----------------------------|
| 1   | Was the organization a U.S. transferor of property to a foreign corporation during the tax year? If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926)   | Yes 🛣 No                   |
| 2   | Did the organization have an interest in a foreign trust during the tax year? If "Yes," the organization may be required to file Form 3520, Annual Return to Report Transactions with Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A) | Yes 🗶 No                   |
| 3   | Did the organization have an ownership interest in a foreign corporation during the tax year? If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons With Respect To Certain Foreign Corporations. (see Instructions for Form 5471)  | Yes 🛣 No                   |
| 4   | Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? If "Yes," the organization may be required to file Form 8621, Information Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see Instructions for Form 8621)                   | Yes 🗶 No                   |
| 5   | Did the organization have an ownership interest in a foreign partnership during the tax year? If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons With Respect To Certain Foreign Partnerships. (see Instructions for Form 8865)  | Yes 🗶 No                   |
| 6   | Did the organization have any operations in or related to any boycotting countries during the tax year? If "Yes," the organization may be required to file Form 5713, International Boycott Report (see Instructions for Form 5713)  | Yes X No                   |
|     |  | Schedule F (Form 990) 2011 |

### SCHEDULE J (Form 990)

Department of the Treasury

Internal Revenue Service

**Compensation Information** 

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

Complete if the organization answered "Yes" to Form 990, Part IV, line 23.

► Attach to Form 990. ► See separate instructions.

OMB No. 1545-0047

Open to Public Inspection

Name of the organization

Employer identification number

NATURESERVE 52-1884438 **Questions Regarding Compensation** Part I Yes No 1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990. Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items. First-class or charter travel Housing allowance or residence for personal use Travel for companions Payments for business use of personal residence Tax indemnification and gross-up payments Health or social club dues or initiation fees Personal services (e.g., maid, chauffeur, chef) Discretionary spending account b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain 1b Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, X trustees, and the CEO/Executive Director, regarding the items checked in line 1a? 3 Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director. Explain in Part III. Written employment contract Compensation committee X Compensation survey or study Independent compensation consultant Form 990 of other organizations Approval by the board or compensation committee During the year, did any person listed in Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization: X a Receive a severance payment or change-of-control payment? X b Participate in, or receive payment from, a supplemental nonqualified retirement plan? c Participate in, or receive payment from, an equity-based compensation arrangement? X If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III. Only section 501(c)(3) and 501(c)(4) organizations must complete lines 5-9. For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of: X a The organization? X Any related organization? If "Yes" to line 5a or 5b, describe in Part III. For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of: X a The organization? b Any related organization? If "Yes" to line 6a or 6b, describe in Part III. For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments X not described in lines 5 and 6? If "Yes," describe in Part III Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III X If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? .

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990.

Schedule J (Form 990) 2011

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

For each individual whose compensation must be reported in Schedule J, report compensation from the organization on row (i) and from related organizations, described in the instructions, on row (ii). Do not list any individuals that are not listed on Form 990, Part VII.

Note. The sum of columns (B)(i)-(iii) for each listed individual must equal the total amount of Form 990, Part VII, Section A, line 1a, applicable column (D) and (E) amounts for that individual.

