

For Paperwork Reduction Act Notice, see the separate instructions. Cat No 11282Y Form **990** (2016)

**Part III Statement of Program Service Accomplishments**Check if Schedule O contains a response or note to any line in this Part III ☐**1** Briefly describe the organization's mission

The mission of The Nature Conservancy is to conserve the lands and waters on which all life depends

**2** Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? ☐ Yes ☒ No

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

**3** Did the organization cease conducting, or make significant changes in how it conducts, any program services? ☐ Yes ☒ No

If "Yes," describe these changes on Schedule O

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

|                     |  |
|---------------------|--|
| <b>4a</b>           | (Code ) (Expenses \$ 552,228,504 including grants of \$ 56,971,368 ) (Revenue \$ 894,786,800 ) |
| See Additional Data |  |










|                     |   |
|---------------------|---|
| <b>4b</b>           | (Code ) (Expenses \$ 0 including grants of \$ 0 ) (Revenue \$ 0 ) |
| See Additional Data |   |

|                     |   |
|---------------------|---|
| <b>4c</b>           | (Code ) (Expenses \$ 0 including grants of \$ 0 ) (Revenue \$ 0 ) |
| See Additional Data |   |

|   |  |
|---|--|
| <b>4d</b>   | Other program services (Describe in Schedule O ) |
| (Expenses \$ 0 including grants of \$ 0 ) (Revenue \$ 0 ) |  |

|           |   |
|-----------|---|
| <b>4e</b> | <b>Total program service expenses ▶</b> 552,228,504 |
|-----------|---|

**Part IV Checklist of Required Schedules**

|  | Yes            | No |
|--|----------------|----|
| <b>1</b> Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A    | <b>1</b> Yes   |    |
| <b>2</b> Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?   | <b>2</b> Yes   |    |
| <b>3</b> Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I  | <b>3</b>       | No |
| <b>4 Section 501(c)(3) organizations.</b><br>Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II    | <b>4</b> Yes   |    |
| <b>5</b> Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III   | <b>5</b>       | No |
| <b>6</b> Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I   | <b>6</b> Yes   |    |
| <b>7</b> Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II    | <b>7</b> Yes   |    |
| <b>8</b> Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III   | <b>8</b>       | No |
| <b>9</b> Did the organization report an amount in Part X, line 21 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV   | <b>9</b>       | No |
| <b>10</b> Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V    | <b>10</b> Yes  |    |
| <b>11</b> 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   |                |    |
| <b>a</b> Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI    | <b>11a</b> Yes |    |
| <b>b</b> Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII    | <b>11b</b> Yes |    |
| <b>c</b> Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII   | <b>11c</b>     | No |
| <b>d</b> Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX  | <b>11d</b>     | No |
| <b>e</b> Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X    | <b>11e</b> Yes |    |
| <b>f</b> Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X   | <b>11f</b> Yes |    |
| <b>12a</b> Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII   | <b>12a</b>     | No |
| <b>b</b> Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional    | <b>12b</b> Yes |    |
| <b>13</b> Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E  | <b>13</b>      | No |
| <b>14a</b> Did the organization maintain an office, employees, or agents outside of the United States?   | <b>14a</b> Yes |    |
| <b>b</b> Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? If "Yes," complete Schedule F, Parts I and IV  | <b>14b</b> Yes |    |
| <b>15</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV    | <b>15</b> Yes  |    |
| <b>16</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV   | <b>16</b>      | No |
| <b>17</b> Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions)   | <b>17</b> Yes  |    |
| <b>18</b> Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II    | <b>18</b> Yes  |    |
| <b>19</b> Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III   | <b>19</b>      | No |

**Part IV Checklist of Required Schedules** (continued)

|   | Yes | No |
|---|-----|----|
| <b>20a</b> Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i> . . . . .   |     | No |
| <b>b</b> If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?   |     |    |
| <b>21</b> Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i> . . . . .  | Yes |    |
| <b>22</b> Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i> . . . . .  |     | No |
| <b>23</b> Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i> . . . . .   | Yes |    |
| <b>24a</b> Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i> . . . . .                                  | Yes |    |
| <b>b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? . . . . .  |     | No |
| <b>c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? . . . . .   |     | No |
| <b>d</b> Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? . . . . .  |     | No |
| <b>25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b><br>Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i> . . . . .   |     | No |
| <b>b</b> Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ?<br><i>If "Yes," complete Schedule L, Part I</i> . . . . .  |     | No |
| <b>26</b> Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons?<br><i>If "Yes," complete Schedule L, Part II</i> . . . . .                                     |     | No |
| <b>27</b> 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 of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> . . . . .        |     | No |
| <b>28</b> 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)<br><b>a</b> A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> . . . . . |     | No |
| <b>b</b> A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .  |     | No |
| <b>c</b> 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? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .  |     | No |
| <b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> . . . . .   | Yes |    |
| <b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> . . . . .   | Yes |    |
| <b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i> . . . . .   |     | No |
| <b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets?<br><i>If "Yes," complete Schedule N, Part II</i> . . . . .  |     | No |
| <b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i> . . . . .   | Yes |    |
| <b>34</b> Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i> . . . . .   | Yes |    |
| <b>35a</b> Did the organization have a controlled entity within the meaning of section 512(b)(13)?  | Yes |    |
| <b>b</b> If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> . . . . .   |     | No |
| <b>36 Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> . . . . .   |     | No |
| <b>37</b> Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>  |     | No |
| <b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? <b>Note.</b> All Form 990 filers are required to complete Schedule O . . . . .   | Yes |    |

**Part V Statements Regarding Other IRS Filings and Tax Compliance**Check if Schedule O contains a response or note to any line in this Part V ☐

|            |  | Yes   | No |
|------------|--|-------|----|
| <b>1a</b>  | Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable  | 1,945 |    |
| <b>b</b>   | Enter the number of Forms W-2G included in line 1a Enter -0- if not applicable   | 0     |    |
| <b>c</b>   | Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?   | Yes   |    |
| <b>2a</b>  | Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return  | 4,037 |    |
| <b>b</b>   | If at least one is reported on line 2a, did the organization file all required federal employment tax returns?<br><b>Note.</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)         | Yes   |    |
| <b>3a</b>  | Did the organization have unrelated business gross income of \$1,000 or more during the year?  | Yes   |    |
| <b>b</b>   | If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O  | Yes   |    |
| <b>4a</b>  | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)? | Yes   |    |
| <b>b</b>   | AS, BF, BL, BP, CH, CI, CO, CS, DR, EC, GJ, GM, GT, HK, HO, ID, JM, KE, MG, MX, NU, NZ, PE, PM, PP, PS, TZ, UK, VE, ZA<br>If "Yes," enter the name of the foreign country  |       |    |
| <b>5a</b>  | See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR)<br>Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?                |       | No |
| <b>b</b>   | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?   |       | No |
| <b>c</b>   | If "Yes," to line 5a or 5b, did the organization file Form 8886-T?   |       |    |
| <b>6a</b>  | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?                                    | Yes   |    |
| <b>b</b>   | If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?  | Yes   |    |
| <b>7</b>   | <b>Organizations that may receive deductible contributions under section 170(c).</b>   |       |    |
| <b>a</b>   | 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?  | Yes   |    |
| <b>b</b>   | If "Yes," did the organization notify the donor of the value of the goods or services provided?  | Yes   |    |
| <b>c</b>   | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?   | Yes   |    |
| <b>d</b>   | If "Yes," indicate the number of Forms 8282 filed during the year  | 63    |    |
| <b>e</b>   | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?  |       | No |
| <b>f</b>   | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?   |       | No |
| <b>g</b>   | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?   |       | No |
| <b>h</b>   | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?   | Yes   |    |
| <b>8</b>   | <b>Sponsoring organizations maintaining donor advised funds.</b><br>Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?  |       | No |
| <b>9a</b>  | Did the sponsoring organization make any taxable distributions under section 4966?   |       |    |
| <b>b</b>   | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?  |       |    |
| <b>10</b>  | <b>Section 501(c)(7) organizations.</b> Enter  |       |    |
| <b>a</b>   | Initiation fees and capital contributions included on Part VIII, line 12   | 10a   |    |
| <b>b</b>   | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities  | 10b   |    |
| <b>11</b>  | <b>Section 501(c)(12) organizations.</b> Enter   |       |    |
| <b>a</b>   | Gross income from members or shareholders  | 11a   |    |
| <b>b</b>   | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)  | 11b   |    |
| <b>12a</b> | <b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?  | 12a   |    |
| <b>b</b>   | If "Yes," enter the amount of tax-exempt interest received or accrued during the year  | 12b   |    |
| <b>13</b>  | <b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>  |       |    |
| <b>a</b>   | Is the organization licensed to issue qualified health plans in more than one state? <b>Note.</b> See the instructions for additional information the organization must report on Schedule O   | 13a   |    |
| <b>b</b>   | Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans  | 13b   |    |
| <b>c</b>   | Enter the amount of reserves on hand   | 13c   |    |
| <b>14a</b> | Did the organization receive any payments for indoor tanning services during the tax year?   | 14a   | No |
| <b>b</b>   | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O  | 14b   |    |

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

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

**Section A. Governing Body and Management**

|  |   | Yes | No |
|--|---|-----|----|
| <b>1a</b>  | Enter the number of voting members of the governing body at the end of the tax year   | 27  |    |
| 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>b</b>   | Enter the number of voting members included in line 1a, above, who are independent  | 26  |    |
| <b>2</b>   | 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?   |     | No |
| <b>3</b>   | 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? |     | No |
| <b>4</b>   | Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?  |     | No |
| <b>5</b>   | Did the organization become aware during the year of a significant diversion of the organization's assets?  |     | No |
| <b>6</b>   | Did the organization have members or stockholders?  |     | No |
| <b>7a</b>  | 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?  |     | No |
| <b>b</b>   | Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?   |     | No |
| <b>8</b>   | Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:   |     |    |
| <b>a</b>   | The governing body?   | Yes |    |
| <b>b</b>   | Each committee with authority to act on behalf of the governing body?   | Yes |    |
| <b>9</b>   | 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        |     | No |

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

|  |  | Yes | No |
|--|--|-----|----|
| <b>10a</b>   | Did the organization have local chapters, branches, or affiliates?   | Yes |    |
| <b>b</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?   | Yes |    |
| <b>11a</b>   | Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?  | Yes |    |
| <b>b</b>   | Describe in Schedule O the process, if any, used by the organization to review this Form 990   |     |    |
| <b>12a</b>   | Did the organization have a written conflict of interest policy? If "No," go to line 13  | Yes |    |
| <b>b</b>   | Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?  | Yes |    |
| <b>c</b>   | Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done   | Yes |    |
| <b>13</b>  | Did the organization have a written whistleblower policy?  | Yes |    |
| <b>14</b>  | Did the organization have a written document retention and destruction policy?   | Yes |    |
| <b>15</b>  | 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?   |     |    |
| <b>a</b>   | The organization's CEO, Executive Director, or top management official   | Yes |    |
| <b>b</b>   | Other officers or key employees of the organization  | Yes |    |
| If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions) |  |     |    |
| <b>16a</b>   | Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?  |     | No |
| <b>b</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**

**17** List the States with which a copy of this Form 990 is required to be filed: AK, AL, AR, AZ, CA, CT, DC, DE, FL, GA, GU, HI, IA, ID, IL, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, OR, PA, PR, RI, SC, SD, TN, TX, UT, VA, VI, VT, WA, WI, WV, WY

**18** Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
☒ Own website ☒ Another's website ☒ Upon request ☐ Other (explain in Schedule O)

**19** Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

**20** State the name, address, and telephone number of the person who possesses the organization's books and records.  
 ► The Nature Conservancy 4245 N Fairfax Drive Arlington, VA 222031606 (703) 841-5300

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

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

Form **990** (2016)

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

| (A)<br>Name and Title  | (B)<br>Average hours per week (list any hours for related organizations below dotted line) | (C)<br>Position (do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W-2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W-2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|--|--|---|-----------------------|---------|--------------|------------------------------|--------|--|---|---|
|  |  | Individual trustee or director  | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former |  |   |   |
| See Additional Data Table                                      |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
|  |  |   |                       |         |              |                              |        |  |   |   |
| <b>1b Sub-Total</b>  |  |   |                       |         |              |                              |        |  |   |   |
| <b>c Total from continuation sheets to Part VII, Section A</b> |  |   |                       |         |              |                              |        |  |   |   |
| <b>d Total (add lines 1b and 1c)</b>                           |  |   |                       |         |              |                              |        | 13,252,582   | 0   | 964,200   |

**2** Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization ▶ 692

|  | Yes   | No |
|--|-------|----|
| <b>3</b> Did the organization list any <b>former</b> officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>  | 3 Yes |    |
| <b>4</b> For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i> | 4 Yes |    |
| <b>5</b> Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>                       | 5     | No |

**Section B. Independent Contractors**

**1** Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization. Report compensation for the calendar year ending with or within the organization's tax year.

| (A)<br>Name and business address  | (B)<br>Description of services    | (C)<br>Compensation |
|---|-----------------------------------|---------------------|
| GiveBridge<br>489 Queen Street East<br>Suite 301<br>Toronto, Ontario M5A1V1<br>CA | Professional Fundraiser           | 5,705,967           |
| Precision Dialogue Direct Inc<br>5501 West Grand Avenue<br>Chicago, IL 60639      | Communications and Marketing      | 2,709,096           |
| Dialogue Direct Inc<br>3 East Avenue<br>4th Floor<br>New York, NY 10016           | Professional Fundraising Services | 5,668,269           |
| True North Inc<br>630 Third Avenue<br>New York, NY 10017                          | Professional Fundraising Counsel  | 3,100,666           |
| Cornerstone Partners<br>1900 Arlington Boulevard<br>Charlottesville, VA 22903     | Investment Management Services    | 2,426,760           |

**2** Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization ▶ 561



**Part VIII Statement of Revenue**Check if Schedule O contains a response or note to any line in this Part VIII ☐

|   |   |                           | (A)<br>Total revenue | (B)<br>Related or<br>exempt<br>function<br>revenue | (C)<br>Unrelated<br>business<br>revenue | (D)<br>Revenue<br>excluded from<br>tax under sections<br>512-514 |
|---|---|---------------------------|----------------------|--|---|--|
| <b>Contributions, Gifts, Grants<br/>and Other Similar Amounts</b> | <b>1a</b> Federated campaigns . . .   | <b>1a</b>                 | 2,031,633            |  |   |  |
|   | <b>b</b> Membership dues . . .  | <b>1b</b>                 | 0                    |  |   |  |
|   | <b>c</b> Fundraising events . . .   | <b>1c</b>                 | 259,641              |  |   |  |
|   | <b>d</b> Related organizations  | <b>1d</b>                 | 0                    |  |   |  |
|   | <b>e</b> Government grants (contributions)  | <b>1e</b>                 | 108,446,526          |  |   |  |
|   | <b>f</b> All other contributions, gifts, grants,<br>and similar amounts not included<br>above   | <b>1f</b>                 | 663,123,579          |  |   |  |
|   | <b>g</b> Noncash contributions included<br>in lines 1a-1f \$ _____  |                           | 110,153,954          |  |   |  |
|   | <b>h Total.</b> Add lines 1a-1f . . . . . ▶   |                           | 773,861,379          |  |   |  |
| <b>Program Service Revenue</b>                                    |   | Business Code             |                      |  |   |  |
|   | <b>2a</b> Activity Fees   | 900099                    | 43,806,600           | 43,806,600   | 0                                       | 0  |
|   | <b>b</b> Contract Fees  | 541990                    | 15,563,443           | 15,563,443   | 0                                       | 0  |
|   | <b>c</b> Land Sales to Government and Others  | 531390                    | 48,192,836           | 48,192,836   | 0                                       | 0  |
|   | <b>d</b> Fees & Contracts from Government Agencies  | 541700                    | 8,771,687            | 8,771,687  | 0                                       | 0  |
|   | <b>e</b> _____  |                           |                      |  |   |  |
|   | <b>f</b> All other program service revenue  |                           | 0                    | 0  | 0                                       | 0  |
|   | <b>g Total.</b> Add lines 2a-2f . . . . . ▶   |                           | 116,334,566          |  |   |  |
| <b>Other Revenue</b>  | <b>3</b> Investment income (including dividends, interest, and other<br>similar amounts) . . . . . ▶  |                           | 21,003,417           | 0  | 0                                       | 21,003,417   |
|   | <b>4</b> Income from investment of tax-exempt bond proceeds . . . . . ▶   |                           | 0                    | 0  | 0                                       | 0  |
|   | <b>5</b> Royalties . . . . . ▶  |                           | 4,642                | 0  | 0                                       | 4,642  |
|   | <b>6a</b> Gross rents   | (i) Real (ii) Personal    |                      |  |   |  |
|   |   | 945,771 0                 |                      |  |   |  |
|   | <b>b</b> Less rental expenses   | 588,165 0                 |                      |  |   |  |
|   | <b>c</b> Rental income or (loss)  | 357,606 0                 |                      |  |   |  |
|   | <b>d</b> Net rental income or (loss) . . . . . ▶  |                           | 357,606              | 0  | 349,139                                 | 8,467  |
|   | <b>7a</b> Gross amount from sales of assets other than inventory  | (i) Securities (ii) Other |                      |  |   |  |
|   |   | 1,053,882,612 29,633,857  |                      |  |   |  |
|   | <b>b</b> Less cost or other basis and sales expenses  | 984,789,548 12,546,412    |                      |  |   |  |
|   | <b>c</b> Gain or (loss)   | 69,093,064 17,087,445     |                      |  |   |  |
|   | <b>d</b> Net gain or (loss) . . . . . ▶   |                           | 86,180,509           | 0  | 32,945                                  | 86,147,564   |
|   | <b>8a</b> Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c)<br>See Part IV, line 18 . . . . . <b>a</b> | 223,938                   |                      |  |   |  |
|   | <b>b</b> Less direct expenses . . . . . <b>b</b>  | 1,185,190                 |                      |  |   |  |
|   | <b>c</b> Net income or (loss) from fundraising events . . . . . ▶   |                           | -961,252             |  | 0                                       | -961,252   |
|   | <b>9a</b> Gross income from gaming activities<br>See Part IV, line 19 . . . . . <b>a</b>  |                           |                      |  |   |  |
|   | <b>b</b> Less direct expenses . . . . . <b>b</b>  |                           |                      |  |   |  |
|   | <b>c</b> Net income or (loss) from gaming activities . . . . . ▶  |                           |                      |  |   |  |
|   | <b>10a</b> Gross sales of inventory, less returns and allowances . . . . . <b>a</b>   | 4,794,512                 |                      |  |   |  |
| <b>b</b> Less cost of goods sold . . . . . <b>b</b>               | 203,657   |                           |                      |  |   |  |
| <b>c</b> Net income or (loss) from sales of inventory . . . . . ▶ |   | 4,590,855                 | 4,590,855            | 0  | 0                                       |  |
| Miscellaneous Revenue   |   | Business Code             |                      |  |   |  |
| <b>11a</b> Membership List Rental                                 | 511140  | 257,584                   | 0                    | 0  | 257,584                                 |  |
| <b>b</b> Cause Related Marketing Revenue                          | 900099  | 1,994,506                 | 0                    | -472   | 1,994,978                               |  |
| <b>c</b> Magazine Advertising                                     | 541800  | 572,614                   | 0                    | 572,614  | 0                                       |  |
| <b>d</b> All other revenue . . . . .                              |   | 2,045,537                 | 0                    | 0  | 2,045,537                               |  |
| <b>e Total.</b> Add lines 11a-11d . . . . . ▶                     |   | 4,870,241                 |                      |  |   |  |
| <b>12 Total revenue.</b> See Instructions . . . . . ▶             |   | 1,006,241,963             | 120,925,421          | 954,226  | 110,500,937                             |  |

**Part IX Statement of Functional Expenses**

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

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

**Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.**

|   | (A)<br>Total expenses | (B)<br>Program service expenses | (C)<br>Management and general expenses | (D)<br>Fundraising expenses |
|---|-----------------------|---------------------------------|--|-----------------------------|
| <b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21.  | 35,563,519            | 35,563,519                      |  |                             |
| <b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22.   | 0                     | 0                               |  |                             |
| <b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, line 15 and 16.   | 20,971,368            | 20,971,368                      |  |                             |
| <b>4</b> Benefits paid to or for members.   | 0                     | 0                               |  |                             |
| <b>5</b> Compensation of current officers, directors, trustees, and key employees.  | 14,216,782            | 9,500,527                       | 2,935,421                              | 1,780,834                   |
| <b>6</b> Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).   | 0                     | 0                               | 0                                      | 0                           |
| <b>7</b> Other salaries and wages.  | 290,928,546           | 172,521,629                     | 67,396,368                             | 51,010,549                  |
| <b>8</b> Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).  | 21,221,692            | 12,736,509                      | 4,944,212                              | 3,540,971                   |
| <b>9</b> Other employee benefits.   | 31,334,488            | 18,184,463                      | 7,501,168                              | 5,648,857                   |
| <b>10</b> Payroll taxes.  | 20,959,440            | 12,461,932                      | 4,890,378                              | 3,607,130                   |
| <b>11</b> Fees for services (non-employees).  |                       |                                 |  |                             |
| <b>a</b> Management.  | 0                     | 0                               | 0                                      | 0                           |
| <b>b</b> Legal.   | 2,041,592             | 1,343,057                       | 698,011                                | 524                         |
| <b>c</b> Accounting.  | 1,557,008             | 217,175                         | 1,330,105                              | 9,728                       |
| <b>d</b> Lobbying.  | 4,546,192             | 4,546,192                       | 0                                      | 0                           |
| <b>e</b> Professional fundraising services. See Part IV, line 17.   | 26,031,529            |                                 |  | 26,031,529                  |
| <b>f</b> Investment management fees.  | 11,684,015            | 0                               | 11,684,015                             | 0                           |
| <b>g</b> Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O).  | 87,327,561            | 79,318,791                      | 8,008,770                              | 0                           |
| <b>12</b> Advertising and promotion.  | 0                     | 0                               | 0                                      | 0                           |
| <b>13</b> Office expenses.  | 38,105,795            | 15,429,836                      | 2,786,092                              | 19,889,867                  |
| <b>14</b> Information technology.   | 6,392,868             | 2,029,379                       | 3,993,335                              | 370,154                     |
| <b>15</b> Royalties.  | 0                     | 0                               | 0                                      | 0                           |
| <b>16</b> Occupancy.  | 12,561,866            | 1,610,253                       | 10,826,633                             | 124,980                     |
| <b>17</b> Travel.   | 23,493,104            | 17,052,885                      | 3,331,067                              | 3,109,152                   |
| <b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials.   | 24,382                | 24,382                          | 0                                      | 0                           |
| <b>19</b> Conferences, conventions, and meetings.   | 13,112,164            | 8,805,309                       | 2,488,198                              | 1,818,657                   |
| <b>20</b> Interest.   | 16,564,581            | 16,552,723                      | 11,858                                 | 0                           |
| <b>21</b> Payments to affiliates.   | 0                     | 0                               | 0                                      | 0                           |
| <b>22</b> Depreciation, depletion, and amortization.  | 14,701,565            | 7,557,918                       | 7,142,611                              | 1,036                       |
| <b>23</b> Insurance.  | 5,784,342             | 2,947,356                       | 2,795,033                              | 41,953                      |
| <b>24</b> Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)   |                       |                                 |  |                             |
| <b>a</b> Book Value of Conservation Land Sold.  | 83,892,003            | 83,892,003                      | 0                                      | 0                           |
| <b>b</b> Repairs, Maintenance and Construction.   | 17,019,315            | 12,766,929                      | 3,945,208                              | 307,178                     |
| <b>c</b> Real Estate Taxes.   | 5,260,928             | 4,192,220                       | 1,057,227                              | 11,481                      |
| <b>d</b> Equipment.   | 4,126,152             | 3,960,895                       | 146,197                                | 19,060                      |
| <b>e</b> All other expenses.  | 20,065,534            | 8,041,254                       | 8,403,239                              | 3,621,041                   |
| <b>25</b> Total functional expenses. Add lines 1 through 24e.   | 829,488,331           | 552,228,504                     | 156,315,146                            | 120,944,681                 |
| <b>26</b> Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.<br>Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) |                       |                                 |  |                             |

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

|                                    |  |  |                          | (A)<br>Beginning of year |               | (B)<br>End of year |
|------------------------------------|--|--|--------------------------|--------------------------|---------------|--------------------|
| <b>Assets</b>                      | <b>1</b>   | Cash—non-interest-bearing . . . . .  |                          | 57,210,875               | <b>1</b>      | 64,565,923         |
|                                    | <b>2</b>   | Savings and temporary cash investments . . . . .   |                          | 49,388,127               | <b>2</b>      | 35,166,312         |
|                                    | <b>3</b>   | Pledges and grants receivable, net . . . . .   |                          | 265,131,893              | <b>3</b>      | 337,929,356        |
|                                    | <b>4</b>   | Accounts receivable, net . . . . .   |                          | 670,572                  | <b>4</b>      | 49,360             |
|                                    | <b>5</b>   | Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L.   |                          | 0                        | <b>5</b>      | 0                  |
|                                    | <b>6</b>   | Loans and other receivables from other disqualified persons (as defined under section 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). Complete Part II of Schedule L. |                          | 0                        | <b>6</b>      | 0                  |
|                                    | <b>7</b>   | Notes and loans receivable, net . . . . .  |                          | 26,821,280               | <b>7</b>      | 21,867,031         |
|                                    | <b>8</b>   | Inventories for sale or use . . . . .  |                          | 0                        | <b>8</b>      | 0                  |
|                                    | <b>9</b>   | Prepaid expenses and deferred charges . . . . .  |                          | 7,957,586                | <b>9</b>      | 7,501,835          |
|                                    | <b>10a</b>   | Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D.   | <b>10a</b> 4,238,078,377 |                          |               |                    |
|                                    | <b>b</b>   | Less: accumulated depreciation   | <b>10b</b> 108,251,746   | 4,058,096,268            | <b>10c</b>    | 4,129,826,631      |
|                                    | <b>11</b>  | Investments—publicly traded securities . . . . .   |                          | 1,452,366,926            | <b>11</b>     | 1,512,981,849      |
|                                    | <b>12</b>  | Investments—other securities. See Part IV, line 11 . . . . .   |                          | 715,275,932              | <b>12</b>     | 781,471,799        |
|                                    | <b>13</b>  | Investments—program-related. See Part IV, line 11 . . . . .  |                          | 27,037,642               | <b>13</b>     | 27,878,255         |
|                                    | <b>14</b>  | Intangible assets . . . . .  |                          | 1,040,572                | <b>14</b>     | 901,052            |
|                                    | <b>15</b>  | Other assets. See Part IV, line 11 . . . . .   |                          | 36,481,640               | <b>15</b>     | 71,607,646         |
| <b>16</b>                          | <b>Total assets.</b> Add lines 1 through 15 (must equal line 34) . . . . .   |  | 6,697,479,313            | <b>16</b>                | 6,991,747,049 |                    |
| <b>Liabilities</b>                 | <b>17</b>  | Accounts payable and accrued expenses . . . . .  |                          | 4,392,330                | <b>17</b>     | 17,182,088         |
|                                    | <b>18</b>  | Grants payable . . . . .   |                          | 0                        | <b>18</b>     | 0                  |
|                                    | <b>19</b>  | Deferred revenue . . . . .   |                          | 40,390,270               | <b>19</b>     | 42,602,378         |
|                                    | <b>20</b>  | Tax-exempt bond liabilities . . . . .  |                          | 137,543,000              | <b>20</b>     | 132,586,000        |
|                                    | <b>21</b>  | Escrow or custodial account liability. Complete Part IV of Schedule D.   |                          | 0                        | <b>21</b>     | 0                  |
|                                    | <b>22</b>  | Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L . . . . .   |                          | 0                        | <b>22</b>     | 0                  |
|                                    | <b>23</b>  | Secured mortgages and notes payable to unrelated third parties . . . . .   |                          | 0                        | <b>23</b>     | 0                  |
|                                    | <b>24</b>  | Unsecured notes and loans payable to unrelated third parties . . . . .   |                          | 223,676,003              | <b>24</b>     | 170,726,307        |
|                                    | <b>25</b>  | Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D.   |                          | 376,235,961              | <b>25</b>     | 406,890,012        |
|                                    | <b>26</b>  | <b>Total liabilities.</b> Add lines 17 through 25 . . . . .  |                          | 782,237,564              | <b>26</b>     | 769,986,785        |
| <b>Net Assets or Fund Balances</b> | <b>Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.</b> |  |                          |                          |               |                    |
|                                    | <b>27</b>  | Unrestricted net assets  |                          | 4,816,429,245            | <b>27</b>     | 5,018,024,493      |
|                                    | <b>28</b>  | Temporarily restricted net assets . . . . .  |                          | 736,343,732              | <b>28</b>     | 831,917,991        |
|                                    | <b>29</b>  | Permanently restricted net assets  |                          | 362,468,772              | <b>29</b>     | 371,817,780        |
|                                    | <b>Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.</b>                          |  |                          |                          |               |                    |
|                                    | <b>30</b>  | Capital stock or trust principal, or current funds . . . . .   |                          |                          | <b>30</b>     |                    |
|                                    | <b>31</b>  | Paid-in or capital surplus, or land, building or equipment fund . . . . .  |                          |                          | <b>31</b>     |                    |
|                                    | <b>32</b>  | Retained earnings, endowment, accumulated income, or other funds   |                          |                          | <b>32</b>     |                    |
| <b>33</b>                          | <b>Total net assets or fund balances . . . . .</b>   |  | 5,915,241,749            | <b>33</b>                | 6,221,760,264 |                    |
| <b>34</b>                          | <b>Total liabilities and net assets/fund balances . . . . .</b>  |  | 6,697,479,313            | <b>34</b>                | 6,991,747,049 |                    |

**Part XI Reconciliation of Net Assets**Check if Schedule O contains a response or note to any line in this Part XI ☒

|           |   |           |               |
|-----------|---|-----------|---------------|
| <b>1</b>  | Total revenue (must equal Part VIII, column (A), line 12)   | <b>1</b>  | 1,006,241,963 |
| <b>2</b>  | Total expenses (must equal Part IX, column (A), line 25)  | <b>2</b>  | 829,488,331   |
| <b>3</b>  | Revenue less expenses Subtract line 2 from line 1   | <b>3</b>  | 176,753,632   |
| <b>4</b>  | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))                     | <b>4</b>  | 5,915,241,749 |
| <b>5</b>  | Net unrealized gains (losses) on investments  | <b>5</b>  | 123,550,043   |
| <b>6</b>  | Donated services and use of facilities  | <b>6</b>  | 17,524,135    |
| <b>7</b>  | Investment expenses   | <b>7</b>  | -11,742,203   |
| <b>8</b>  | Prior period adjustments  | <b>8</b>  | 0             |
| <b>9</b>  | Other changes in net assets or fund balances (explain in Schedule O)  | <b>9</b>  | 432,908       |
| <b>10</b> | Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B)) | <b>10</b> | 6,221,760,264 |

**Part XII Financial Statements and Reporting**Check if Schedule O contains a response or note to any line in this Part XII ☐

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

**Software ID:** 16000425  
**Software Version:** v1.00  
**EIN:** 53-0242652  
**Name:** NATURE CONSERVANCY

Form 990 (2016)

## Form 990, Part III, Line 4a:

General update on program accomplishments from Nature Conservancy President and CEO Mark Tercek At the Nature Conservancy, our strength has always come from our ability to innovate and adapt We got our start by protecting land threatened by development, and later moved into new areas including marine and freshwater protection As threats to our mission have changed, we've changed, too Climate change, rapid population growth and growing pressure on natural resources have all contributed to a time of rapid and necessary evolution at TNC As we respond to a rapidly changing world, it's essential that our strategies remain grounded in solid science So we recently asked our science team to step back and look at the big picture We asked Between now and 2050, can we really have it all-a future where people get the food, energy and economic growth they need without sacrificing nature? Good news The answer is "yes " If-and it's a big "if"-we do things right Two Paths To do things right, we need to know what we're up against So we asked our senior scientists to establish a set of base assumptions-realistic projections for expected growth in global population, gross domestic product, and demand for food and energy between now and 2050 Then they looked at two likely outcomes for nature and people We'll call these "business as usual" and the "conservation pathway " The "business as usual" scenario assumes that humankind carries on as usual, taking insufficient measures to save the planet This is a dire path The world warms by 3 degrees Celsius-exceeding recommendations set forth in the Paris agreement, 5 billion people have trouble breathing because of polluted air, 84 percent of fisheries are wiped out, and only 8 percent of lands are protected Now let's look at the "conservation pathway " Here, the science projects a much better scenario The planet warms, but not as much Bad air affects some 1 billion people-much fewer, but still too many All global fisheries will be sustainable, and double the amount of land will be protected-a much better outcome for biodiversity At TNC we feel we are morally obligated to do everything we can to help the world shift from "business as usual" to the "conservation pathway " It won't be easy But we are confident that it can be done The Nature Conservancy's Role What can TNC do to help put the world on the path to sustainability? Where can we make the biggest difference? What challenges align with our experiences, resources and know-how? These are the questions my colleagues across the organization have focused on over the past year In the end, working with our scientists, program leaders and volunteers from across the organization, we settled on five priorities-the areas where TNC is best positioned to make a measurable and meaningful impact Protect Lands and Waters Protecting land and water at scale always has been-and always will be-our bread-and-butter work It's what brought many of us, including me, to TNC Now we're also using new tools, like impact capital, to unlock new sources of funding for this work And we're using strategies like Development by Design to transform the way governments and businesses site, design and operate infrastructure in a way that minimizes environmental harm We're setting the bar higher than we ever have before If we do this right, we'll protect more nature in the next five years than we have in the last 66 It's ambitious, but I think we can do it Tackle Climate Change From fieldwork to federal policy, TNC has long been a leader in tackling climate change Take, for example, our work protecting forests, from Colorado to Brazil, to sequester more carbon from the atmosphere We've also worked on restoring ecosystems, like coral reefs and sand dunes, to help people and nature adapt to extreme weather events And we've been on the ground influencing international climate negotiations But several years ago, we decided we needed to do even more That's why we're ramping up efforts to drive smart climate and energy policy We're using innovative finance to drive large-scale investments in a wide range of nature-based climate solutions And all 50 of our U S state chapters are pursuing bipartisan, practical solutions for a prosperous and cleaner future Provide Food and Water Sustainably By 2050, demand for food is expected to grow by 55 percent, as more people enter the middle class and transition to protein-rich diets By working with farmers, ranchers, fishers and water managers, we think it's possible to meet that demand in a climate-smart and environmentally friendly way In the Amazon, for instance, we're working throughout the production chain to demonstrate how farming and ranching can increase production without clearing more land And in fisheries around the world, we are applying technology to track and ensure that catches are sustainable, while creating protected areas where fisheries can recover Build Healthy Cities Urban conservation work is critical to building a more sustainable future Soon, three-quarters of the world's population will live in cities And we want city residents to be on nature's side That's why we're now working in 25 cities around the world to demonstrate how nature can address urban challenges-like stormwater runoff, air pollution and the heat island effect-in a cost-effective way We want to show decision-makers, from city hall to local businesses, that nature is key to building sustainable, flourishing cities Connect Nature and People The Nature Conservancy has always been known for our pragmatic, inclusive style of conservation We're proud of the partnerships we've built with businesses, governments, indigenous peoples and local communities But we need even more people on our side From expanding our work with the health and development sectors to engaging a greater diversity of people in our work, we're ramping up our efforts to help more people understand the many ways nature improves our lives One Conservancy To achieve the goals associated with these priorities, we are aligning our globally dispersed organization behind them The stakes are so high that we have no choice but to ask each operating unit to make its maximum contribution to these priorities We're coming together as never before to move ahead as one team This is what gives me great optimism as we face the challenges ahead What follows in these pages is a glimpse at actions we've proudly achieved in the past year toward these five priorities It's just a sampling of the hundreds of ongoing projects in the 72 countries where we work We're also giving you a look into the future at a handful of efforts that are just off the drawing board We want you to see the continuity of what we're accomplishing now and how we want to push the envelope going forward As supporters of our work, you are at the vanguard of moving beyond "business as usual" to a transformative "conservation pathway," where we can truly achieve our mission to protect the lands and waters on which all life depends

## Form 990, Part III, Line 4b:

Protect Lands and Waters By partnering with indigenous people, local communities, governments and corporations and by employing innovative financial strategies and applying smart infrastructure siting principles, we focus on large-scale opportunities with the potential to protect more nature in the next five years than we have during our entire history. Caribbean The dual-island nation of St Kitts and Nevis declared a new marine managed area that protects a two-mile radius around the entire island nation, protecting 60 percent of its near-shore marine shelf. The Conservancy has been involved for years in the community and stakeholder discussions, sharing knowledge and creating the first marine zoning map that informed the protected area boundaries. Texas The Conservancy acquired 2,129 acres along the Bahia Grande coastal corridor, marking the first land protection deal in the state funded by the RESTORE Act, which was passed to help regional communities along the Gulf of Mexico recover from the 2010 Deepwater Horizon oil spill. These newly protected tracts are critical to restoring the Bahia Grande's extensive tidal bay system, they anchor a 7,000-acre wildlife corridor linking two large national wildlife refuges, the Lower Rio Grande Valley and the Laguna Atascosa, and enhance the protection of the Laguna Madre, the largest hypersaline lagoon system in North America. Argentina After four years of negotiations, The Conservancy helped close the nation's second conservation easement, a precedent-setting legal agreement that will ensure the conservation of 99,000 acres in the Somuncura Plateau, a conservation priority nestled in Patagonia's iconic grasslands. Easements are a particularly good fit for Patagonia, where nearly 80 percent of the land is privately owned. The Conservancy estimates that with appropriate incentives, conservation easements could help protect 1.5 million acres there over the next five years. Wyoming The Nature Conservancy and a broad coalition of partners finalized one of the largest voluntary conservation agreements in recent history. More than 15 years in the making, the agreement implements a conservation strategy across 13.2 million acres in Wyoming's Thunder Basin and northward into Montana. Tackle Climate Change Efforts to implement cost-effective natural climate solutions, including reforestation and avoided deforestation, can deliver more than one-third of the needed greenhouse gas emission reductions required by 2030. And by driving policy changes, we can accelerate our transition to a clean energy future. New York The Conservancy entered into a precedent-setting agreement with the city of Albany to participate in the Working Woodlands carbon market program, which provides carbon credits, in the form of cash payments, for landowners to take steps to protect and manage their forests in order to store carbon and reduce greenhouse gas emissions. By committing to formal protections for its watershed, the city will keep the landscape intact, improve forest health and protect its drinking water supply for future generations. This transaction helps mitigate climate change, as well as achieve land and water protection goals, and is replicable throughout New York and other states. Mexico The Nature Conservancy has joined with Swiss Re, a leading global reinsurance company, and hotel owners on Mexico's Mayan Riviera to launch a first-of-its-kind pilot to insure the coral reefs that protect the tourism-dependent coast between Cancun and Tulum. The pilot demonstrates how to insure coastal natural ecosystems and offers an associated source of funding for ongoing reef protection and repair. A large hurricane would trigger near-immediate payouts. By having the money arrive quickly, reef repairs could begin sooner. Alaska The Conservancy secured the sale and permanent retirement of the 62,000-acre Bering River coal field in a groundbreaking transaction that also ensures forest protections and long-term income for an Alaska Native community. The transaction illustrates how land can be managed in a way that yields both financial and environmental benefits. Indonesia In East Kalimantan's Berau District—a region nearly the size of Belize—the government of Indonesia and TNC are partners in the Berau forest carbon program. Through Communities Inspiring Actions for Change (SIGAP in Indonesian), TNC is helping East Kalimantan communities gain rights to access and manage their forests, formulate green development plans, develop forest-friendly livelihoods and secure additional financial support. Most recently the NetHope 2017 Device Challenge (funded by Google.org) is delivering 1,700 smartphones to 100 villages in East Kalimantan and training villagers to use our SIGAP app to help them protect their forests and improve their lives through the power of technology. Provide Food & Water Sustainably To provide the food and water people need without sacrificing the environment, we are working with farmers, ranchers, fishers and water managers to create sustainable supplies, reduce negative environmental impacts, promote economic growth and green supply chains, and create policies that enable sustainability. Hawaii Capping a 17-year effort, TNC provided scientific data and other critical support to help the community secure a 10-year marine reserve at Ka'upulehu, on the North Kona Coast of Hawaii, to restore abundance to a once thriving fishery, the first such community-created marine reserve in the state. Colorado The Nature Conservancy is contracting with the Grand Valley Water Users Association to keep 3,200 acre-feet of water (about a billion gallons) in the Colorado River. The association is contracting, in turn, with individual farmers and ranchers to forgo irrigation in return for financial compensation. The project's participants are following approximately 1,250 acres for up to two years, allowing much-needed flows to remain in the river to provide systemwide benefits, including environmental flow improvements for two endangered fish species. Latin America The Nature Conservancy and partners created three new water funds in Cartagena, Colombia, Santa Marta and Ciénaga, Colombia, and Guatemala City. Water funds are mechanisms that incentivize urban water users to fund conservation actions upstream in the watershed to ensure reliable flows of clean water downstream. Thus far, TNC, as part of the Latin America Water Funds Partnership, has helped create 23 water funds, conserving nearly 300,000 hectares with improved environmental management on an additional 1.6 million hectares, with more than 200 private and public partners. Washington A new agreement with the Hoh River Trust gives TNC ownership of more than 10,000 acres of vital habitat for restoration and renewal in the Hoh River Valley in the Olympic rainforest. Connecting the mountains of Olympic National Park to the sea, the mossy Hoh River is among Washington's most iconic places. Clear and undammed, the river hosts one of the healthiest wild salmon runs in the lower 48 states.