| (A) Name   | 30         |                          |   | To composition of                        | :  |  | (E)                            | Œ   |
|--|------------|--------------------------|---|--|--|--|--------------------------------|---|
|  | n          | (i) Base<br>compensation | (ii) Bonus & incentive compensation     | (iii) Other reportable compensation      | Hetirement and other deferred compensation | Nontaxable<br>benefits   | Total of columns<br>(B)(i)-(D) | Compensation<br>reported as deferred<br>in prior Form 990 |
|  | 6          | 208,330.                 | 0                                       | 0  | 8,394.                                     | 8,190.   | 224.914.                       | 0   |
| 1 MARY KLEIN   | (ii)       | 0.                       | 0                                       | 0  | 0  | 0  | 0                              |   |
|  | (0)        |                          |   |  |  | The state of the s |                                |   |
| 2  | (E)        |                          | A.U.                                    |  |  |  |                                |   |
|  | <u> </u>   |                          |   |  |  |  |                                |   |
| 3  | (ii)       |                          |   | - (                                      |  |  |                                |   |
|  | (0)        |                          | U                                       |  |  |  |                                |   |
| 4  | (E)        |                          |   |  |  |  | 95                             |   |
|  | (3)        |                          |   |  | 11 12 12                                   | TW   |                                |   |
| 5  | (ii)       |                          |   |  |  |  |                                |   |
|  | 0          | Q**                      |   | 4  |  |  |                                |   |
| 9  | (ii)       |                          |   |  |  |  |                                |   |
|  | Ξ          | 111                      |   |  | in i                                       |  |                                |   |
| 7  | <b>(i)</b> |                          |   |  |  |  |                                | 1410 KM   |
|  | (3)        | -                        | 9                                       | 7  | П<br>1С                                    | 相  |                                |   |
| 8  | (ii)       |                          |   |  |  | FI 12  |                                |   |
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| 11   | (E)        |                          | al ·                                    |  |  |  |                                | S w i s   |
| los  | <u> </u>   |                          | 11                                      |  |  | 100 mg/s   |                                |   |
| 12   | <b>(3)</b> |                          | U.                                      | in i | Ym Frydding Market                         |  | 13.                            |   |
|  | 0          |                          | 1000<br>1117                            |  |  |  |                                |   |
| 13   | (ii)       | 10<br>                   | 7 P                                     |  |  |  |                                |   |
|  | <u> </u>   |                          |   |  | L Miles                                    |  |                                |   |
| 14   | (ii)       | ly dis                   | es<br>Se                                |  |  |  |                                |   |
| CHAPTER STATE OF THE STATE OF T | <u>=</u>   |                          |   |  |  |  |                                |   |
| 15   | (1)        |                          |   |  |  | 20<br>FIII<br>16   |                                |   |
|  | <u> </u>   |                          |   | PER                                      |  |  |                                |   |
| 91   | [(0)]      |                          | ul.                                     | - S                                      |  |  |                                |   |

Schedule J (Form 990) 2011

### SCHEDULE O

Internal Revenue Service

(Form 990 or 990-EZ)

Department of the Treasury

### Supplemental Information to Form 990 or 990-EZ

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

OMB No. 1545-0047 Open to Public Inspection

Name of the organization

NATURESERVE

**Employer identification number** 52-1884438

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES: NETWORK CAPACITY BUILDING: PROJECTS RELATED TO OUR SUPPORT OF THE NETWORK. ACTIVITIES INCLUDE: BIOTICS INSTALLATIONS, SERVICE AND SUPPORT; MEMBER SERVICES LAC; MEMBER SERVICES US; MEMBER SERVICES CANADA; TRAINING AND CONFERENCES AND SCIENCE SUPPORT TO MEMBER PROGRAMS. EXPENSES \$ 1,025,147. INCLUDING GRANTS OF \$ 0. **REVENUE \$ 527,136.** 

FORM 990, PART VI, SECTION B, LINE 11: THE ORGANIZATION'S AUDIT COMMITTEE IS DESIGNATED TO REVIEW THE ORGANIZATION'S FORM 990 BEFORE IT IS FILED.

FORM 990, PART VI, SECTION B, LINE 12C: EACH MEMBER OF NATURESERVE'S BOARD OF DIRECTORS WILL SIGN A STATEMENT ANNUALLY DISCLOSING ANY AND ALL REAL, POTENTIAL, OR PERCEIVED CONFLICTS OF INTEREST WITH NATURESERVE, CASE OF ANY BOARD MEMBER DISCLOSED CONFLICT, THE BOARD, ABSENT THE MEMBER IN QUESTION, WILL DETERMINE HOW TO RESOLVE THE CONFLICT; INCLUDING: WHETHER THE BOARD MEMBER SHOULD BE REMOVED FROM THE DISCUSSION OF THE MATTER; AND (2) WHETHER THE RELATIONSHIP WITH THE INDIVIDUAL OR ENTITY PRESENTING THE CONFLICT SHOULD BE TERMINATED.