## Form 990, Part III, Line 4c:

**Build Healthy Cities** We are demonstrating how green infrastructure, such as planting trees in cities, can address urban challenges, including stormwater run off, air pollution and heat islands, and also generate benefits for communities, for people's health and for the economy

**Australia** Melbourne regularly ranks as one of the world's most livable cities, but industrial, commercial and residential development accompany such popularity That's why retention and growth of bushland and other green areas in Melbourne are so important, along with trees' ability to provide cooling summer shade and healthy, breathable air The Conservancy's partnership with Resilient Melbourne includes developing the Melbourne Metropolitan Urban Forest Strategy to help plan for a greener Melbourne

**Alabama** The Nature Conservancy has teamed up with public school programs and other partners in Birmingham to provide urban youth with hands-on experience in environmental science careers that also benefit the environmental health of their cities In Birmingham's blighted Woodlawn neighborhood, students are engaged in restoring vacant lots into green oases that inspire community pride while helping cool the city, clean its air and accommodate recreation

**South Africa** As our first project in this African nation, TNC is working with others to establish a water fund in Cape Town, a city in the grip of drought A primary culprit is thirsty, non-native, ornamental plants that are sucking the watershed dry Removal of these invasive species also can be a job creator for underserved urban communities

**Connecticut** In collaboration with local partners, TNC has embarked on a community greening effort in Bridgeport's East Side neighborhood that includes developing green stormwater infrastructure, planting trees and engaging volunteers in stewardship of parks and other natural areas The Eco-Urban Assessment model, which informed TNC's decision to work in the East Side, is now being replicated in other cities in Connecticut and is guiding the chapter to other neighborhoods in Bridgeport

**Connect People and Nature** To create a world where people and nature thrive will require paradigm-shifting strategies that change how people value nature We need more people to understand the critical role nature plays in our lives and, in response, more people will be inspired to step up and do what they can to save nature

**China** The Nature Conservancy in China is leading the organization in its digital outreach to raise public awareness and education in support of nature Among its successful campaigns has been the joint outreach with United Nations Environment and the International Fund for Animal Welfare for World Wildlife Day 2017 where TNC collaborated with more than 30 celebrities to reach at least half a billion people in China

**Illinois** The Conservancy is connecting people to nature in Chicago's diverse communities through volunteerism Across 1,604 acres of natural areas at 70 sites within the city, TNC partnered with the Chicago Park District to expand volunteer opportunities by hosting roughly 400 workdays last year

**USA** Corporate engagement provided expanded outreach opportunities, including with Lowe's to catalyze school garden builds and revitalizations in more than 50 schools in underserved communities across the country, with PepsiCo's Recycle for Nature campaign to protect drinking water through recycling and save at least 1.2 billion gallons of water over five years, and with some 80 brewers in 25 states, from Deschutes to Dogfish Head, through OktoberForest, a campaign to raise awareness and support healthy forests and clean water

**Africa** Africa's Great Lakes hold one-third of the world's surface fresh water The Nature Conservancy spearheaded the African Great Lakes Conference, an unprecedented gathering on the Ugandan shores of Lake Victoria, bringing together those who best understand the challenges these seven major lakes face with those who can put into practice activities to lessen those threats Critical to the conference's success was a collaboration with TNC's North American Great Lakes team

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Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

(A)

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(C)

(D)

(E)

(F)

| Name and Title                                      | Average hours per week (list any hours for related organizations below dotted line) | Position (do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | Reportable compensation from the organization (W- 2/1099-MISC) | Reportable compensation from related organizations (W- 2/1099-MISC) | Estimated amount of other compensation from the organization and related organizations |
|---|---|--|-----------------------|---------|--------------|------------------------------|--------|--|---|--|
|   |   | Individual trustee or director   | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former |  |   |  |
| Steven A Denning<br>.....<br>Director (Part Year)   | 1<br>.....<br>0   | X  |                       |         |              |                              |        | 0  | 0   | 0  |
| Gretchen C Daily<br>.....<br>Director               | 1<br>.....<br>0   | X  |                       |         |              |                              |        | 0  | 0   | 0  |
| Thomas S Middleton<br>.....<br>Director (Part Year) | 1<br>.....<br>0   | X  |                       |         |              |                              |        | 0  | 0   | 0  |
| Thomas J Tierney<br>.....<br>Chairman (Part Year)   | 1<br>.....<br>0   | X  |                       | X       |              |                              |        | 0  | 0   | 0  |
| Stephen Polasky<br>.....<br>Director                | 1<br>.....<br>0   | X  |                       |         |              |                              |        | 0  | 0   | 0  |
| Mark R Tercek<br>.....<br>Director, President & CEO | 35<br>.....<br>0  | X  |                       | X       |              |                              |        | 788,524  | 0   | 33,075   |
| Jack Ma<br>.....<br>Director                        | 1<br>.....<br>0   | X  |                       |         |              |                              |        | 0  | 0   | 0  |
| Thomas J Meredith<br>.....<br>Director              | 1<br>.....<br>0   | X  |                       |         |              |                              |        | 0  | 0   | 0  |
| Moses Tsang<br>.....<br>Director                    | 1<br>.....<br>0   | X  |                       |         |              |                              |        | 0  | 0   | 0  |
| David Blood<br>.....<br>Director (Part Year)        | 1<br>.....<br>0   | X  |                       |         |              |                              |        | 0  | 0   | 0  |



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| Shona L Brown<br>.....<br>Secretary   | 1<br>.....<br>0  | X   |                       | X       |              |                              |        | 0   | 0  | 0   |
| Craig O McCaw<br>.....<br>Chairman (Part Year)  | 1<br>.....<br>0  | X   |                       | X       |              |                              |        | 0   | 0  | 0   |
| Margaret C Whitman<br>.....<br>Director (Leave of Absence)  | 0<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| James E Rogers<br>.....<br>Vice Chair   | 1<br>.....<br>0  | X   |                       | X       |              |                              |        | 0   | 0  | 0   |
| Frances A Ulmer<br>.....<br>Director  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Joseph H Gleberman<br>.....<br>Treasurer  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| P Roy Vagelos<br>.....<br>Director  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Ana M Parma<br>.....<br>Director  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Claudia Madrazo<br>.....<br>Director  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| William Frist<br>.....<br>Director  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |

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| Vincent Ryan<br>.....<br>Director   | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Brenda Shapiro<br>.....<br>Director   | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Jane Lubchenco<br>.....<br>Director (Leave of Absence)  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Ying WU<br>.....<br>Director  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Laurence D Fink<br>.....<br>Director (Part Year)  | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Calestous Juma<br>.....<br>Director (Part Year)   | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Rajiv Shah<br>.....<br>Director (Part Year)   | 1<br>.....<br>0  | X   |                       |         |              |                              |        | 0   | 0  | 0   |
| Stephen C Howell<br>.....<br>Chief Financial and Administrative Officer   | 35<br>.....<br>0   |   |                       | X       |              |                              |        | 388,597   | 0  | 36,592  |
| William Ginn<br>.....<br>EVP, Global Conservation Initiatives   | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 385,616   | 0  | 30,190  |
| Michael Sweeney<br>.....<br>State Director  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 330,034   | 0  | 31,844  |

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| Brian McPeck<br>.....<br>Chief Conservation Officer   | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 612,780   | 0  | 33,392  |  |
| Glenn Prickett<br>.....<br>Chief External Affairs Officer   | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 357,243   | 0  | 35,044  |  |
| Mark Burget<br>.....<br>Executive VP and Regional Director  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 459,381   | 0  | 35,437  |  |
| Janine Wilkin<br>.....<br>Chief of Staff and Acting Chief Marketing Officer   | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 306,193   | 0  | 31,833  |  |
| Wisla Heneghan<br>.....<br>Chief Operating Officer and General Counsel  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 357,243   | 0  | 31,452  |  |
| Joseph J Keenan<br>.....<br>Managing Director   | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 409,342   | 0  | 44,581  |  |
| Charles Bedford<br>.....<br>Regional Director   | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 527,265   | 0  | 44,581  |  |
| Peter Wheeler<br>.....<br>Vice President  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 303,433   | 0  | 0   |  |
| Justin Adams<br>.....<br>Global Managing Director, Lands  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 342,392   | 0  | 0   |  |
| Jim Asp<br>.....<br>Chief Development Officer   | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 696,654   | 0  | 8,990   |  |

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| Guilio Boccaletti<br>.....<br>Chief Stragety Officer & Global Managing Director, Water  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 366,544   | 0  | 0   |
| Maria Damanaki<br>.....<br>Global Managing Director, Oceans   | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 340,574   | 0  | 0   |
| Aurelio Ramos<br>.....<br>Regional Managing Director  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 296,359   | 0  | 31,161  |
| Heather Tallis<br>.....<br>Chief Scientest/Strategy Innovation  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 279,466   | 0  | 16,162  |
| David Banks<br>.....<br>Regional Managing Director  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 292,434   | 0  | 33,392  |
| Pascal Mittermaier<br>.....<br>Managing Director  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 296,484   | 0  | 31,844  |
| Michael Tetreault<br>.....<br>Chief People Officer  | 35<br>.....<br>0   |   |                       |         | X            |                              |        | 301,870   | 0  | 31,382  |
| Addison Dana<br>.....<br>VP and Chief Investment Officer  | 35<br>.....<br>0   |   |                       |         | X            |                              | X      | 251,283   | 0  | 33,377  |
| Lynne Scarlett<br>.....<br>Co-Chief External Affairs Officer  | 35<br>.....<br>0   |   |                       |         | X            |                              | X      | 273,864   | 0  | 26,645  |
| William Ulfelder<br>.....<br>New York Executive Director  | 35<br>.....<br>0   |   |                       |         |              | X                            |        | 353,984   | 0  | 33,392  |

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| Thomas Neises<br>.....<br>VP & Associate Chief Development Officer  | 35<br>.....<br>0   |   |                       |         |              | X                            |        | 384,525   | 0  | 24,041  |  |  |
| Dietmar Grimm<br>.....<br>Managing Director   | 35<br>.....<br>0   |   |                       |         |              | X                            |        | 336,030   | 0  | 33,761  |  |  |
| Jan R Mittan<br>.....<br>Chief Philanthropy Officer, New York   | 35<br>.....<br>0   |   |                       |         |              | X                            |        | 333,877   | 0  | 10,867  |  |  |
| Seema Paul<br>.....<br>Managing Director  | 35<br>.....<br>0   |   |                       |         |              | X                            |        | 383,926   | 0  | 25,335  |  |  |
| Karen Berkly<br>.....<br>Division Director  | 1<br>.....<br>0  |   |                       |         |              |                              | X      | 250,976   | 0  | 18,346  |  |  |
| Lois Quam<br>.....<br>Chief Operating Officer (Former)  | 35<br>.....<br>0   |   |                       |         |              |                              | X      | 661,640   | 0  | 47,674  |  |  |
| Mario D'Amico<br>.....<br>Chief Marketing Officer (Former)  | 35<br>.....<br>0   |   |                       |         |              |                              | X      | 181,156   | 0  | 11,076  |  |  |
| Angela Sosdian<br>.....<br>Director Development & Gift Planning (Former)  | 35<br>.....<br>0   |   |                       |         |              |                              | X      | 288,427   | 0  | 30,185  |  |  |
| Geoffrey Rochester<br>.....<br>Director Marketing   | 35<br>.....<br>0   |   |                       |         |              |                              | X      | 291,086   | 0  | 23,218  |  |  |
| Philip Tabas<br>.....<br>Special Counsel - North American Region  | 35<br>.....<br>0   |   |                       |         |              |                              | X      | 165,505   | 0  | 22,078  |  |  |

Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors

| (A)<br>Name and Title   | (B)<br>Average hours per week (list any hours for related organizations below dotted line) | (C)<br>Position (do not check more than one box, unless person is both an officer and a director/trustee) |                       |         |              |                              |        | (D)<br>Reportable compensation from the organization (W- 2/1099-MISC) | (E)<br>Reportable compensation from related organizations (W- 2/1099-MISC) | (F)<br>Estimated amount of other compensation from the organization and related organizations |
|---|--|---|-----------------------|---------|--------------|------------------------------|--------|---|--|---|
|   |  | Individual trustee or director  | Institutional Trustee | Officer | Key employee | Highest compensated employee | Former |   |  |   |
| Lynn Hale<br>.....<br>Global Managing Director, Oceans (Former) | 35<br>.....<br>0   |   |                       |         |              |                              | X      | 178,774   | 0  | 13,996  |
| Michelle Lakly<br>.....<br>Managing Director                    | 35<br>.....<br>0   |   |                       |         |              |                              | X      | 228,095   | 0  | 33,367  |
| Robert McKim<br>.....<br>Division Director                      | 35<br>.....<br>0   |   |                       |         |              |                              | X      | 251,006   | 0  | 35,890  |

|   |  |   |
|---|--|---|
| <b>SCHEDULE A</b><br>(Form 990 or 990-EZ)   | <b>Public Charity Status and Public Support</b><br>Complete if the organization is a section 501(c)(3) organization or a section 4947(a)(1) nonexempt charitable trust.<br>▶ Attach to Form 990 or Form 990-EZ.<br>▶ Information about Schedule A (Form 990 or 990-EZ) and its instructions is at <a href="http://www.irs.gov/form990">www.irs.gov/form990</a> . | OMB No 1545-0047<br><b>2016</b><br><b>Open to Public Inspection</b> |
| Department of the Treasury<br>Internal Revenue Service<br><b>Name of the organization</b><br>NATURE CONSERVANCY | <b>Employer identification number</b><br>53-0242652  |   |

**Part I Reason for Public Charity Status** (All organizations must complete this part.) See instructions.  
The organization is not a private foundation because it is (For lines 1 through 12, check only one box )

- 1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**
- 2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ))
- 3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state \_\_\_\_\_
- 5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II )
- 6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7 ☒ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi).** (Complete Part II )
- 8 ☐ A community trust described in **section 170(b)(1)(A)(vi)** (Complete Part II )
- 9 ☐ An agricultural research organization described in **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land grant college of agriculture See instructions Enter the name, city, and state of the college or university \_\_\_\_\_
- 10 ☐ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See **section 509(a)(2).** (Complete Part III )
- 11 ☐ An organization organized and operated exclusively to test for public safety See **section 509(a)(4).**
- 12 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in **section 509(a)(1)** or **section 509(a)(2).** See **section 509(a)(3).** Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g
- a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization **You must complete Part IV, Sections A and B.**
- b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s) **You must complete Part IV, Sections A and C.**
- c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions) **You must complete Part IV, Sections A, D, and E.**
- d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions) **You must complete Part IV, Sections A and D, and Part V.**
- e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization
- f Enter the number of supported organizations \_\_\_\_\_
- g Provide the following information about the supported organization(s)

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

**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, 8, or 9 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.)

**Section A. Public Support**

| <b>Calendar year<br/>(or fiscal year beginning in) ▶</b> |   | <b>(a)2012</b> | <b>(b)2013</b> | <b>(c)2014</b> | <b>(d)2015</b> | <b>(e)2016</b> | <b>(f)Total</b> |
|--|---|----------------|----------------|----------------|----------------|----------------|-----------------|
| <b>1</b>   | Gifts, grants, contributions, and membership fees received (Do not include any "unusual grant.")  | 610,766,647    | 708,946,532    | 717,080,310    | 729,132,653    | 773,861,379    | 3,539,787,521   |
| <b>2</b>   | Tax revenues levied for the organization's benefit and either paid to or expended on its behalf   | 0              | 0              | 0              | 0              | 0              | 0               |
| <b>3</b>   | The value of services or facilities furnished by a governmental unit to the organization without charge   | 0              | 0              | 0              | 0              | 0              | 0               |
| <b>4</b>   | <b>Total.</b> Add lines 1 through 3   | 610,766,647    | 708,946,532    | 717,080,310    | 729,132,653    | 773,861,379    | 3,539,787,521   |
| <b>5</b>   | The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) |                |                |                |                |                | 41,222,207      |
| <b>6</b>   | <b>Public support.</b> Subtract line 5 from line 4  |                |                |                |                |                | 3,498,565,314   |

**Section B. Total Support**

| <b>Calendar year<br/>(or fiscal year beginning in) ▶</b> |  | <b>(a)2012</b> | <b>(b)2013</b> | <b>(c)2014</b> | <b>(d)2015</b> | <b>(e)2016</b> | <b>(f)Total</b> |
|--|--|----------------|----------------|----------------|----------------|----------------|-----------------|
| <b>7</b>   | Amounts from line 4  | 610,766,647    | 708,946,532    | 717,080,310    | 729,132,653    | 773,861,379    | 3,539,787,521   |
| <b>8</b>   | Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources | 29,519,201     | 27,205,181     | 23,883,856     | 22,758,895     | 21,365,665     | 124,732,798     |
| <b>9</b>   | Net income from unrelated business activities, whether or not the business is regularly carried on                             | 632,312        | 1,532,508      | 1,359,849      | 1,626,546      | 954,226        | 6,105,441       |
| <b>10</b>  | Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)                                | 9,859,490      | 9,856,000      | 6,652,754      | 6,104,230      | 8,506,870      | 40,979,344      |
| <b>11</b>  | <b>Total support.</b> Add lines 7 through 10   |                |                |                |                |                | 3,711,605,104   |

**12** Gross receipts from related activities, etc. (see instructions)**12****13** **First five years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** . . . . . ☐**Section C. Computation of Public Support Percentage**

|           |  |           |          |
|-----------|--|-----------|----------|
| <b>14</b> | Public support percentage for 2016 (line 6, column (f) divided by line 11, column (f)) | <b>14</b> | 94.260 % |
| <b>15</b> | Public support percentage for 2015 Schedule A, Part II, line 14                        | <b>15</b> | 94.024 % |

**16a** **33 1/3% support test—2016.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☒**b** **33 1/3% support test—2015.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐**17a** **10%-facts-and-circumstances test—2016.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ☐**b** **10%-facts-and-circumstances test—2015.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization ☐**18** **Private foundation.** If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions ☐



**Part III Support Schedule for Organizations Described in Section 509(a)(2)**

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

| Calendar year<br>(or fiscal year beginning in) ►  | (a)2012 | (b)2013 | (c)2014 | (d)2015 | (e)2016 | (f)Total |
|---|---------|---------|---------|---------|---------|----------|
| <b>1</b> Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")  |         |         |         |         |         |          |
| <b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose |         |         |         |         |         |          |
| <b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513   |         |         |         |         |         |          |
| <b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf  |         |         |         |         |         |          |
| <b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge  |         |         |         |         |         |          |
| <b>6</b> <b>Total.</b> Add lines 1 through 5  |         |         |         |         |         |          |
| <b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons  |         |         |         |         |         |          |
| <b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year           |         |         |         |         |         |          |
| <b>c</b> Add lines 7a and 7b  |         |         |         |         |         |          |
| <b>8</b> <b>Public support.</b> (Subtract line 7c from line 6.)   |         |         |         |         |         |          |

**Section B. Total Support**

| Calendar year<br>(or fiscal year beginning in) ►  | (a)2012 | (b)2013 | (c)2014 | (d)2015 | (e)2016 | (f)Total |
|---|---------|---------|---------|---------|---------|----------|
| <b>9</b> Amounts from line 6  |         |         |         |         |         |          |
| <b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources |         |         |         |         |         |          |
| <b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975                          |         |         |         |         |         |          |
| <b>c</b> Add lines 10a and 10b  |         |         |         |         |         |          |
| <b>11</b> Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on     |         |         |         |         |         |          |
| <b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)                                 |         |         |         |         |         |          |
| <b>13</b> <b>Total support.</b> (Add lines 9, 10c, 11, and 12.)   |         |         |         |         |         |          |

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

**Section C. Computation of Public Support Percentage**

|  |           |  |
|--|-----------|--|
| <b>15</b> Public support percentage for 2016 (line 8, column (f) divided by line 13, column (f)) | <b>15</b> |  |
| <b>16</b> Public support percentage from 2015 Schedule A, Part III, line 15                      | <b>16</b> |  |

**Section D. Computation of Investment Income Percentage**

|  |           |  |
|--|-----------|--|
| <b>17</b> Investment income percentage for <b>2016</b> (line 10c, column (f) divided by line 13, column (f)) | <b>17</b> |  |
| <b>18</b> Investment income percentage from <b>2015</b> Schedule A, Part III, line 17                        | <b>18</b> |  |

**19a** **33 1/3% support tests—2016.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

**b** **33 1/3% support tests—2015.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ☐

**20** **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions ☐

**Part IV Supporting Organizations**

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

**Section A. All Supporting Organizations**

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

**Part IV Supporting Organizations** (continued)

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

**Section B. Type I Supporting Organizations**

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

**Section C. Type II Supporting Organizations**

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

**Section D. All Type III Supporting Organizations**

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

**Section E. Type III Functionally-Integrated Supporting Organizations**

|   |  |  |
|---|--|--|
| <b>1</b> Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions)   |  |  |
| <b>a</b> <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.  |  |  |
| <b>b</b> <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.   |  |  |
| <b>c</b> <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).   |  |  |
| <b>2</b> Activities Test <b>Answer (a) and (b) below.</b>   |  |  |
| <b>a</b> Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? <i>If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.</i> |  |  |
| <b>2a</b>   |  |  |
| <b>b</b> Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? <i>If "Yes," explain in Part VI the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.</i>  |  |  |
| <b>2b</b>   |  |  |
| <b>3</b> Parent of Supported Organizations <b>Answer (a) and (b) below.</b>   |  |  |
| <b>a</b> Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? <i>Provide details in Part VI.</i>  |  |  |
| <b>3a</b>   |  |  |
| <b>b</b> Did the organization exercise a substantial degree of direction over the policies, programs and activities of each of its supported organizations? <i>If "Yes," describe in Part VI the role played by the organization in this regard.</i>  |  |  |
| <b>3b</b>   |  |  |

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

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

**Section A - Adjusted Net Income**

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

**Section B - Minimum Asset Amount**

|   | (A) Prior Year | (B) Current Year<br>(optional) |
|---|----------------|--------------------------------|
| <b>1</b> Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year) | <b>1</b>       |                                |
| <b>a</b> Average monthly value of securities  | <b>1a</b>      |                                |
| <b>b</b> Average monthly cash balances  | <b>1b</b>      |                                |
| <b>c</b> Fair market value of other non-exempt-use assets   | <b>1c</b>      |                                |
| <b>d Total</b> (add lines 1a, 1b, and 1c)   | <b>1d</b>      |                                |
| <b>e Discount</b> claimed for blockage or other factors (explain in detail in Part VI)  |                |                                |
| <b>2</b> Acquisition indebtedness applicable to non-exempt use assets   | <b>2</b>       |                                |
| <b>3</b> Subtract line 2 from line 1d   | <b>3</b>       |                                |
| <b>4</b> Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions)                                 | <b>4</b>       |                                |
| <b>5</b> Net value of non-exempt-use assets (subtract line 4 from line 3)   | <b>5</b>       |                                |
| <b>6</b> Multiply line 5 by .035  | <b>6</b>       |                                |
| <b>7</b> Recoveries of prior-year distributions   | <b>7</b>       |                                |
| <b>8 Minimum Asset Amount</b> (add line 7 to line 6)  | <b>8</b>       |                                |

**Section C - Distributable Amount**

|   |          | Current Year |
|---|----------|--------------|
| <b>1</b> Adjusted net income for prior year (from Section A, line 8, Column A)  | <b>1</b> |              |
| <b>2</b> Enter 85% of line 1  | <b>2</b> |              |
| <b>3</b> Minimum asset amount for prior year (from Section B, line 8, Column A)   | <b>3</b> |              |
| <b>4</b> Enter greater of line 2 or line 3  | <b>4</b> |              |
| <b>5</b> Income tax imposed in prior year   | <b>5</b> |              |
| <b>6 Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions)  | <b>6</b> |              |
| <b>7</b> <input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally-integrated Type III supporting organization (see instructions) |          |              |

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

| <b>Section D - Distributions</b>  | <b>Current Year</b> |
|---|---------------------|
| <b>1</b> Amounts paid to supported organizations to accomplish exempt purposes  |                     |
| <b>2</b> Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity    |                     |
| <b>3</b> Administrative expenses paid to accomplish exempt purposes of supported organizations  |                     |
| <b>4</b> Amounts paid to acquire exempt-use assets  |                     |
| <b>5</b> Qualified set-aside amounts (prior IRS approval required)  |                     |
| <b>6</b> Other distributions (describe in Part VI) See instructions   |                     |
| <b>7 Total annual distributions.</b> Add lines 1 through 6  |                     |
| <b>8</b> Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI) See instructions |                     |
| <b>9</b> Distributable amount for 2016 from Section C, line 6   |                     |
| <b>10</b> Line 8 amount divided by Line 9 amount  |                     |

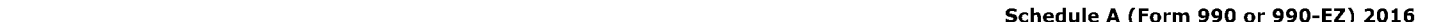
| <b>Section E - Distribution Allocations (see instructions)</b>   | <b>(i)<br/>Excess Distributions</b> | <b>(ii)<br/>Underdistributions<br/>Pre-2016</b> | <b>(iii)<br/>Distributable<br/>Amount for 2016</b> |
|--|-------------------------------------|---|--|
| <b>1</b> Distributable amount for 2016 from Section C, line 6  |                                     |   |  |
| <b>2</b> Underdistributions, if any, for years prior to 2016 (reasonable cause required--see instructions)   |                                     |   |  |
| <b>3</b> Excess distributions carryover, if any, to 2016   |                                     |   |  |
| <b>a</b>   |                                     |   |  |
| <b>b</b>   |                                     |   |  |
| <b>c</b> From 2013. . . . .  |                                     |   |  |
| <b>d</b> From 2014. . . . .  |                                     |   |  |
| <b>e</b> From 2015. . . . .  |                                     |   |  |
| <b>f Total</b> of lines 3a through e   |                                     |   |  |
| <b>g</b> Applied to underdistributions of prior years  |                                     |   |  |
| <b>h</b> Applied to 2016 distributable amount  |                                     |   |  |
| <b>i</b> Carryover from 2011 not applied (see instructions)  |                                     |   |  |
| <b>j</b> Remainder Subtract lines 3g, 3h, and 3i from 3f   |                                     |   |  |
| <b>4</b> Distributions for 2016 from Section D, line 7 \$  |                                     |   |  |
| <b>a</b> Applied to underdistributions of prior years  |                                     |   |  |
| <b>b</b> Applied to 2016 distributable amount  |                                     |   |  |
| <b>c</b> Remainder Subtract lines 4a and 4b from 4   |                                     |   |  |
| <b>5</b> Remaining underdistributions for years prior to 2016, if any Subtract lines 3g and 4a from line 2 (if amount greater than zero, see instructions) |                                     |   |  |
| <b>6</b> Remaining underdistributions for 2016 Subtract lines 3h and 4b from line 1 (if amount greater than zero, see instructions)                        |                                     |   |  |
| <b>7 Excess distributions carryover to 2017.</b> Add lines 3j and 4c   |                                     |   |  |
| <b>8</b> Breakdown of line 7   |                                     |   |  |
| <b>a</b>   |                                     |   |  |
| <b>b</b> Excess from 2013. . . . .   |                                     |   |  |
| <b>c</b> Excess from 2014. . . . .   |                                     |   |  |
| <b>d</b> Excess from 2015. . . . .   |                                     |   |  |
| <b>e</b> Excess from 2016. . . . .   |                                     |   |  |

**Part VI** **Supplemental Information.**

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

**Facts And Circumstances Test****990 Schedule A, Supplemental Information**

| Return Reference             | Explanation  |
|------------------------------|--|
| Schedule A, Part II, Line 10 | Net from sales of inventory, member list rental, cause related marketing revenue and miscellaneous |



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

Department of the Treasury  
Internal Revenue Service

**Political Campaign and Lobbying Activities**

For Organizations Exempt From Income Tax Under section 501(c) and section 527  
▶ **Complete if the organization is described below.** ▶ **Attach to Form 990 or Form 990-EZ.**  
▶ **Information about Schedule C (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).**

OMB No 1545-0047

**2016**

**Open to Public Inspection**

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

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

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

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

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

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

|  |  |
|--|--|
| Name of the organization<br>NATURE CONSERVANCY | Employer identification number<br>53-0242652 |
|--|--|

**Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.**

|          |  |      |
|----------|--|------|
| <b>1</b> | Provide a description of the organization's direct and indirect political campaign activities in Part IV |      |
| <b>2</b> | Political expenditures   | ▶ \$ |
| <b>3</b> | Volunteer hours  |      |

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

|           |   |  |
|-----------|---|--|
| <b>1</b>  | Enter the amount of any excise tax incurred by the organization under section 4955      | ▶ \$   |
| <b>2</b>  | Enter the amount of any excise tax incurred by organization managers under section 4955 | ▶ \$   |
| <b>3</b>  | If the organization incurred a section 4955 tax, did it file Form 4720 for this year?   | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| <b>4a</b> | Was a correction made?  | <input type="checkbox"/> Yes <input type="checkbox"/> No |
| <b>b</b>  | If "Yes," describe in Part IV   |  |

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

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

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



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

**A** Check ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)

**B** Check ☐ if the filing organization checked box A and "limited control" provisions apply

**Limits on Lobbying Expenditures**  
(The term "expenditures" means amounts paid or incurred.)**(a)** Filing  
organization's  
totals**(b)** Affiliated  
group totals

**1a** Total lobbying expenditures to influence public opinion (grass roots lobbying)

**b** Total lobbying expenditures to influence a legislative body (direct lobbying)

**c** Total lobbying expenditures (add lines 1a and 1b)

**d** Other exempt purpose expenditures

**e** Total exempt purpose expenditures (add lines 1c and 1d)

**f** Lobbying nontaxable amount Enter the amount from the following table in both columns

| If the amount on line 1e, column (a) or (b) is: | The lobbying nontaxable amount is:                |
|---|---|
| Not over \$500,000                              | 20% of the amount on line 1e                      |
| Over \$500,000 but not over \$1,000,000         | \$100,000 plus 15% of the excess over \$500,000   |
| Over \$1,000,000 but not over \$1,500,000       | \$175,000 plus 10% of the excess over \$1,000,000 |
| Over \$1,500,000 but not over \$17,000,000      | \$225,000 plus 5% of the excess over \$1,500,000  |
| Over \$17,000,000                               | \$1,000,000                                       |

**g** Grassroots nontaxable amount (enter 25% of line 1f)

**h** Subtract line 1g from line 1a If zero or less, enter -0-

**i** Subtract line 1f from line 1c If zero or less, enter -0-

**j** If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?

☐ Yes ☐ No**4-Year Averaging Period Under section 501(h)**

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

**Lobbying Expenditures During 4-Year Averaging Period**

| Calendar year (or fiscal year beginning in)                         | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) Total |
|---|----------|----------|----------|----------|-----------|
| <b>2a</b> Lobbying nontaxable amount                                |          |          |          |          |           |
| <b>b</b> Lobbying ceiling amount<br>(150% of line 2a, column(e))    |          |          |          |          |           |
| <b>c</b> Total lobbying expenditures                                |          |          |          |          |           |
| <b>d</b> Grassroots nontaxable amount                               |          |          |          |          |           |
| <b>e</b> Grassroots ceiling amount<br>(150% of line 2d, column (e)) |          |          |          |          |           |
| <b>f</b> Grassroots lobbying expenditures                           |          |          |          |          |           |

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

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

|   | (a) |    | (b)       |
|---|-----|----|-----------|
|   | Yes | No | Amount    |
| <b>1</b> During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of |     |    |           |
| <b>a</b> Volunteers?  | Yes |    |           |
| <b>b</b> Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?   | Yes |    |           |
| <b>c</b> Media advertisements?  | Yes |    | 71,443    |
| <b>d</b> Mailings to members, legislators, or the public?   | Yes |    | 2,953     |
| <b>e</b> Publications, or published or broadcast statements?  | Yes |    | 10,202    |
| <b>f</b> Grants to other organizations for lobbying purposes?   | Yes |    | 611,118   |
| <b>g</b> Direct contact with legislators, their staffs, government officials, or a legislative body?  | Yes |    | 3,807,504 |
| <b>h</b> Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?  | Yes |    | 42,972    |
| <b>i</b> Other activities?  | Yes |    | 0         |
| <b>j</b> Total. Add lines 1c through 1i   |     |    | 4,546,192 |
| <b>2a</b> Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?   |     | No |           |
| <b>b</b> If "Yes," enter the amount of any tax incurred under section 4912  |     |    |           |
| <b>c</b> If "Yes," enter the amount of any tax incurred by organization managers under section 4912   |     |    |           |
| <b>d</b> If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?   |     |    |           |

**Part III-A Complete if the organization is exempt under section 501(c)(4), section 501(c)(5), or section 501(c)(6).**

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

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

|   |           |  |
|---|-----------|--|
| <b>1</b> Dues, assessments and similar amounts from members   | <b>1</b>  |  |
| <b>2</b> Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).   |           |  |
| <b>a</b> Current year   | <b>2a</b> |  |
| <b>b</b> Carryover from last year   | <b>2b</b> |  |
| <b>c</b> Total  | <b>2c</b> |  |
| <b>3</b> Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues  | <b>3</b>  |  |
| <b>4</b> If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and political expenditure next year? | <b>4</b>  |  |
| <b>5</b> Taxable amount of lobbying and political expenditures (see instructions)   | <b>5</b>  |  |

**Part IV Supplemental Information**

Provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, Part II-A (affiliated group list), Part II-A, lines 1 and 2 (see instructions), and Part II-B, line 1. Also, complete this part for any additional information.

| Return Reference              | Explanation  |
|-------------------------------|--|
| Schedule C, Part II-B, Line 1 | The lobbying work of The Nature Conservancy advances the tax-exempt purpose of the organization focusing on the conservation of land and water. The Nature Conservancy devoted 64% of its exempt purpose expenditures to attempt to influence legislation in Fiscal Year 2017 (Tax year 2016). The Conservancy continued to advocate for strong environmental policies and funding for critical natural habitat protection and restoration at the U.S. federal and state government levels, and internationally. Federal legislation that had significant conservation impacts and for which the Conservancy advocated included Land and Water Conservation Fund, Farm Bill, Appropriations, Wildfire Disaster Funding Act, Water Resources Development Act, Energy Bill, Transportation Bill, Great Lakes Restoration Initiative, Great Lakes Fish and Wildlife Act, and other federal legislation that impacts public lands management, and habitat protection and restoration. In addition, the Conservancy advocated to protect and restore freshwater, coastal and marine resources. Targets included the Atchafalaya Basin in Louisiana, the Chesapeake Bay in Maryland, the Gila River in New Mexico, and the Gulf of Mexico. The Conservancy also advocated for the expansion of scenic rivers in Oklahoma, funding for salmon recovery in Washington, the creation of marine reserves in Oregon. Other priority places in which TNC advocated for water resource protection and restoration include Alabama, Connecticut, Ohio, Colorado, and Delaware. The Conservancy also advocated for land and habitat conservation efforts at the state level including the pursuit of numerous on-the-ground solutions, such as restoration of the Puget Sound in Washington, establishing Black River State Park in North Carolina, sustainable forestry initiatives in Maine and Minnesota, the Ohio Aquatic Invasive Species bill, funding for state parks in Arizona, and funding for forests, sage grouse and marine reserves in Oregon. Stable programs with sufficient long-term funding mechanisms for conservation are proven tools to advance conservation. Advocacy for these types of programs continued including for Forever Wild in Alabama, the Natural Resources and Outdoor Recreation Trust Fund in Iowa, the Georgia Outdoor Stewardship Act, the Heritage Land Conservation Fund in Kentucky, the New York Environmental Protection Fund, the North Dakota Outdoor Heritage Fund, and the South Carolina Conservation Bank. The Conservancy also advocated for conservation funding in Indiana, New Jersey, Minnesota, Colorado, Hawaii, Washington, Oregon, and Massachusetts. Advocating for green infrastructure and smart energy development are other important tools to address conservation challenges. The Conservancy supported legislation to promote energy efficiency and renewable energy in states such as Connecticut, Louisiana, New Hampshire, Rhode Island, Massachusetts, Ohio, Indiana, Nebraska, New York, and the District of Columbia. The Conservancy also pursued placing questions on the ballots in various states to provide for long-term conservation protection in states like Pennsylvania, Rhode Island, Oregon, Missouri, Florida, Arizona, North Carolina, and New York. Internationally, the Conservancy influenced legislation with significant conservation impact in countries like Canada, Micronesia, Solomon Islands, Seychelles, Bahamas, and Mexico. Volunteers for the Conservancy spent a total of 2,631 hours to influence legislation as described above. |

|   |  |  |           |   |  |
|---|--|--|-----------|---|--|
| efile GRAPHIC print - DO NOT PROCESS  |  | As Filed Data -  |           | DLN: 93493065004238   |  |
| <div>SCHEDULE D<br/>(Form 990)</div> <div>Department of the Treasury<br/>Internal Revenue Service</div>   |  | <div>Supplemental Financial Statements</div> <div>► Complete if the organization answered "Yes," on Form 990, Part IV, line 6, 7, 8, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b.<br/>► Attach to Form 990.</div> <div>Information about Schedule D (Form 990) and its instructions is at <a href="http://www.irs.gov/form990">www.irs.gov/form990</a>.</div> |           |   | <div>OMB No 1545-0047</div> <div>2016</div> <div>Open to Public Inspection</div> |
| Name of the organization<br>NATURE CONSERVANCY  |  |  |           | Employer identification number<br>53-0242652                        |  |
| Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.<br>Complete if the organization answered "Yes" on Form 990, Part IV, line 6.   |  |  |           |   |  |
|   |  | (a) Donor advised funds  |           | (b) Funds and other accounts  |  |
| 1   | Total number at end of year  | 29   |           | 0   |  |
| 2   | Aggregate value of contributions to (during year)  | 1,458,357  |           | 0   |  |
| 3   | Aggregate value of grants from (during year)   | 2,051,866  |           | 0   |  |
| 4   | Aggregate value at end of year   | 27,395,400   |           | 0   |  |
| 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?  |  |  |           | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |  |
| 6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?   |  |  |           | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |  |
| Part II Conservation Easements. Complete if the organization answered "Yes" on Form 990, Part IV, line 7.   |  |  |           |   |  |
| 1 Purpose(s) of conservation easements held by the organization (check all that apply)  |  |  |           |   |  |
| <input type="checkbox"/> Preservation of land for public use (e g , recreation or education) <input checked="" type="checkbox"/> Preservation of an historically important land area  |  |  |           |   |  |
| <input checked="" type="checkbox"/> Protection of natural habitat <input checked="" type="checkbox"/> Preservation of a certified historic structure  |  |  |           |   |  |
| <input checked="" type="checkbox"/> Preservation of open space  |  |  |           |   |  |
| 2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year  |  |  |           |   |  |
|   |  | Held at the End of the Year  |           |   |  |
| a   | Total number of conservation easements   | 2a   | 2,621     |   |  |
| b   | Total acreage restricted by conservation easements   | 2b   | 3,386,265 |   |  |
| c   | Number of conservation easements on a certified historic structure included in (a)   | 2c   | 1         |   |  |
| d   | Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register | 2d   | 0         |   |  |
| 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ► 11  |  |  |           |   |  |
| 4 Number of states where property subject to conservation easement is located ► 49  |  |  |           |   |  |
| 5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?  |  |  |           | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |  |
| 6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ► 21587 3   |  |  |           |   |  |
| 7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ► \$ 931,315  |  |  |           |   |  |
| 8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)?   |  |  |           | <input checked="" type="checkbox"/> Yes <input type="checkbox"/> No |  |
| 9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements   |  |  |           |   |  |
| Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.<br>Complete if the organization answered "Yes" on Form 990, Part IV, line 8.  |  |  |           |   |  |
| 1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items |  |  |           |   |  |
| b If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items   |  |  |           |   |  |
| (i) Revenue included on Form 990, Part VIII, line 1   |  |  |           | ► \$  |  |
| (ii) Assets included in Form 990, Part X  |  |  |           | ► \$  |  |
| 2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items   |  |  |           |   |  |
| a Revenue included on Form 990, Part VIII, line 1   |  |  |           | ► \$  |  |
| b Assets included in Form 990, Part X   |  |  |           | ► \$  |  |
| For Paperwork Reduction Act Notice, see the Instructions for Form 990.  |  |  |           |   |  |
|   |  | Cat No 52283D  |           | Schedule D (Form 990) 2016  |  |

Part III

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

3

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

a

☐ Public exhibition

b

☐ Scholarly research

c

☐ Preservation for future generations

d

☐ Loan or exchange programs

e

☐ Other

4

Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes

☐ No

Part IV

Escrow and Custodial Arrangements.

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

1a

Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIII and complete the following table

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

|    | Amount |
|----|--------|
| 1c |        |
| 1d |        |
| 1e |        |
| 1f |        |

2a

Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?

☐ Yes

☐ No

b

If "Yes," explain the arrangement in Part XIII Check here if the explanation has been provided in Part XIII

☐

Part V

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

|  | (a)Current year | (b)Prior year | (c)Two years back | (d)Three years back | (e)Four years back |
|--|-----------------|---------------|-------------------|---------------------|--------------------|
| 1a Beginning of year balance                     | 1,114,692,167   | 1,158,152,353 | 1,124,946,528     | 993,182,534         | 950,970,554        |
| b Contributions                                  | 8,390,434       | 12,192,638    | 12,390,364        | 10,724,501          | 9,587,337          |
| c Net investment earnings, gains, and losses     | 122,916,842     | -16,054,852   | 58,974,376        | 161,104,594         | 76,907,948         |
| d Grants or scholarships                         | 0               | 0             | 0                 | 0                   | 0                  |
| e Other expenditures for facilities and programs | 44,218,158      | 39,597,972    | 38,158,915        | 40,065,101          | 44,283,305         |
| f Administrative expenses                        | 0               | 0             | 0                 | 0                   | 0                  |
| g End of year balance                            | 1,201,781,285   | 1,114,692,167 | 1,158,152,353     | 1,124,946,528       | 993,182,534        |

2

Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as

a

Board designated or quasi-endowment

73 13 %

b

Permanent endowment

16 92 %

c

Temporarily restricted endowment

9 95 %

The percentages on lines 2a, 2b, and 2c should equal 100%

3a

Are there endowment funds not in the possession of the organization that are held and administered for the organization by

(i) unrelated organizations

3a(i)

No

(ii) related organizations

3a(ii)

No

b

If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R?

3b

4

Describe in Part XIII the intended uses of the organization's endowment funds

Part VI

Land, Buildings, and Equipment.