SECTION B, LINE 15: WHEN THE PRESIDENT/CEO WAS HIRED, FORM 990, PART VI, THE EXECUTIVE COMMITTEE DETERMINED HER COMPENSATION BY USING COMPARABLE SALARY SURVEY INFORMATION. THE EXECUTIVE COMMITTEE MEETS ANNUALLY TO IF ANY, MERIT INCREASES WILL BE GIVEN TO THIS INDIVIDUAL. WHEN KEY EMPLOYEES ARE HIRED, THE PRESIDENT/CEO USES COMPARABLE SALARY SURVEY INFORMATION TO DETERMINE THEIR ANNUAL COMPENSATION.

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

Schedule O (Form 990 or 990-EZ) (2011)

MERIT INCREASES,

Name of the organization **Employer identification number** NATURESERVE 52-1884438 IF ANY, FOR THESE INDIVIDUALS ARE DETERMINED BY THE PRESIDENT/CEO ON AN ANNUAL BASIS. THE COMPENSATION REVIEW IS DOCUMENTED IN THE BOARD OF DIRECTORS MINUTES. IN ADDITION, DURING FISCAL YEAR 2012 THE ORGANIZATION ENGAGED THE SERVICES OF AN INDEPENDENT COMPENSATION ANALYSIS CONSULTANT TO REVIEW AND DOCUMENT THE REASONABLENESS OF CURRENT COMPENSATION RATES OF OFFICERS AND KEY EMPLOYEES AND METHODS OF DETERMINATION. THE RESULTS OF THIS STUDY WERE PRESENTED TO THE BOARD OF DIRECTORS. FORM 990, PART VI, SECTION C, LINE 19: THE ORGANIZATION HAS A PUBLIC DISCLOSURE POLICY WHICH STATES THAT THE ORGANIZATION'S GOVERNING DOCUMENTS. CONFLICT OF INTEREST, FORM 990 AND FINANCIAL STATEMENTS ARE TO BE MADE AVAILABLE TO THE PUBLIC UPON WRITTEN REQUEST. FORM 990, PART XI, LINE 5, CHANGES IN NET ASSETS: NET UNREALIZED LOSSES ON INVESTMENTS: -101,035.PART XII LINE 2C FINANCIAL STATEMENTS THERE HAVE BEEN NO CHANGES IN THE REVIEW PROCESS DURING THE YEAR.

Department of the Treasury

Internal Revenue Service Ogden UT 84201

2114

For assistance, call: 1-877-829-5500 FAX 801-620-5670

Notice Number: CP211A Date: March 11, 2013

Taxpayer Identification Number:

52-1884438 Tax Form: 990

Tax Period: June 30, 2012

015040.162198.0059.002 1 MB 0.405 373 



**NATURESERVE** % THOMAS BREDEN 4600 N FAIRFAX DR 7TH FLOOR VA 22203-1553 ARLINGTON

015040

### APPLICATION FOR EXTENSION OF TIME TO FILE AN EXEMPT ORGANIZATION RETURN - APPROVED

We received and approved your Form 8868, Application for Extension of Time to File an Exempt Organization Return, for the return (form) and tax period identified above. Your extended due date to file your return is May 15, 2013.

When it's time to file your Form 990, 990-EZ, 990-PF or 1120-POL, you should consider filing electronically. Electronic filing is the fastest, easiest and most accurate way to file your return. For more information, visit the Charities and Nonprofit web at www.irs.gov/eo. This site will provide information about:

- The type of returns that can be filed electronically,
- approved e-File providers, and
- if you are required to file electronically.

If you have any questions, please call us at the number shown above, or you may write us at the address shown at the top of this letter.