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

| Description of property   | (a) Cost or other basis (investment) | (b) Cost or other basis (other) | (c) Accumulated depreciation | (d) Book value |
|---|--------------------------------------|---------------------------------|------------------------------|----------------|
| 1a Land   | 0                                    | 7,210,285                       |                              | 7,210,285      |
| b Buildings   | 0                                    | 138,880,204                     | 52,820,014                   | 86,060,190     |
| c Leasehold improvements  | 0                                    | 22,903,848                      | 12,716,609                   | 10,187,239     |
| d Equipment   | 0                                    | 58,980,429                      | 42,715,123                   | 16,265,306     |
| e Other   | 16,818,693                           | 3,993,284,918                   | 0                            | 4,010,103,611  |
| Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c)) |                                      |                                 |                              | 4,129,826,631  |

Schedule D (Form 990) 2016

Part VII

Investments—Other Securities.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11b.  
See Form 990, Part X, line 12.

| (a) Description of security or category<br>(including name of security) | (b)Book value | (c)Method of valuation<br>Cost or end-of-year market value |
|---|---------------|--|
| (1)Financial derivatives . . . . .                                      | 493,649,853   | F  |
| (2)Closely-held equity interests . . . . .                              | 189,350,314   | F  |
| (3)Other _____<br>(A) Real Estate Investment Trusts                     | 68,035,488    | F  |
| (B) Interfund and Trust Receivable                                      | 30,436,144    | F  |
| (B)   |               |  |
| (C)   |               |  |
| (D)   |               |  |
| (E)   |               |  |
| (F)   |               |  |
| (G)   |               |  |
| (H)   |               |  |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 12 ) ▶     | 781,471,799   |  |

Part VIII

Investments—Program Related.

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

| (a) Description of investment                                       | (b) Book value | (c) Method of valuation<br>Cost or end-of-year market value |
|---|----------------|---|
| (1)   |                |   |
| (2)   |                |   |
| (3)   |                |   |
| (4)   |                |   |
| (5)   |                |   |
| (6)   |                |   |
| (7)   |                |   |
| (8)   |                |   |
| (9)   |                |   |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 13 ) ▶ |                |   |

Part IX

Other Assets.

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

| (a) Description   | (b) Book value |
|---|----------------|
| (1)   |                |
| (2)   |                |
| (3)   |                |
| (4)   |                |
| (5)   |                |
| (6)   |                |
| (7)   |                |
| (8)   |                |
| (9)   |                |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 15 ) . . . . . ▶ |                |

Part X

Other Liabilities.

Complete if the organization answered 'Yes' on Form 990, Part IV, line 11e or 11f.  
See Form 990, Part X, line 25.

| (a) Description of liability  | (b) Book value |
|---|----------------|
| (1) Federal income taxes  | 225,894        |
| Planned Giving Liability  | 197,303,881    |
| Accrued Salary and Vacation Liability                               | 19,168,228     |
| Other Accrued Liabilities   | 60,756,603     |
| Other Liabilities   | 19,781,764     |
| Payable Under Securities Lending Agreement                          | 57,337,196     |
| Refundable Advances   | 52,316,446     |
| (7)   |                |
| (8)   |                |
| (9)   |                |
| Total. (Column (b) must equal Form 990, Part X, col (B) line 25 ) ▶ | 406,890,012    |

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

**Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return**

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

|          |   |           |               |
|----------|---|-----------|---------------|
| <b>1</b> | Total revenue, gains, and other support per audited financial statements . . . . .                      | <b>1</b>  | 1,143,765,792 |
| <b>2</b> | Amounts included on line 1 but not on Form 990, Part VIII, line 12                                      |           |               |
| <b>a</b> | Net unrealized gains (losses) on investments . . . . .  | <b>2a</b> | 123,550,043   |
| <b>b</b> | Donated services and use of facilities . . . . .  | <b>2b</b> | 17,524,135    |
| <b>c</b> | Recoveries of prior year grants . . . . .   | <b>2c</b> | 0             |
| <b>d</b> | Other (Describe in Part XIII ) . . . . .  | <b>2d</b> | 9,988,866     |
| <b>e</b> | Add lines <b>2a</b> through <b>2d</b> . . . . .   | <b>2e</b> | 151,063,044   |
| <b>3</b> | Subtract line <b>2e</b> from line <b>1</b> . . . . .  | <b>3</b>  | 992,702,748   |
| <b>4</b> | Amounts included on Form 990, Part VIII, line 12, but not on line <b>1</b>                              |           |               |
| <b>a</b> | Investment expenses not included on Form 990, Part VIII, line 7b . . . . .                              | <b>4a</b> | 11,742,203    |
| <b>b</b> | Other (Describe in Part XIII ) . . . . .  | <b>4b</b> | 1,797,012     |
| <b>c</b> | Add lines <b>4a</b> and <b>4b</b> . . . . .   | <b>4c</b> | 13,539,215    |
| <b>5</b> | Total revenue Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 12 ) . . . . . | <b>5</b>  | 1,006,241,963 |

**Part XII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.**

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

|          |  |           |             |
|----------|--|-----------|-------------|
| <b>1</b> | Total expenses and losses per audited financial statements . . . . .                                     | <b>1</b>  | 837,247,275 |
| <b>2</b> | Amounts included on line 1 but not on Form 990, Part IX, line 25   |           |             |
| <b>a</b> | Donated services and use of facilities . . . . .   | <b>2a</b> | 17,524,135  |
| <b>b</b> | Prior year adjustments . . . . .   | <b>2b</b> | 0           |
| <b>c</b> | Other losses . . . . .   | <b>2c</b> | 0           |
| <b>d</b> | Other (Describe in Part XIII ) . . . . .   | <b>2d</b> | 1,977,012   |
| <b>e</b> | Add lines <b>2a</b> through <b>2d</b> . . . . .  | <b>2e</b> | 19,501,147  |
| <b>3</b> | Subtract line <b>2e</b> from line <b>1</b> . . . . .   | <b>3</b>  | 817,746,128 |
| <b>4</b> | Amounts included on Form 990, Part IX, line 25, but not on line <b>1</b> :                               |           |             |
| <b>a</b> | Investment expenses not included on Form 990, Part VIII, line 7b . . . . .                               | <b>4a</b> | 11,742,203  |
| <b>b</b> | Other (Describe in Part XIII ) . . . . .   | <b>4b</b> | 0           |
| <b>c</b> | Add lines <b>4a</b> and <b>4b</b> . . . . .  | <b>4c</b> | 11,742,203  |
| <b>5</b> | Total expenses Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 18 ) . . . . . | <b>5</b>  | 829,488,331 |

**Part XIII Supplemental Information**

Provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.

| Return Reference          | Explanation |
|---------------------------|-------------|
| See Additional Data Table |             |
|                           |             |
|                           |             |
|                           |             |
|                           |             |
|                           |             |
|                           |             |
|                           |             |

**Part XIII**   **Supplemental Information** *(continued)*

| Return Reference | Explanation |
|------------------|-------------|
|                  |             |
|                  |             |
|                  |             |
|                  |             |
|                  |             |
|                  |             |
|                  |             |
|                  |             |
|                  |             |

## Additional Data

**Software ID:** 16000425  
**Software Version:** v1.00  
**EIN:** 53-0242652  
**Name:** NATURE CONSERVANCY

## Supplemental Information

| Return Reference            | Explanation  |
|-----------------------------|--|
| Schedule D, Part II, Line 3 | During the tax year 9 easements were transferred or sold - all to qualified organizations as defined in IRC Sec 170(h)(3) and the related regulations and all as required and consistent with the conservation action plan for the properties Easements transferred or sold were (1) Bristol Marsh (Borough of Bristol) Amendment 3/4/1997, (2) Bristol Marsh (Rohm and Haas) 12/9/1986, (3) Sandhills (Haskell 2) 12/30/2015, (4) Altamaha River (Sansavilla Stage 2), (5) Ordway/Glacial Lakes (Marcum2) CE 3/25/2016, (6) Upper MN River Valley (Bakeberg) CE 9/26/2016, (7) Rocky Mountain Front (Floweree Land & Cattle Company, LLC - Main Ranch and Goose Lake), (8) Tanner, and (9) Christiansen During the tax year 2 easements were amended The amended easements were (1) Sandhills (Johnson) 2/2/2004 to add an additional 20 54 acres to the easement, and (2) Rivanna Watershed (Prana Land LLC et al) 12/28/2005 to allow modifications to the 122 acre portion owned by Albemarle County to permit low impact recreational use and river access to a public park |



**Supplemental Information**

| Return Reference            | Explanation  |
|-----------------------------|--|
| Schedule D, Part II, Line 5 | <p>The Nature Conservancy's written policy regarding the periodic monitoring, inspection, violations, and enforcement of the conservation easements it holds is governed by our Standard Operating Procedure, Conservation Easements and Deed Restrictions. Excerpts from the procedure follow: Each Business Unit will be responsible for monitoring compliance with the terms of all Conservation Interests for which it must prepare or obtain a Baseline. For purposes of this Standard Operating Procedure, "Business Unit" means the Conservancy business unit in which the Conservation Interest is located or, if different, the Conservancy Business Unit responsible for monitoring and enforcement of the Conservation Interest. A Monitoring Team. Each Business Unit will establish a Monitoring Team which will consist of at least one staff member and may include third party volunteers or contractors. All members of the Monitoring Team must be trained on Conservancy procedures and practices for monitoring Conservation Interests. The Monitoring Team will be responsible for ensuring that monitoring is completed and documented in accordance with this SOP. B Monitoring Frequency. Conservation Interests will be monitored at least once each calendar year beginning with the calendar year after the Conservation Interest was accepted or acquired. The first monitoring will occur no more than 15 months after the date the Conservation Interest was accepted or acquired. C Time and Expense Reporting. To comply with Internal Revenue Service ("IRS") requirements use Activity Code 10000 (called "Easement Monitoring") to report all expenses incurred in inspecting, monitoring and enforcing Conservation Easements. Business Units must follow the Finance Department's guidance for reporting: 1 Staff hours (to be reported in bi-weekly time reports), 2 Volunteer hours (to the extent required by Finance Department guidance), 3 Contractor fees (including outside counsel fees), and 4 Travel and other related expenses. D Monitoring Reports. Monitoring results must be documented contemporaneously (within two months after monitoring occurs) in a report that describes the condition of the property and the protected conservation values as defined in the Conservation Interest. The monitoring report must include the information described in Checklist of Required Fields for Compliance Monitoring Template. Business Units may modify the templates or create their own monitoring report form provided that it contains the required content. Business Units: 1 are encouraged to use the same form consistently for all Conservation Interests that the BU monitors and in all cases, all required fields must be completed, 2 are encouraged to provide the landowner with a copy of the monitoring report and request that it be signed and, if feasible, notarized to indicate landowner's agreement with its contents, and 3 must maintain monitoring reports in accordance with the Conservancy's Records Retention Schedule. 3 E</p> |

## Supplemental Information

| Return Reference            | Explanation  |
|-----------------------------|--|
| Schedule D, Part II, Line 5 | <p>Compliance Status The Monitoring Team, with approval of the Business Unit director or t he director's designee, shall determine the compliance status of the Conservation Interest as one of the following 1 In compliance 2 In review 3 In violation If voluntary reso lution of a violation is not possible (e g , because the time period to bring a judicial a ction will end under applicable statutes of limitation), the Business Unit will proceed wi th formal enforcement Formal enforcement action shall be taken in accordance with an enfo rcement plan to be developed by the Business Unit and assigned attorney and approved by th e Regional Director or in the U S , by the Division Director If the enforcement plan incl udes litigation, approval of the responsible Associate General Counsel and General Counsel shall be obtained prior to initiation of litigation</p> |

**Supplemental Information**

| Return Reference            | Explanation  |
|-----------------------------|--|
| Schedule D, Part II, Line 9 | <p>The Conservancy records land and land interests at cost if purchased or at fair value at the date of acquisition, if all or part of the land was received as a donation. Fair value is generally determined by appraisal at the time of acquisition and is not subsequently adjusted. Upon sale or gift, the book value of the land or land interest is reported as a program expense and the related proceeds, if any, are reported as revenue in the consolidated statement of activities. Conservation land is real property with significant ecological value. These properties are either managed in an effort to protect the natural biological diversity of the property, or transferred to other organizations who will manage the lands in a similar fashion. Conservation easements are comprised of listed rights and/or restrictions over the owned property that are conveyed by a property owner to the Conservancy, almost always in perpetuity, in order to protect the owned property as a significant natural area, as defined in federal tax regulations. These intangible assets may be sold or transferred to others so long as the assignee agrees to carry out, in perpetuity, the conservation purposes intended by the original grantor. Conservation easements, by their very nature, do not generate material amounts of cash inflow annually.</p> |

## Supplemental Information

| Return Reference           | Explanation  |
|----------------------------|--|
| Schedule D, Part V, Line 4 | <p>The Endowment includes approximately 770 individual endowment funds. The Endowment provides stable financial support to a wide variety of programs and activities in perpetuity, playing a critical role in enabling the Conservancy to achieve its mission. Programs supported by the Endowment include restoring, monitoring, and managing natural areas owned by the Conservancy and others, as well as, many other activities and actions vital to the preservation of natural diversity. The Endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors (Board) to function as endowments. Net assets associated with endowment funds, including Board-designated endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions.</p> |

| Supplemental Information   |   |
|----------------------------|---|
| Return Reference           | Explanation   |
| Schedule D, Part X, Line 2 | The Conservancy has been granted an exemption from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code. The Internal Revenue Service has classified The Conservancy as other than a private foundation. The Conservancy pays a nominal amount of tax relating to several unrelated business income activities, primarily rental income from debt-financed property. The Conservancy takes no tax positions that it considers to be uncertain. |

| Supplemental Information     |  |
|------------------------------|--|
| Return Reference             | Explanation  |
| Schedule D, Part XI, Line 2d | Valuation Gain on Trademarks and Other Assets, Revenues of Consolidated Subsidiaries |

| Supplemental Information     |  |
|------------------------------|--|
| Return Reference             | Explanation  |
| Schedule D, Part XI, Line 4b | Cost of Goods Sold, Rental Related Expenses and Special Fundraising Expenses |

| Supplemental Information      |  |
|-------------------------------|--|
| Return Reference              | Explanation  |
| Schedule D, Part XII, Line 2d | Cost of Goods Sold, Rental Related Expenses, Special Fundraising Expenses, Expenses of Consolidated Subsidiaries |



**SCHEDULE F  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

Name of the organization  
NATURE CONSERVANCY

**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.

► Information about Schedule F (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-0047

**2016**

**Open to Public  
Inspection**

**Employer identification number**

53-0242652

**Part I** **General Information on Activities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 14b.

**1 For grantmakers.** Does the organization maintain records to substantiate the amount of its grants and other assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? ☒ **Yes** ☐ **No**

**2 For grantmakers.** Describe in Part V the organization's procedures for monitoring the use of its grants and other assistance outside the United States

**3** Activities per Region (The following Part I, line 3 table can be duplicated if additional space is needed )

| (a) Region  | (b) Number of offices in the region | (c) Number of employees, agents, and independent contractors in region | (d) Activities conducted in region (by type) (e g , fundraising, program services, investments, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for and investments in region |
|---|-------------------------------------|--|---|--|--|
| See Add'l Data                                    |                                     |  |   |  |  |
|   |                                     |  |   |  |  |
|   |                                     |  |   |  |  |
|   |                                     |  |   |  |  |
|   |                                     |  |   |  |  |
| <b>3a</b> Sub-total                               |                                     |  |   |  |  |
| <b>b</b> Total from continuation sheets to Part I |                                     |  |   |  |  |
| <b>c Totals</b> (add lines 3a and 3b)             | 38                                  | 720  |   |  | 121,824,657  |

**Part II** **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 recipient who received more than \$5,000. Part II can be duplicated if additional space is needed.

[illegible]

- |   |  |   |     |
|---|--|---|-----|
| 2 | Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter . . . . . | ▶ | 172 |
| 3 | Enter total number of other organizations or entities . . . . .  | ▶ | 10  |

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

Part III can be duplicated if additional space is needed.

[illegible]

**Part IV 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 separately 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 separately file Form 5713, International Boycott Report (see Instructions for Form 5713)* ☐ Yes ☒ No

**Part V Supplemental Information**

Provide the information required by Part I, line 2 (monitoring of funds); Part I, line 3, column (f) (accounting method; amounts of investments vs. expenditures per region); Part II, line 1 (accounting method); Part III (accounting method); and Part III, column (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information (see instructions).

| Return Reference           | Explanation  |
|----------------------------|--|
| Schedule F, Part I, Line 2 | <p>The Nature Conservancy's procedure for monitoring grants outside the United States is governed by the Government Grants, Cooperative Agreements, Contracts and Other Agreements Negotiation and Administration Standard Operating Procedure the purpose of which is to ensure compliance with government laws and regulations and to ensure the efficient and effective management of funds provided by U S federal, state and local governments, other national and local governments, and multilateral sources by the Conservancy, as well as Conservancy funds provided to other entities The SOP is excerpted as follows All staff responsible for government grants, cooperative agreements, contracts, and other agreements will negotiate and administer such awards in an efficient and effective manner The Conservancy has a Grants Service Network to ensure that this occurs, including assuring compliance with all applicable funder statutes and regulations The attached table assigns performance responsibilities to the key positions involved in the negotiation and administration of the following types of agreements 1 agreements to the Conservancy from United States federal, state and local government agencies, multilateral agencies, and other national and local governments, and 2 the Conservancy's grants of funds to other entities, including those funded by a government agency, multilateral organization, other non-profit organization, private foundation, or private donor Conservancy grants to other entities are also subject to the "Grants by the Nature Conservancy to Grantees" Standard Operating Procedure In order to effectively manage these agreements and to ensure accountability, the Conservancy employs a team approach during all stages of the process, from pre-proposal discussions with potential funding agencies through final closeout of specific agreements Working as a team assures that the Conservancy successfully secures government funding for conservation projects and carries out these projects in compliance with both external and internal requirements, negotiating the best possible agreements and ensuring the projects are completed on time and within budget Essential team members are a Project Manager, a Grants Specialist, and an Attorney As appropriate, team members at any stage of the process should solicit input from staff in their respective Business Units, such as finance, philanthropy, external affairs or other conservation staff</p> |

## Additional Data

**Software ID:** 16000425

**Software Version:** v1.00

**EIN:** 53-0242652

**Name:** NATURE CONSERVANCY

### Form 990 Schedule F Part I - Activities Outside The United States

| (a) Region                        | (b) Number of offices in the region | (c) Number of employees or agents in region | (d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for region |
|-----------------------------------|-------------------------------------|---|--|--|-----------------------------------|
| Central America and the Caribbean | 7                                   | 53  | Program Services   | Protection of Lands and Waters   | 13,430,264                        |
| East Asia and the Pacific         | 12                                  | 279   | Program Services   | Protection of Lands and Waters   | 34,710,365                        |
| South Asia                        | 1                                   | 5   | Program Services   | Protection of Lands and Waters   | 752,559                           |

**Form 990 Schedule F Part I - Activities Outside The United States**

| (a) Region   | (b) Number of offices in the region | (c) Number of employees or agents in region | (d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for region |
|--|-------------------------------------|---|--|--|-----------------------------------|
| Europe (including Iceland and Greenland)                               | 4                                   | 30  | Program Services   | Protection of Lands and Waters   | 1,884,749                         |
| North America (including Canada and Mexico, but not the United States) | 2                                   | 71  | Program Services   | Protection of Lands and Waters   | 15,035,412                        |
| South America  | 7                                   | 228   | Program Services   | Protection of Lands and Waters   | 40,147,016                        |

**Form 990 Schedule F Part I - Activities Outside The United States**

| (a) Region         | (b) Number of offices in the region | (c) Number of employees or agents in region | (d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures for region |
|--------------------|-------------------------------------|---|--|--|-----------------------------------|
| Sub-Saharan Africa | 5                                   | 54  | Program Services   | Protection of Lands and Waters   | 15,864,292                        |



**Form 990 Schedule F Part II - Grants or Entities Outside The United States**

| (a) Name of organization | (b) IRS code section and EIN(if applicable) | (c) Region                        | (d) Purpose of grant   | (e) Amount of cash grant | (f) Manner of cash disbursement | (g) Amount of non-cash assistance | (h) Description of non-cash assistance | (i) Method of valuation (book, FMV, appraisal, other) |
|--------------------------|---|-----------------------------------|--|--------------------------|---------------------------------|-----------------------------------|--|---|
|                          |   | Central America and the Caribbean | Protection of the lands and waters on which all life depends | 2,555,933                | ETF, Wire Check                 | 0                                 |  |   |
|                          |   | East Asia and the Pacific         | Protection of the lands and waters on which all life depends | 2,241,973                | ETF, Wire, Check                | 0                                 |  |   |

**Form 990 Schedule F Part II - Grants or Entities Outside The United States**

| (a) Name of organization | (b) IRS code section and EIN(if applicable) | (c) Region   | (d) Purpose of grant   | (e) Amount of cash grant | (f) Manner of cash disbursement | (g) Amount of non-cash assistance | (h) Description of non-cash assistance | (i) Method of valuation (book, FMV, appraisal, other) |
|--------------------------|---|--|--|--------------------------|---------------------------------|-----------------------------------|--|---|
|                          |   | Europe (including Iceland and Greenland)                               | Protection of the lands and waters on which all life depends | 8,388                    | ETF, Wire, Check                | 0                                 |  |   |
|                          |   | North America (including Canada and Mexico, but not the United States) | Protection of the lands and waters on which all life depends | 2,336,793                | ETF, Wire, Check                | 0                                 |  |   |

**Form 990 Schedule F Part II - Grants or Entities Outside The United States**

| (a) Name of organization | (b) IRS code section and EIN(if applicable) | (c) Region         | (d) Purpose of grant   | (e) Amount of cash grant | (f) Manner of cash disbursement | (g) Amount of non-cash assistance | (h) Description of non-cash assistance | (i) Method of valuation (book, FMV, appraisal, other) |
|--------------------------|---|--------------------|--|--------------------------|---------------------------------|-----------------------------------|--|---|
|                          |   | South America      | Protection of the lands and waters on which all life depends | 5,988,428                | ETF, Wire, Check                | 0                                 |  |   |
|                          |   | Sub-Saharan Africa | Protection of the lands and waters on which all life depends | 79,417,254               | ETF, Wire, Check                | 0                                 |  |   |

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DLN: 93493065004238

SCHEDULE G  
(Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

Supplemental Information Regarding  
Fundraising or Gaming Activities

Complete if the organization answered "Yes" on Form 990, Part IV, lines 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a  
▶ Attach to Form 990 or Form 990-EZ.  
▶ Information about Schedule G (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-0047

2016

Open to Public Inspection

Name of the organization  
NATURE CONSERVANCY

Employer identification number  
53-0242652

Part I

Fundraising Activities

Complete if the organization answered "Yes" on Form 990, Part IV, line 17.  
Form 990-EZ filers are not required to complete this part.

1

Indicate whether the organization raised funds through any of the following activities. Check all that apply.

a

☒ Mail solicitations

e

☒ Solicitation of non-government grants

b

☒ Internet and email solicitations

f

☒ Solicitation of government grants

c

☒ Phone solicitations

g

☒ Special fundraising events

d

☒ In-person solicitations

2a

Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services?

☒ Yes ☐ No

b

If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

| (i) Name and address of individual or entity (fundraiser)                             | (ii) Activity  | (iii) Did fundraiser have custody or control of contributions? |    | (iv) Gross receipts from activity | (v) Amount paid to (or retained by) fundraiser listed in col (i) | (vi) Amount paid to (or retained by) organization |
|---|--|--|----|-----------------------------------|--|---|
|   |  | Yes  | No |                                   |  |   |
| Dialogue Direct Inc<br>3 East 28th Street<br>4th Floor<br>New York, NY 10016          | Professional Fundraiser<br>Canvassing and citizen outreach   | Yes  |    | 6,105,570                         | 5,668,269  | 437,301   |
| Givebridge Inc<br>489 Queen Street East<br>Suite 301<br>Toronto, Ontario<br>CA M5A1v1 | Professional Fundraiser Provide solicitation campaign services and face to face acquisition  | Yes  |    | 5,729,166                         | 5,287,199  | 441,967   |
| True North<br>630 Third Avenue<br><br>New York, NY 10017                              | Professional Fundraising Counsel Assist in the Conservancy in accomplishing its objectives for digital acquisition and developing a diversification strategy                                 |  | No | 0                                 | 3,082,947  | -3,082,947  |
| Compasss Group Inc<br>2251 Eisenhower Avenue<br>Suite 1916<br>Alexandria, VA 22314    | Professional Fundraising Counsel Conduct feasibility studies and provide campaign management services  |  | No | 0                                 | 1,278,261  | -1,278,261  |
| Donor Services Group<br>6715 Sunset Boulevard<br><br>Los Angeles, CA 90028            | Professional Fundraiser Design and implement an ongoing program of cultivation, stewardship and solicitations to current, former and new Conservancy supporters to renew or continue support | Yes  |    | 1,365,539                         | 987,252  | 378,287   |
| Donald Campbell & Co<br>One Ease Wacker Drive<br>Suite 3350<br>Chicago, IL 60601      | Professional Fundraising Counsel Strategic campaign development  |  | No | 0                                 | 464,907  | -464,907  |
| FineLine Communications Ltd<br>290 Garry Street<br><br>Winnepeg, MB<br>CA R3C 1H3     | Professional Fundraiser Telemarketing services   | Yes  |    | 590,819                           | 318,942  | 271,877   |
| M&R Strategic Services<br>1901 L Street NW<br>Suite 800<br>Washington, DC 20036       | Professional Fundraising Counsel Strategy and program management for fundraising campaigns   |  | No | 0                                 | 283,976  | -283,976  |
| PMX Agency<br>5 Hanover Square<br><br>New York, NY 10004                              | Professional Fundraising Counsel Provide creative design and analysis for fundraising programs   |  | No | 0                                 | 235,976  | -235,976  |
| Grassroots Campaigns Inc<br>186 Lincoln Street<br>Suite 100<br>Boston, MA 02111       | Professional Fundraiser Citizen outrach and face to face fundraising   | Yes  |    | 264,367                           | 227,312  | 37,055  |
| Total ▶   |  |  |    | 14,055,461                        | 17,835,041   | -3,779,580  |

3

List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.

All States

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

Cat No 50083H

Schedule G (Form 990 or 990-EZ) 2016

**Part II Fundraising Events.** Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

| Revenue         |   | (a) Event #1<br><u>Green Tie Affair</u><br>(event type) | (b) Event #2<br><u>Earth Day Event</u><br>(event type) | (c) Other events<br><u>41</u><br>(total number) | (d)<br>Total events<br>(add col (a) through<br>col (c)) |
|-----------------|---|---|--|---|---|
|                 |   |   |  |   |   |
|                 | <b>1</b> Gross receipts . . . . .   | 290,451   | 120,264  | 318,071   | 728,786   |
|                 | <b>2</b> Less Contributions . . . . .   | 198,940   | 59,401   | 1,300   | 259,641   |
|                 | <b>3</b> Gross income (line 1 minus<br>line 2) . . . . .                          | 91,511  | 60,863   | 316,771   | 469,145   |
| Direct Expenses | <b>4</b> Cash prizes . . . . .  | 0   | 0  | 0   | 0   |
|                 | <b>5</b> Noncash prizes . . . . .   | 0   | 0  | 0   | 0   |
|                 | <b>6</b> Rent/facility costs . . . . .  | 0   | 0  | 0   | 0   |
|                 | <b>7</b> Food and beverages . . . . .   | 0   | 0  | 0   | 0   |
|                 | <b>8</b> Entertainment . . . . .  | 0   | 0  | 0   | 0   |
|                 | <b>9</b> Other direct expenses . . . . .  | 198,201   | 78,608   | 908,381   | 1,185,190   |
|                 | <b>10</b> Direct expense summary Add lines 4 through 9 in column (d) . . . . . ▶  |   |  |   | 1,185,190   |
|                 | <b>11</b> Net income summary Subtract line 10 from line 3, column (d) . . . . . ▶ |   |  |   | -716,045  |

**Part III Gaming.** Complete if the organization answered "Yes" on Form 990, Part IV, line 19, or reported more than \$15,000 on Form 990-EZ, line 6a.

| Revenue         |  | (a) Bingo   | (b) Pull tabs/Instant<br>bingo/progressive bingo                    | (c) Other gaming  | (d) Total gaming (add<br>col (a) through col (c)) |
|-----------------|--|---|---|---|---|
|                 |  |   |   |   |   |
|                 | <b>1</b> Gross revenue . . . . .   |   |   |   |   |
| Direct Expenses | <b>2</b> Cash prizes . . . . .   |   |   |   |   |
|                 | <b>3</b> Noncash prizes . . . . .  |   |   |   |   |
|                 | <b>4</b> Rent/facility costs . . . . .   |   |   |   |   |
|                 | <b>5</b> Other direct expenses . . . . .   |   |   |   |   |
|                 | <b>6</b> Volunteer labor . . . . .   | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No | <input type="checkbox"/> Yes _____ %<br><input type="checkbox"/> No |   |
|                 | <b>7</b> Direct expense summary Add lines 2 through 5 in column (d) . . . . . ▶        |   |   |   |   |
|                 | <b>8</b> Net gaming income summary Subtract line 7 from line 1, column (d) . . . . . ▶ |   |   |   |   |

**9** Enter the state(s) in which the organization conducts gaming activities \_\_\_\_\_

**a** Is the organization licensed to conduct gaming activities in each of these states? ☐ Yes ☐ No

**b** If "No," explain \_\_\_\_\_

**10a** Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? ☐ Yes ☐ No

**b** If "Yes," explain \_\_\_\_\_

- 11** Does the organization conduct gaming activities with nonmembers? ☐ Yes ☐ No
- 12** Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming? ☐ Yes ☐ No
- 13** Indicate the percentage of gaming activity conducted in
- |                                      |            |   |
|--------------------------------------|------------|---|
| <b>a</b> The organization's facility | <b>13a</b> | % |
| <b>b</b> An outside facility         | <b>13b</b> | % |
- 14** Enter the name and address of the person who prepares the organization's gaming/special events books and records

Name ► .....

Address ► .....

- 15a** Does the organization have a contract with a third party from whom the organization receives gaming revenue? ☐ Yes ☐ No

- b** If "Yes," enter the amount of gaming revenue received by the organization ► \$ \_\_\_\_\_ and the amount of gaming revenue retained by the third party ► \$ \_\_\_\_\_

- c** If "Yes," enter name and address of the third party

Name ► .....

Address ► .....

**16** Gaming manager information

Name ► .....

Gaming manager compensation ► \$ .....

Description of services provided ► .....

☐ Director/officer ☐ Employee ☐ Independent contractor

**17** Mandatory distributions

- a** Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? ☐ Yes ☐ No
- b** Enter the amount of distributions required under state law distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ► \$ \_\_\_\_\_

**Part IV** **Supplemental Information.** Provide the explanations required by Part I, line 2b, columns (iii) and (v); and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also complete this part to provide any additional information (see instructions).

Return Reference

Explanation

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As Filed Data -

DLN: 93493065004238

Schedule I  
(Form 990)

Department of the Treasury  
Internal Revenue Service

Name of the organization  
NATURE CONSERVANCY

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

Complete if the organization answered "Yes," on Form 990, Part IV, line 21 or 22.  
▶ Attach to Form 990.

▶ Information about Schedule I (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-0047

2016

Open to Public Inspection

Employer identification number  
53-0242652

Part I

General Information on Grants and Assistance

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

☒ Yes ☐ No
- 2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II

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

| (a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
|--|---------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| See Additional Data Table                          |         |                               |                          |                                   |   |  |                                    |
| (1)  |         |                               |                          |                                   |   |  |                                    |
| (2)  |         |                               |                          |                                   |   |  |                                    |
| (3)  |         |                               |                          |                                   |   |  |                                    |
| (4)  |         |                               |                          |                                   |   |  |                                    |
| (5)  |         |                               |                          |                                   |   |  |                                    |
| (6)  |         |                               |                          |                                   |   |  |                                    |
| (7)  |         |                               |                          |                                   |   |  |                                    |
| (8)  |         |                               |                          |                                   |   |  |                                    |
| (9)  |         |                               |                          |                                   |   |  |                                    |
| (10)   |         |                               |                          |                                   |   |  |                                    |
| (11)   |         |                               |                          |                                   |   |  |                                    |
| (12)   |         |                               |                          |                                   |   |  |                                    |

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table . . . . . 305

3 Enter total number of other organizations listed in the line 1 table . . . . . 6

**Part III Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22

Part III can be duplicated if additional space is needed

| (a) Type of grant or assistance | (b) Number of recipients | (c) Amount of cash grant | (d) Amount of non-cash assistance | (e) Method of valuation (book, FMV, appraisal, other) | (f) Description of non-cash assistance |
|---------------------------------|--------------------------|--------------------------|-----------------------------------|---|--|
| (1)                             |                          |                          |                                   |   |  |
| (2)                             |                          |                          |                                   |   |  |
| (3)                             |                          |                          |                                   |   |  |
| (4)                             |                          |                          |                                   |   |  |
| (5)                             |                          |                          |                                   |   |  |
| (6)                             |                          |                          |                                   |   |  |
| (7)                             |                          |                          |                                   |   |  |

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

| Return Reference           | Explanation  |
|----------------------------|--|
| Schedule I, Part I, Line 2 | <p>The Nature Conservancy's procedure for monitoring grants within the United States is governed by the Government Grants, Cooperative Agreements, Contracts and Other Agreements Negotiation and Administration Standard Operating Procedure the purpose of which is to ensure compliance with government laws and regulations and to ensure the efficient and effective management of funds provided by U S federal, state and local governments, other national and local governments, and multilateral sources by the Conservancy, as well as Conservancy funds provided to other entities. The SOP is excerpted as follows. All staff responsible for government grants, cooperative agreements, contracts, and other agreements will negotiate and administer such awards in an efficient and effective manner. The Conservancy has a Grants Service Network to ensure that this occurs, including assuring compliance with all applicable funder statutes and regulations. The attached table assigns performance responsibilities to the key positions involved in the negotiation and administration of the following types of agreements: 1. agreements to the Conservancy from United States federal, state and local government agencies, multilateral agencies, and other national and local governments, and 2. the Conservancy's grants of funds to other entities, including those funded by a government agency, multilateral organization, other non-profit organization, private foundation, or private donor. Conservancy grants to other entities are also subject to the "Grants by the Nature Conservancy to Grantees" Standard Operating Procedure. In order to effectively manage these agreements and to ensure accountability, the Conservancy employs a team approach during all stages of the process, from pre-proposal discussions with potential funding agencies through final closeout of specific agreements. Working as a team assures that the Conservancy successfully secures government funding for conservation projects and carries out these projects in compliance with both external and internal requirements, negotiating the best possible agreements and ensuring the projects are completed on time and within budget. Essential team members are a Project Manager, a Grants Specialist, and an Attorney. As appropriate, team members at any stage of the process should solicit input from staff in their respective Business Units, such as finance, philanthropy, external affairs or other conservation staff.</p> |



Additional Data

Software ID: 16000425  
Software Version: v1.00  
EIN: 53-0242652  
Name: NATURE CONSERVANCY

Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.

| (a) Name and address of organization or government  | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
|---|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| ACCOMACK NORTHAMPTON PLANNING DISTRICT COMMISSION PO BOX 417 23372 FRONT ST ACCOMAC, VA 23301 | 17-6556349 | 501(c)(3)                     | 30,275                   |                                   |   |  | Conservation Activities            |
| ADIRONDACK FOUNDATION PO BOX 288 LAKE PLACID, NY 12946  | 16-1535724 | 501(c)(3)                     | 16,227                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.               |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| ADIRONDACK LAND TRUST<br>INC<br>PO BOX 65 8 NATURE WAY<br>KEENE VALLEY, NY 12943   | 22-2559576 | 501(c)(3)                     | 4,466,568                |                                   |   |  | Conservation Activities            |
| ALABAMA FOREVER WILD<br>LAND TRUST<br>DEPT OF CONS AND NATURAL<br>RESOURCES<br>64 NORTH UNION STREET<br>MONTGOMERY, AL 36130 | 27-1707385 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| ALABAMA STATE LANDS<br>DIVISION<br>64 N UNION STREET<br>MONTGOMERY, AL 36130                                   | 52-1536841 | 501(c)(3)                     | 50,000                   |                                   |   |  | Conservation Activities            |
| AMERICAN BIRD<br>CONSERVANCY<br>P O BOX 249<br>THE PLAINS, VA 20198  | 52-1501259 | 501(c)(3)                     | 10,194                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| AMERICAN CHESTNUT LAND TRUST<br>P O BOX 2363<br>PRINCE FREDERICK, MD 20678                                     | 52-1489614 | 501(c)(3)                     | 20,000                   |                                   |   |  | Conservation Activities            |
| AMERICAN LITTORAL SOCIETY<br>18 HARTSHORNE DRIVE SUITE 1<br>HIGHLANDS, NJ 07732                                | 22-1731073 | 501(c)(3)                     | 11,571                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| AMERICAN RIVER CONSERVANCY<br>348 HIGHWAY 49 PO BOX 562<br>COLOMA, CA 95613                                    | 68-0195752 | 501(c)(3)                     | 7,510                    |                                   |   |  | Conservation Activities            |
| AMERICAN RIVERS<br>1101 14TH STREET NW SUITE 1400<br>WASHINGTON, DC 20005                                      | 23-7305963 | 501(c)(3)                     | 18,750                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| ARIZONA STATE UNIVERSITY<br>P O BOX 876011<br>ATTN AWARDS MANAGEMENT TEAM<br>TEMPE, AZ 85287                   | 86-0196696 | 501(c)(3)                     | 29,824                   |                                   |   |  | Conservation Activities            |
| ARKANSAS NATURAL HERITAGE COMM<br>1500 TOWER BUILDING 323<br>CENTER ST<br>LITTLE ROCK, AR 72201                | 71-0847443 | 501(c)(3)                     | 14,375                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| ATLANTIC SALMON FEDERATION<br>14 MAINE STREET STE 406<br>BRUNSWICK, ME 04011                                   | 13-2618801 | 501(c)(3)                     | 72,000                   |                                   |   |  | Conservation Activities            |
| AUBURN UNIVERSITY<br>CONTRACTS AND GRANTS ACCOUNTING<br>381 MELL STREET<br>AUBURN, AL 36849                    | 63-5000724 | 501(c)(3)                     | 17,722                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| AUDUBON SOCIETY<br>5151 NW CORNELL ROAD<br>PORTLAND, OR 97210  | 13-1624102 | 501(c)(3)                     | 20,388                   |                                   |   |  | Conservation Activities            |
| AUSABLE RIVER ASSOCIATION<br>1181 HASELTON ROAD PO BOX 8<br>WILMINGTON, NY 12297                               | 14-1809764 | 501(c)(3)                     | 5,900                    |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| BENTON COUNTY COMMISSIONERS<br>706 EAST 5TH STREET<br>FOWLER, IN 47944   | 23-2618801 | 501(c)(3)                     | 36,319                   |                                   |   |  | Conservation Activities            |
| BIGELOW LABORATORY FOR OCEAN SCIENCE<br>60 BIGELOW DRIVE<br>EAST BOOTHBAY, ME 04544                            | 68-0542229 | 501(c)(3)                     | 27,756                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| BLACKFOOT CHALLENGE<br>PO BOX 103<br>OVANDO, MT 59854  | 81-0488863 | 501(c)(3)                     | 5,100                    |                                   |   |  | Conservation Activities            |
| BLM GRAND JUNCTION FIELD OFFICE<br>2815 H ROAD<br>GRAND JUNCTION, CO 81506                                     | 35-2618801 | 501(c)(3)                     | 28,900                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.                  |            |                               |                          |                                   |   |  |                                    |
|---|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government  | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| BLOCK ISLAND CONSERVANCY INC<br>PO BOX 84<br>BLOCK ISLAND, RI 02807   | 23-7226378 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| BOARD OF REGENTS UNIV OF WISCONSIN SYSTEM<br>MADISON GAR ACCOT<br>RESEARCH ADMIN<br>FINANCIAL DRAWER 538<br>MILWAUKEE, WI 53278 | 39-6006492 | 501(c)(3)                     | 7,062                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.       |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| BOWLING GREEN STATE UNIVERSITY<br>GRANTS ACCOUNTING OFFICE<br>312 ADMINISTRATION BUILDING<br>BOWLING GREEN, OH 43403 | 34-6007199 | 501(c)(3)                     | 12,509                   |                                   |   |  | Conservation Activities            |
| VIRGINIA DEPARTMENT OF CONSERVATION AND RECREATION<br>600 EAST MAIN STREET 24TH FLOOR<br>RICHMOND, VA 23219          | 13-0007241 | 501(c)(3)                     | 151,510                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| BRISTOL BAY HERITAGE LAND TRUST<br>PO BOX 1388<br>DILLINGHAM, AK 99576   | 31-1721762 | 501(c)(3)                     | 269,712                  |                                   |   |  | Conservation Activities            |
| BRODHEAD WATERSHED ASSOCIATION<br>PO BOX 339<br>HENRYVILLE, PA 18332   | 23-2564522 | 501(c)(3)                     | 68,293                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CAL POLY CORPORATION<br>CORPORATION<br>ADMINISTRATION<br>BUILDING 15<br>SAN LUIS OBISPO, CA 93407              | 95-1648180 | 501(c)(3)                     | 45,879                   |                                   |   |  | Conservation Activities            |
| CALAPOOIA WATERSHED<br>COUNCIL<br>PO BOX 844<br>BROWNSVILLE, OR 97327  | 26-4228349 | 501(c)(3)                     | 140,501                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| CALIFORNIA COUNCIL OF LAND TRUSTS<br>1029 K STREET SUITE 48<br>SACRAMENTO, CA 95814                            | 01-0826246 | 501(c)(3)                     | 6,000                    |                                   |   |  | Conservation Activities            |
| CALIFORNIA LEAGUE OF CONSERVATION VOTERS<br>350 FRANK H OGAWA PLAZA<br>SUITE 1100<br>OAKLAND, CA 94612         | 94-3169564 | 501(c)(4)                     | 16,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CITY OF CLINTON<br>342 MAIN STREET<br>CLINTON, AR 72031  | 26-7226378 | 501(c)(3)                     | 33,762                   |                                   |   |  | Conservation Activities            |
| CAPE COD COMMERCIAL FISHERMENS ALLIANCE<br>1566 MAIN STREET<br>CHATHAM, MA 02633                               | 04-3138784 | 501(c)(4)                     | 18,500                   |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CENTRAL MICHIGAN UNIVERSITY<br>GRANT ACCOUNTING WA 304<br>MOUNT PLEASANT, MI 48859                             | 46-1988665 | 501(c)(3)                     | 43,738                   |                                   |   |  | Conservation Activities            |
| CENTRAL OREGON INTERGOVERNMENTAL COUNCIL<br>334 NORTHEAST HAWTHORNE AVENUE<br>BEND, OR 97701                   | 94-3098621 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CHAMA PEAK LAND ALLIANCE<br>1309 EAST 3RD AVENUE<br>NUMBER 39<br>DURANGO, CO 81301                             | 27-4506183 | 501(c)(3)                     | 35,000                   |                                   |   |  | Conservation Activities            |
| CHANNEL ISLANDS NATIONAL PARK<br>1901 SPINNAKER DRIVE<br>VENTURA, CA 93001                                     | 27-4506183 | 501(c)(3)                     | 100,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CHESAPEAKE BAY FOUNDATION<br>6 HERNDON AVENUE<br>ANNAPOLIS, MD 21403   | 52-6065757 | 501(c)(3)                     | 16,028                   |                                   |   |  | Conservation Activities            |
| CHIKAMING OPEN LANDS<br>14913 LAKESIDE ROAD<br>LAKESIDE, MI 49116  | 38-3515636 | 501(c)(3)                     | 12,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CITY OF ASHLAND<br>UTILITY DIVISION FINANCE<br>DEPT<br>20 EAST MAIN STREET<br>ASHLAND, OR 97520                | 44-2389675 | 501(c)(3)                     | 7,000                    |                                   |   |  | Conservation Activities            |
| CITY OF AUBURN<br>AUBURN HALL<br>AUBURN, ME 04210  | 01-1988665 | 501(c)(3)                     | 22,500                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CITY OF SIERRA VISTA<br>1011 NORTH CORONADO DRIVE<br>SIERRA VISTA, AZ 85635                                    | 39-4629582 | 501(c)(3)                     | 13,000                   |                                   |   |  | Conservation Activities            |
| CLACKAMAS RIVER BASIN COUNCIL<br>PO BOX 1869<br>CLACKAMAS, OR 97015  | 91-1838169 | 501(c)(3)                     | 16,690                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CLEAN WATER AND JOBS FOR CALIFORNIA<br>555 CAPITOL MALL SUITE 1425<br>SACRAMENTO, CA 95814                     | 30-0680544 | 501(c)(4)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| CLEAN WATER FOR MAINE<br>188 WHITTEN ROAD<br>AUGUSTA, ME 04330   | 01-0275734 | 501(c)(3)                     | 20,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CLINCH POWELL RC&D<br>P O BOX 379<br>RUTLEDGE, TN 37861  | 62-1396815 | 501(c)(3)                     | 72,360                   |                                   |   |  | Conservation Activities            |
| COASTAL MOUNTAINS LAND TRUST<br>101 MOUNT BATTIE STREET<br>CAMDEN, ME 04843                                    | 22-2795691 | 501(c)(3)                     | 10,512                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| COCHISE COUNTY<br>1415 MELODY LANE<br>BUILDING G FINANCE<br>DEPARTMENT<br>BISBEE, AZ 86503                     | 23-3098621 | 501(c)(3)                     | 200,000                  |                                   |   |  | Conservation Activities            |
| COLORADO COALITION FOR<br>THE HOMELESS<br>2111 CHAMPA STREET<br>DENVER, CO 80205                               | 84-0951575 | 501(c)(3)                     | 6,000                    |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.                   |            |                               |                          |                                   |   |  |                                    |
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| COLORADO SCHOOL OF MINES<br>RESEARCH ACCOUNTING<br>PO BOX 911911<br>DENVER, CO 80291   | 84-6000551 | 501(c)(3)                     | 25,000                   |                                   |   |  | Conservation Activities            |
| COLORADO STATE<br>UNIVERSITY FOUNDATION<br>410 UNIVERSITY SERVICES<br>CENTER<br>601 SOUTH HOWES STREET<br>FORT COLLINS, CO 80523 | 23-7098397 | 501(c)(3)                     | 185,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| COMMONWEALTH PUBLIC BROADCASTING CORPORATION<br>23 SESAME STREET<br>RICHMOND, VA 23235                         | 54-0735782 | 501(c)(3)                     | 9,500                    |                                   |   |  | Conservation Activities            |
| COMMUNITY FOUNDATION OF WESTERN NEVADA<br>50 WASHINGTON STREET<br>SUITE 300A<br>RENO, NV 89503                 | 88-0370179 | 501(c)(3)                     | 5,585                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| COMMUNITY PARTNERS<br>1000 NORTH ALAMEDA STREET<br>SUITE 240<br>LOS ANGELES, CA 90012                          | 95-4302067 | 501(c)(3)                     | 7,500                    |                                   |   |  | Conservation Activities            |
| CONSERVATION ACTION FUND<br>555 CAPITOL MALL SUITE 1425<br>SACRAMENTO, CA 95814                                | 74-3166298 | 501(c)(4)                     | 500,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CONSERVATION INTERNATIONAL<br>2011 CRYSTAL DRIVE SUITE 500<br>ARLINGTON, VA 22202                              | 52-1497470 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| CONSERVATION STRATEGY FUND<br>1160 G STREET SUITE A1<br>ARCATA, CA 95521                                       | 94-3294843 | 501(c)(3)                     | 50,327                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| CORAL RESTORATION FOUNDATION INC<br>5 SEAGATE BOULEVARD<br>KEY LARGO, FL 33037                                 | 65-1054647 | 501(c)(3)                     | 18,623                   |                                   |   |  | Conservation Activities            |
| CORNELL UNIVERSITY<br>OFFICE OF SPONSORED PROGRAMS<br>373 PINE TREE ROAD<br>ITHACA, NY 14583                   | 15-0532082 | 501(c)(3)                     | 87,500                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
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| COUNCIL OF GREAT LAKES GOVERNORS<br>20 N WACKER DRIVE<br>SUITE 2700<br>CHICAGO, IL 60606                       | 41-1427529 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| CTIC<br>3495 KENT AVE<br>SUITE J100<br>WEST LAFAYETTE, IN 47906  | 20-2730568 | 501(c)(3)                     | 12,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| DAMARISCOTTA RIVER ASSOCIATION<br>PO BOX 333<br>DAMARISCOTTA, ME 04543   | 23-7303162 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| DANE COUNTY LAND & WATER RESOURCES<br>1 FEN OAK CT RM 208<br>MADISON, WI 53718                                 | 53-3319788 | 501(c)(3)                     | 28,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| NARROW RIVER LAND TRUST<br>PO BOX 641<br>WAKEFIELD, RI 02880   | 05-0383786 | 501(c)(3)                     | 80,000                   |                                   |   |  | Conservation Activities            |
| DELAWARE HIGHLANDS CONSERVANCY<br>P O BOX 218<br>HAWLEY, PA 18428  | 23-2804664 | 501(c)(3)                     | 6,500                    |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| DEPARTMENT OF ENVIRONMENTAL QUALITY<br>PO BOX 1104<br>RICHMOND, VA 23218                                       | 41-5643799 | 501(c)(3)                     | 23,000                   |                                   |   |  | Conservation Activities            |
| DIVISION OF CONSERVATION<br>375 VERSAILLES ROAD<br>FRANKFORT, KY 40601   | 94-3197883 | 501(c)(3)                     | 6,000                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| DOOR COUNTY LAND TRUST<br>PO BOX 65<br>STURGEON BAY, WI 54235  | 39-1561423 | 501(c)(3)                     | 78,744                   |                                   |   |  | Conservation Activities            |
| APPALACIAN MOUNTAIN CLUB<br>5 JOY STREET<br>BOSTON, MA 02108   | 04-6001677 | 501(c)(3)                     | 1,722,249                |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| DUCKS UNLIMITED INC<br>1301 PENNSYLVANIA AVE NW<br>SUITE 402<br>WASHINGTON, DC 20004                           | 13-5643799 | 501(c)(3)                     | 551,050                  |                                   |   |  | Conservation Activities            |
| DUKE UNIVERSITY<br>OFFICE OF RESEARCH<br>SUPPORT<br>2200 W MAIN ST STE 710<br>DURHAM, NC 27705                 | 56-0532129 | 501(c)(3)                     | 20,261                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| EARTH INNOVATION INSTITUTE<br>3180 18TH STREET SUITE 205<br>SAN FRANCISCO, CA 94110                            | 27-3444564 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| EAST STROUDSBURG UNIVERSITY<br>200 PROSPECT STREET<br>EAST STROUDSBURG, PA 18301                               | 23-2504462 | 501(c)(3)                     | 49,181                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| ENDANGERED HABITATS<br>CONSERVANCY<br>PO BOX 22438<br>SAN DIEGO, CA 92192                                      | 20-4349028 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| ENVISION UTAH<br>254 SOUTH 600 201<br>SALT LAKE CITY, UT 84102   | 87-0462205 | 501(c)(3)                     | 16,600                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| ERIN ANDREA ELSEY<br>1545 JACKSON STREET<br>APARTMENT 305<br>OAKLAND, CA 94612                                 | 27-0429686 | 501(c)(3)                     | 7,523                    |                                   |   |  | Conservation Activities            |
| THREE RIVERS LAND<br>P O BOX 906<br>ACTION, ME 04001   | 84-1291992 | 501(c)(3)                     | 96,817                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| FLORENCE CRITTENTON SERVICES OF CO<br>55 SOUTH ZUNI STREET<br>DENVER, CO 80223                                 | 84-0429686 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| FLORIDA DEPARTMENT OF AGRICULTURE<br>PO BOX 6720<br>TALLAHASSEE, FL 32314                                      | 87-2504462 | 501(c)(3)                     | 45,459                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| FLORIDA FISH AND WILDLIFE CONSERVATION COMMISSION<br>PO BOX 6150<br>TALLAHASSEE, FL 32134                      | 27-1129647 | 501(c)(3)                     | 25,505                   |                                   |   |  | Conservation Activities            |
| FLORIDAS WATER AND LAND LEGACY<br>1700 NORTH MONROE STREET<br>SUITE 11 286<br>TALLAHASSEE, FL 32303            | 46-0560492 | 501(c)(3)                     | 310,000                  |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| FOREST GUILD INC<br>2019 GALISTEO STREET SUITE N7<br>SANTA FE, NM 87505  | 85-0446866 | 501(c)(3)                     | 69,913                   |                                   |   |  | Conservation Activities            |
| FORT BRAGG GROUND FISH ASSOCIATION<br>20501 NOTTINGHAM COURT<br>FORT BRAGG, CA 95437                           | 30-0747064 | 501(c)(3)                     | 11,142                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| FRANKLIN COUNTY<br>CONSERVATION DISTRICT<br>185 FRANKLIN FARM LANE<br>SUITE 201<br>CHAMBERSBURG, PA 17202      | 25-1156949 | 501(c)(3)                     | 6,450                    |                                   |   |  | Conservation Activities            |
| FRIENDS OF BUFORD PARK<br>AND MT PISGAH<br>PO BOX 5266<br>EUGENE, OR 97405                                     | 93-1129647 | 501(c)(3)                     | 35,796                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| FRIENDS OF SANTA CLARA VALEY<br>OPEN SPACE<br>6950 ALMADEN EXPRESSWAY<br>SUITE 145<br>SAN JOSE, CA 95120       | 46-5299691 | 501(c)(3)                     | 100,000                  |                                   |   |  | Conservation Activities            |
| FRIENDS OF THE OSA<br>1822 R STREET NORTHWEST<br>WASHINGTON, DC 20009  | 81-0621147 | 501(c)(3)                     | 200,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| GALT JOINT UNION SCHOOL DISTRICT<br>1018 C STREET<br>SUITE 210<br>GALT, CA 95632                               | 27-0398288 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| GENESEE FINGER LAKES REGIONAL PLANNING COUNCIL<br>50 WEST MAIN STREET<br>ROCHESTER, NY 14614                   | 20-4539370 | 501(c)(3)                     | 10,089                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| GLEN CANYON NATIONAL RECREATION AREA<br>691 SCENIC VIEW DRIVE PO BOX 1507<br>PAGE, AZ 86040                    | 94-1129647 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| GRAND TRAVERSE REGIONAL LAND CONSER<br>3860 N LONG LAKE ROAD SUITE D<br>TRAVERSE CITY, MI 49684                | 38-2994229 | 501(c)(3)                     | 13,894                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| GREAT WORKS REGIONAL LAND TRUST<br>P O BOX 151<br>SOUTH BERWICK, ME 03905                                      | 22-2736228 | 501(c)(3)                     | 16,931                   |                                   |   |  | Conservation Activities            |
| GREEN UMBRELLA<br>4138 HAMILTON AVE STE D<br>CINCINNATI, OH 45223  | 31-1770299 | 501(c)(3)                     | 6,000                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| GREENBELT LAND TRUST<br>PO BOX 1721<br>CORVALLIS, OR 97339   | 94-3113836 | 501(c)(3)                     | 23,361                   |                                   |   |  | Conservation Activities            |
| GROUP FOR THE EAST END<br>P O BOX 569<br>BRIDGEHAMPTON, NY 11932   | 13-6379135 | 501(c)(3)                     | 18,500                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| GUALALA RIVER WATERSHED<br>PO BOX 1269<br>GUALALA, CA 95445  | 20-0501597 | 501(c)(3)                     | 6,254                    |                                   |   |  | Conservation Activities            |
| GULF OF MAINE RESEARCH INSTITUTE<br>350 COMMERICAL STREET<br>PORTLAND, ME 04101                                | 01-0504905 | 501(c)(3)                     | 7,038                    |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| GUNNISON CONSERVATION DISTRICT<br>216 NORTH COLORADO STREET<br>GUNNISON, CO 80903                              | 56-2736228 | 501(c)(3)                     | 9,144                    |                                   |   |  | Conservation Activities            |
| HARDIN SOIL AND WATER CONSERVATION DISTRICT<br>12751 STATE ROUTE 309W<br>KENTON, OH 43326                      | 20-5109577 | 501(c)(3)                     | 26,234                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| HEART OF THE LAKES CENTER<br>FOR LAND<br>P O BOX 1128<br>BAY CITY, MI 48706                                    | 03-0548515 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| HIGH DESERT MUSEUM<br>59800 SOUTH HIGHWAY 97<br>BEND, OR 97702   | 51-0179336 | 501(c)(3)                     | 15,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| HISTORIC HUDSON RIVER TOWNS<br>180 ROUTE 100<br>KATONAH, NY 10536  | 56-2479490 | 501(c)(3)                     | 12,500                   |                                   |   |  | Conservation Activities            |
| HUDSON RIVER WATERSHED ALLIANCE<br>PO BOX 272<br>DELMAR, NY 12054  | 45-2772407 | 501(c)(3)                     | 12,500                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| INDIANA DEPARTMENT OF NATURAL RESOURCE<br>402 W WASHINGTON ST<br>RM W255A<br>INDIANAPOLIS, IN 46204            | 52-0504905 | 501(c)(3)                     | 400,179                  |                                   |   |  | Conservation Activities            |
| INSTITUTE FOR APPLIED ECOLOGY<br>P O BOX 2855<br>CORVALLIS, OR 97339   | 93-1283716 | 501(c)(3)                     | 62,835                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| IOWA NATURAL HERITAGE FOUNDATION<br>505 FIFTH AVE SUITE 444<br>DES MOINES, IA 50309                            | 42-1127544 | 501(c)(3)                     | 89,776                   |                                   |   |  | Conservation Activities            |
| IUCN<br>1630 CONNECTICUT AVE NW<br>3RD FLOOR<br>WASHINGTON, DC 20009   | 52-1443147 | 501(c)(3)                     | 23,200                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| JENSEN BAIRD GARDNER AND HENRY<br>10 FREE STREET<br>PORTLAND, ME 04101   | 52-7772407 | 501(c)(3)                     | 85,174                   |                                   |   |  | Conservation Activities            |
| US FISH AND WILDLIFE SERVICE<br>300 WESTGATE CENTER DRIVE<br>HADLEY, MA 01035                                  | 02-3920456 | 501(c)(3)                     | 39,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| JOHNSON CREEK WATERSHED COUNCIL<br>1900 SE MILPORT RD<br>SUITE B<br>MILWAUKIE, OR 97222                        | 93-1311608 | 501(c)(3)                     | 9,499                    |                                   |   |  | Conservation Activities            |
| KENNEBEC COUNTY SOIL AND WATER CONS<br>21 ENTERPRISE DRIVE SUITE 1<br>AUGUSTA, ME 04330                        | 03-2479490 | 501(c)(3)                     | 150,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| KENNEBEC ESTUARY LAND TRUST<br>92 FRONT STREET PO BOX 1128<br>BATH, ME 04530                                   | 01-0446468 | 501(c)(3)                     | 443,487                  |                                   |   |  | Conservation Activities            |
| KENTUCKY NATURAL LANDS TRUST<br>433 CHESTNUT STREET<br>BEREA, KY 40403   | 61-1276913 | 501(c)(3)                     | 185,000                  |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| KENTUCKY STATE TREASURER<br>DIVISION OF CONSERVATION<br>2 HUDSON HOLLOW ROAD<br>FRANKFORT, KY 40601            | 61-0600439 | 501(c)(3)                     | 50,083                   |                                   |   |  | Conservation Activities            |
| KEWEENAW LAND TRUST INC<br>801 NORTH LINCOLN DRIVE<br>SUITE 306<br>HANCOCK, MI 49930                           | 38-3299537 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| KING COUNTY<br>DEPT OF NATURAL RES AND PARKS<br>201 SOUTH JACKSTON STREET<br>SUITE 600<br>SEATTLE, WA 98104    | 91-6001327 | 501(c)(3)                     | 933,442                  |                                   |   |  | Conservation Activities            |
| KOPELMAN AND PAIGE PC<br>101 ARCH STREET<br>BOSTON, MA 02110   | 38-1276913 | 501(c)(3)                     | 250,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| KOSCIUSKO SOIL AND WATER CONSERVATION<br>217 EAST BELL<br>WARSAW, IN 46582                                     | 35-1172663 | 501(c)(3)                     | 45,970                   |                                   |   |  | Conservation Activities            |
| LADUE CHAPEL PRESBYTERIAN CHURCH<br>9450 CLAYTON RD<br>SAINT LOUIS, MO 63124                                   | 43-0654861 | 501(c)(3)                     | 7,565                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| LAKE GEORGE LAND CONSERVANCY<br>PO BOX 1250 LAKE SHORE DRIVE<br>BOLTON LANDING, NY 12814                       | 22-2902944 | 501(c)(3)                     | 15,370                   |                                   |   |  | Conservation Activities            |
| PALMER LAND TRUST<br>102 SOUTH TEJON STREET<br>SUITE 360<br>COLORADO SPRINGS, CO 80903                         | 84-0763346 | 501(c)(3)                     | 200,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| LAND TRUST ALLIANCE<br>1660 L STREET NW SUITE 1100<br>WASHINGTON, DC 20036                                     | 04-2751357 | 501(c)(3)                     | 59,000                   |                                   |   |  | Conservation Activities            |
| LAND TRUST OF NORTH ALABAMA<br>2707 ARTIE STREET<br>SOUTHWEST SUITE 6<br>HUNTSVILLE, AL 35805                  | 63-0974278 | 501(c)(3)                     | 15,308                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| GREAT WORKS REGIONAL LAND<br>GREAT WORKS REGIONAL LAND TRUST<br>OGUNQUIT, ME 03907                             | 34-1987583 | 501(c)(3)                     | 227,157                  |                                   |   |  | Conservation Activities            |
| LEELANAU CONSERVANCY<br>PO BOX 1007<br>LELAND, MI 49654  | 38-2710855 | 501(c)(3)                     | 31,920                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| LEMHI REGIONAL LAND TRUST<br>PO BOX 871<br>SALMON, ID 83467  | 20-2753508 | 501(c)(3)                     | 28,550                   |                                   |   |  | Conservation Activities            |
| LENAWEE CONSERVATION DISTRICT<br>1100 SUTTON ROAD<br>ADRIAN, MI 49221  | 38-6095965 | 501(c)(3)                     | 20,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| LEWIS COUNTY SOIL AND WATER CONSERVATION<br>5274 OUTER STOWE STREET<br>SUITE 1<br>LOWVILLE, NY 13367           | 15-6002732 | 501(c)(3)                     | 11,949                   |                                   |   |  | Conservation Activities            |
| LOMAKATSI RESTORATION PROJECT<br>PO BOX 3084<br>ASHLAND, OR 97520  | 93-1163452 | 501(c)(3)                     | 7,000                    |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| LOWER PLATTE SOUTH<br>NATURAL<br>RESOURCES DISTRICT 3125<br>PORTIA ST<br>BOX 83581<br>LINCOLN, NE 68501        | 34-0623441 | 501(c)(3)                     | 7,500                    |                                   |   |  | Conservation Activities            |
| MAINE COMMUNITY<br>FOUNDATION<br>245 MAINE STREET<br>ELLSWORTH, ME 04605                                       | 01-0391479 | 501(c)(3)                     | 106,168                  |                                   |   |  | Conservation Activities            |

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| MAINE NATURAL AREAS PROGRAM<br>STATE HOUSE STATION 93<br>AUGUSTA, ME 04333                                     | 95-7806144 | 501(c)(3)                     | 42,238                   |                                   |   |  | Conservation Activities            |
| MAINE PEOPLES RESOURCE CENTER<br>565 CONGRESS STREET<br>PORTLAND, ME 04101                                     | 22-2586108 | 501(c)(3)                     | 25,500                   |                                   |   |  | Conservation Activities            |

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| MALPAI BORDERLANDS GROUP<br>P O DRAWER 3536<br>DOUGLAS, AZ 85608   | 86-0760007 | 501(c)(3)                     | 25,000                   |                                   |   |  | Conservation Activities            |
| MARIN COUNTY OPEN SPACE DISTRICT<br>3501 CIVIC CENTER DRIVE<br>ROOM 260<br>SAN RAFAEL, CA 94903                | 53-0201684 | 501(c)(3)                     | 30,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| MARTHAS VINEYARD<br>FISHERMANS<br>PRESERVATION<br>PO BOX 96<br>MENEMSHA, MA 02552                              | 45-3546941 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| MARYLAND DEPARTMENT OF<br>NATURAL<br>RESOURCES<br>TAWES STATE OFFICE<br>BUILDING B4<br>ANNAPOLIS, MD 21401     | 20-0756643 | 501(c)(3)                     | 79,942                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| MASSACHUSETTS DIVISION OF ECOLOGY<br>251 CAUSEWAY STREET 4TH FLOOR<br>BOSTON, MA 02114                         | 04-6002284 | 501(c)(3)                     | 60,500                   |                                   |   |  | Conservation Activities            |
| MATTOLE SALMON GROUP<br>PO BOX 188<br>PETROLIA, CA 95558   | 94-2762508 | 501(c)(3)                     | 43,289                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| MCKENZIE RIVER TRUST<br>1245 PEARL STREET<br>EUGENE, OR 97401  | 93-1029808 | 501(c)(3)                     | 18,414                   |                                   |   |  | Conservation Activities            |
| MESC DAUPHIN ISLAND SEA LAB<br>101 BIENVILLE BLVD<br>DAUPHIN ISLAND, AL 36528                                  | 63-0779657 | 501(c)(3)                     | 19,715                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| MICHIGAN STATE UNIVERSITY<br>426 AUDITORIUM ROAD ROOM 2<br>EAST LANSING, MI 48824                              | 38-6005984 | 501(c)(3)                     | 235,071                  |                                   |   |  | Conservation Activities            |
| MID KLAMATH WATERSHED COUNCIL<br>PO BOX 409<br>ORLEANS, CA 95556   | 20-1501256 | 501(c)(3)                     | 28,596                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| MISSISSIPPI DEPARTMENT OF MARINE RESOURCES<br>1141 BAYVIEW AVENUE<br>SUITE 101<br>BILOXI, MS 39530             | 53-2315096 | 501(c)(3)                     | 19,488                   |                                   |   |  | Conservation Activities            |
| MISSISSIPPI WILDLIFE FISHERIES AND PRKS<br>PO BOX 14194<br>JACKSON, MS 39236                                   | 63-2016841 | 501(c)(3)                     | 11,720                   |                                   |   |  | Conservation Activities            |



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| MOHONK PRESERVE INC<br>P O BOX 715<br>NEW PALTZ, NY 12561  | 14-1609484 | 501(c)(3)                     | 7,500                    |                                   |   |  | Conservation Activities            |
| AQUIDNECK ISLAND LAND TRUST<br>790 AQUIDNECK AVENUE<br>MIDDLETOWN, RI 02842                                    | 22-3073770 | 501(c)(3)                     | 110,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| MORRO BAY COMMUNITY QUOTA FUND<br>695 HARBOR STREET<br>MORRO BAY, CA 93442                                     | 46-2273232 | 501(c)(3)                     | 18,000                   |                                   |   |  | Conservation Activities            |
| MOTE MARINE LABORATORY<br>1600 KEN THOMPSON PARKWAY<br>SARASOTA, FL 34236                                      | 59-0756643 | 501(c)(3)                     | 26,277                   |                                   |   |  | Conservation Activities            |

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| MUSCATINE COUNTY SOIL AND WATER CONSERVATION<br>3500 OAKVIEW DRIVE SUITE A<br>MUSCATINE, IA 52761              | 38-1019635 | 501(c)(3)                     | 24,000                   |                                   |   |  | Conservation Activities            |
| NAPA COUNTY LAND TRUST<br>1700 SOSCOL AVENUE SUITE 20<br>NAPA, CA 94559  | 94-2315096 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

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| NATIONAL ADAPTATION FORUM<br>4077 ALTA VISTA WAY<br>KNOXVILLE, TN 37919  | 26-3303629 | 501(c)(3)                     | 15,000                   |                                   |   |  | Conservation Activities            |
| NATIONAL AUDUBON SOCIETY<br>225 VARICK STREET 7TH FLOOR<br>NEW YORK, NY 12233                                  | 13-1624102 | 501(c)(3)                     | 106,185                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| NATIONAL CORN GROWERS ASSOCIATION<br>632 CEPI DRIVE<br>CHESTERFIELD, MO 63005                                  | 42-0897662 | 501(c)(6)                     | 40,000                   |                                   |   |  | Conservation Activities            |
| NATIONAL WILD TURKEY FEDERATION<br>COALITION PARTNERS MEETING<br>P O BOX 530<br>EDGEFIELD, SC 29824            | 57-0564993 | 501(c)(3)                     | 30,000                   |                                   |   |  | Conservation Activities            |

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| NATURAL HERITAGE TRUST FUND<br>NYS DEC 625 BROADWAY<br>ALBANY, NY 12233  | 16-1019635 | 501(c)(3)                     | 530,000                  |                                   |   |  | Conservation Activities            |
| NATURAL LANDS TRUST<br>HILDACY FARM<br>1031 PALMERS MILL RD<br>MEDIA, PA 19063                                 | 23-6273818 | 501(c)(3)                     | 86,443                   |                                   |   |  | Conservation Activities            |

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| NATURAL RESOURCES FOUNDATION OF WISCONSIN<br>PO BOX 2317<br>MADISON, WI 53701                                  | 39-1572034 | 501(c)(3)                     | 505,443                  |                                   |   |  | Conservation Activities            |
| NATURLAND TRUST<br>PO BOX 728<br>GREENVILLE, SC 29602  | 23-7293632 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| NATUREBRIDGE<br>28 GEARY STREET SUITE 650<br>SAN FRANCISCO, CA 94108   | 94-2145930 | 501(c)(3)                     | 17,000                   |                                   |   |  | Conservation Activities            |
| NATURESERVE<br>4600 NORTH FAIRFAX DRIVE<br>7TH FLOOR<br>ARLINGTON, VA 22203                                    | 52-1884438 | 501(c)(3)                     | 19,701                   |                                   |   |  | Conservation Activities            |



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| NEVADA MUSEUM OF ART<br>160 WEST LIBERTY STREET<br>RENO, NV 89501  | 88-6003042 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| NEW JERSEY CONSERVATION FOUNDATION<br>170 LONGVIEW ROAD<br>FAR HILLS, NJ 07931                                 | 22-6065456 | 501(c)(3)                     | 22,000                   |                                   |   |  | Conservation Activities            |

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| NEW JERSEY NATURAL LANDS TRUST<br>501 EAST STATE STREET PO BOX 420<br>MAIL CODE 501 04<br>TRENTON, NJ 08625    | 74-2145930 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| NORTH BRANCH LAND TRUST<br>11 CARVERTON ROAD<br>TRUCKSVILLE, PA 18708  | 23-7755642 | 501(c)(3)                     | 25,000                   |                                   |   |  | Conservation Activities            |

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| NORTH CAROLINA COASTAL LAND TRUST<br>131 RACINE DRIVE SUITE 101<br>WILMINGTON, NC 28403                              | 56-1791849 | 501(c)(3)                     | 6,000                    |                                   |   |  | Conservation Activities            |
| NORTH CAROLINA WILDLIFE RESOURCES COMMISSION<br>1702 MAIL SERVICE CENTER<br>ACCOUNTS RECEIVABLE<br>RALEIGH, NC 27699 | 46-4263519 | 501(c)(3)                     | 9,100                    |                                   |   |  | Conservation Activities            |

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| NORTH COAST LAND CONSERVANCY<br>P O BOX 67<br>SEASIDE, OR 97138  | 93-0957815 | 501(c)(3)                     | 17,495                   |                                   |   |  | Conservation Activities            |
| NORTH DAKOTA CONSERVATION FUND<br>1605 E CAPITAL AVENUE<br>SUITE 101<br>BISMARCK, ND 58501                     | 45-0460767 | 501(c)(3)                     | 92,000                   |                                   |   |  | Conservation Activities            |

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| NORTH DAKOTA NATURAL RESOURCES TRUST<br>1605 EAST CAPITAL AVENUE<br>SUITE 101<br>BISMARCK, ND 58501            | 36-3512179 | 501(c)(3)                     | 925,000                  |                                   |   |  | Conservation Activities            |
| NORTH POCONO CARE<br>123 BEAR LAKE ROAD<br>THORNHUSRT, PA 18424  | 23-2739641 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

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| NORTHEAST WISCONSIN LAND TRUST<br>14 TRI PARK WAY SUITE 1<br>APPLETON, WI 54130                                | 39-1867891 | 501(c)(3)                     | 8,983                    |                                   |   |  | Conservation Activities            |
| NORTHERN ARIZONA UNIVERSITY<br>PO BOX 4070<br>FLAGSTAFF, AZ 86011  | 74-2579628 | 501(c)(3)                     | 7,500                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| NORTHWEST FLORIDA WATER MANAGEMENT<br>81 WATER MANAGEMENT DRIVE<br>HAVANA, FL 32333                            | 23-1572034 | 501(c)(3)                     | 10,002                   |                                   |   |  | Conservation Activities            |
| NOVA SOUTHEASTERN UNIVERSITY INC<br>3100 SOUTHWEST 9TH AVENUE<br>FORT LAUDERDALE, FL 33315                     | 59-1083502 | 501(c)(3)                     | 15,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| OCEAN SOCIETY EXPEDITIONS<br>PO BOX 437<br>30 SIR FRANCIS DRAKE BLVD<br>ROSS, CA 94957                         | 94-3105570 | 501(c)(3)                     | 27,177                   |                                   |   |  | Conservation Activities            |
| OFFICE OF THE INDIANA<br>ATTORNEY GENE<br>35 SOUTH PARK BOULEVARD<br>GREENWOOD, IN 46143                       | 51-3280193 | 501(c)(3)                     | 9,997                    |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| OHIO DEPARTMENT OF NATURAL RESOURCE<br>2045 MORSE RD H1<br>COLUMBUS, OH 43229                                  | 31-1334820 | 501(c)(3)                     | 12,461                   |                                   |   |  | Conservation Activities            |
| OPEN SPACE COUNCIL FOR THE SAINT LOUIS REGION<br>PO BOX 220011<br>SAINT LOUIS, MO 63122                        | 43-6065329 | 501(c)(3)                     | 6,185                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| ORANGE COUNTY LAND TRUST<br>INC<br>23 WHITE OAK DRIVE<br>SUGAR LOAF, NY 10981                                  | 13-3692034 | 501(c)(3)                     | 16,000                   |                                   |   |  | Conservation Activities            |
| OREGON FOOD BANK INC<br>PO BOX 55370<br>PORTLAND, OR 97238   | 93-0785786 | 501(c)(3)                     | 6,000                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| OREGON PUBLIC BROADCASTING<br>7140 SW MACADAM AVENUE<br>PORTLAND, OR 97219                                     | 93-0814638 | 501(c)(3)                     | 5,099                    |                                   |   |  | Conservation Activities            |
| ORONO LAND TRUST<br>JIM HINDS TREASURER<br>245 FOREST AVENUE<br>ORONO, ME 04473                                | 01-0417249 | 501(c)(3)                     | 10,194                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| OSWEGO COUNTY SOIL AND WATER CONSERVATION<br>3105 STATE ROUTE 3<br>FULTON, NY 13069                            | 15-6002510 | 501(c)(3)                     | 7,500                    |                                   |   |  | Conservation Activities            |
| PALMER LAND TRUST<br>P O BOX 1281<br>COLORADO SPRINGS, CO 80901  | 84-0763346 | 501(c)(3)                     | 20,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| PARTNERSHIP FOR THE DELAWARE BAY ESTUARY<br>110 S POPLAR STREET SUITE 202<br>WILMINGTON, DE 19801              | 51-0375307 | 501(c)(3)                     | 100,000                  |                                   |   |  | Conservation Activities            |
| PCI MEDIA IMPACT<br>777 UNITED NATIONS PLAZA<br>5TH FLOOR<br>NEW YORK, NY 10017                                | 13-3280193 | 501(c)(3)                     | 21,017                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| PFLEGER INSTITUTE OF ENVIRONMENTAL<br>2110 SOUTH COAST HIGHWAY<br>OCEANSIDE, CA 92054                          | 33-0735400 | 501(c)(3)                     | 235,930                  |                                   |   |  | Conservation Activities            |
| PHEASANTS FOREVER INC<br>1783 BUERKLE CIRCLE<br>SAINT PAUL, MN 55110   | 41-1429149 | 501(c)(3)                     | 15,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| PUBLIC ART FUND INC<br>ONE EAST 53RD STREET<br>NEW YORK, NY 10022  | 13-2898805 | 501(c)(3)                     | 37,465                   |                                   |   |  | Conservation Activities            |
| PUGET SOUND RESTORATION FUND<br>590 MADISON AVENUE NORTH<br>BAINBRIDGE ISLAND, WA 98110                        | 91-1773965 | 501(c)(3)                     | 120,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| RAINFOREST ALLIANCE INC<br>233 BROADWAY 28TH FLOOR<br>NEW YORK, NY 10279                                       | 13-3377893 | 501(c)(3)                     | 11,337                   |                                   |   |  | Conservation Activities            |
| RANNEY SCHOOL<br>235 HOPE ROAD<br>TINTON FALLS, NJ 07724   | 22-1853774 | 501(c)(3)                     | 1,382,205                |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| REGENTS OF THE UNIVERSITY OF MINNESOTA<br>NW 5957 PO BOX 1450<br>MINNEAPOLIS, MN 55485                         | 41-6000751 | 501(c)(3)                     | 50,000                   |                                   |   |  | Conservation Activities            |
| RESEARCH FOUNDATION OF SUNY<br>PO BOX 9<br>ALBANY, NY 12201  | 14-1368361 | 501(c)(3)                     | 26,461                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| ANDROSCOGGIN LAND TRUST<br>PO BOX 663<br>CHOTEAU, MT 59422   | 27-2846730 | 501(c)(3)                     | 49,057                   |                                   |   |  | Conservation Activities            |
| RUTGERS STATE UNIVERSITY<br>DIV OF GRANT CONTRACT<br>ACCTG<br>65 DAVIDSON ROAD<br>PISCATAWAY, NJ 08854         | 22-6001086 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| SAND COUNTY FOUNDATION<br>INC<br>131 WEST WILSON STREET<br>SUITE 610<br>MADISON, WI 53703                      | 39-6089450 | 501(c)(3)                     | 29,996                   |                                   |   |  | Conservation Activities            |
| SAND SPRINGS PARK FRIENDS<br>INC<br>100 EAST BROADWAY<br>SAND SPRINGS, OK 74063                                | 20-5608116 | 501(c)(3)                     | 8,000                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| SANDY RIVER BASIN<br>WATERSHED COUNCIL<br>PO BOX 869<br>SANDY, OR 97055  | 93-1294148 | 501(c)(3)                     | 260,000                  |                                   |   |  | Conservation Activities            |
| SANTA MONICA BAY<br>RESTORATION<br>FOUNDATION<br>320 WEST 4TH STREET SUITE<br>200<br>LOS ANGELES, CA 90013     | 33-0420271 | 501(c)(3)                     | 70,000                   |                                   |   |  | Conservation Activities            |

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| SCOTT RIVER WATER TRUST<br>PO BOX 591<br>ETNA, CA 96027  | 01-0924657 | 501(c)(3)                     | 21,931                   |                                   |   |  | Conservation Activities            |
| SEA WEB<br>8401 COLESVILLE ROAD SUITE 500<br>SILVER SPRING, MD 20910   | 52-2156577 | 501(c)(3)                     | 15,000                   |                                   |   |  | Conservation Activities            |

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| SEBASTICOOK REGIONAL LAND TRUST<br>PO BOX 184<br>UNITY, ME 04988   | 20-2644192 | 501(c)(3)                     | 15,402                   |                                   |   |  | Conservation Activities            |
| SEMPERVIRENS FUND<br>419 SOUTH SAN ANTONIO ROAD<br>SUITE 211<br>LOS ALTOS, CA 94022                            | 94-2155097 | 501(c)(3)                     | 63,500                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| SHAWNEE RC AND D AREA INC<br>354 STATE HIGHWAY 145 N<br>SIMPSON, IL 62985                                      | 37-1368038 | 501(c)(3)                     | 17,000                   |                                   |   |  | Conservation Activities            |
| SHEBOYGAN COUNTY<br>PLANNING AND<br>CONSERVATION DEPT<br>508 NEW YORK AVENUE<br>SHEBOYGAN, WI 53081            | 39-6005744 | 501(c)(3)                     | 15,000                   |                                   |   |  | Conservation Activities            |

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| SHENANDOAH NATIONAL PARK<br>3655 HIGHWAY 211E<br>LURAY, VA 22835   | 53-0197094 | 501(c)(3)                     | 91,553                   |                                   |   |  | Conservation Activities            |
| WESTERN FOOTHILLS LAND TRUST<br>P O BOX 368<br>LA CONNER, WA 98257   | 91-0969916 | 501(c)(3)                     | 7,000                    |                                   |   |  | Conservation Activities            |



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| SMITHSONIAN INSTITUTION<br>PO BOX 37012<br>MRC 1205 ATTN HALINA<br>IZDEBSKA<br>WASHINGTON, DC 20013            | 53-0206027 | 501(c)(3)                     | 42,047                   |                                   |   |  | Conservation Activities            |
| SOAR NONPROFIT<br>PO BOX 7352<br>VENTURA, CA 93006   | 77-0526601 | 501(c)(3)                     | 159,486                  |                                   |   |  | Conservation Activities            |

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| SOLVE<br>2000 SW 1ST AVE SUITE 400<br>PORTLAND, OR 97201   | 93-0579286 | 501(c)(3)                     | 15,000                   |                                   |   |  | Conservation Activities            |
| SOUTH DAKOTA GRASSLAND COALITION<br>P O BOX 41<br>PRESHO, SD 57568   | 46-0449860 | 501(c)(3)                     | 33,614                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| SOUTHEAST LAND TRUST OF NH<br>PO BOX 675 12 CENTER STREET<br>2ND FLOOR<br>EXETER, NH 03833                     | 02-0355374 | 501(c)(3)                     | 35,000                   |                                   |   |  | Conservation Activities            |
| SOUTHERN UTAH WILDERNESS ALLIANCE<br>425 EAST 100 SOUTH<br>SALT LAKE CITY, UT 84111                            | 94-2936961 | 501(c)(3)                     | 10,525                   |                                   |   |  | Conservation Activities            |

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| SW MICHIGAN LAND CONSERVANCY<br>6851 SPRINKLE ROAD<br>PORTAGE, MI 49002  | 38-3038708 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| ST LOUIS ARTWORKS<br>3547 OLIVE STREET SUITE 280<br>SAINT LOUIS, MO 63103                                      | 43-1735450 | 501(c)(3)                     | 90,252                   |                                   |   |  | Conservation Activities            |

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| ST LOUIS REGIONAL PUBLIC MEDIA INC<br>3655 OLIVE STREET<br>ST LOUIS, MO 63108                                  | 43-0685345 | 501(c)(3)                     | 16,000                   |                                   |   |  | Conservation Activities            |
| STANFORD UNIVERSITY<br>PO BOX 44253<br>SAN FRANCISCO, CA 94144   | 94-1156365 | 501(c)(3)                     | 51,000                   |                                   |   |  | Conservation Activities            |

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| STATE OF NEW JERSEY NJ<br>NATURAL LAND<br>501 E STATE STREET PO BOX 420<br>MAIL CODE 50104<br>TRENTON, NJ 08625 | 22-2631409 | 501(c)(3)                     | 237,249                  |                                   |   |  | Conservation Activities            |
| STATE OF WASHINGTON<br>600 CAPITOL WAY N<br>MS 43200<br>OLYMPIA, WA 98501                                       | 45-8934761 | 501(c)(3)                     | 25,000                   |                                   |   |  | Conservation Activities            |

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| STEUBEN COUNTY SOIL AND WATER CONSERVATION<br>1220 NORTH 200 WEST<br>ANGOLA, IN 46703                          | 53-0526601 | 501(c)(3)                     | 10,591                   |                                   |   |  | Conservation Activities            |
| STEVENS INSTITUTE OF TECHNOLOGY<br>1 CASTLE POINT ON HUDSON<br>HOBOKEN, NJ 07030                               | 22-1487354 | 501(c)(3)                     | 20,000                   |                                   |   |  | Conservation Activities            |

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| HARPSWELL HERITAGE LAND TRUST<br>153 HARPSWELL NECK ROAD<br>HARPSWELL, ME 04079                                | 22-2552116 | 501(c)(3)                     | 76,997                   |                                   |   |  | Conservation Activities            |
| SUBLETTE COUNTY CONSERVATION DISTRICT<br>PO BOX 647 1625<br>PINEDALE, WY 82941                                 | 83-0261739 | 501(c)(3)                     | 35,000                   |                                   |   |  | Conservation Activities            |



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| SUSSEX COUNTY MUNICIPAL UTILITIES<br>34 SOUTH ROUTE 94<br>LAFAYETTE, NJ 07848                                  | 22-2272173 | 501(c)(3)                     | 83,152                   |                                   |   |  | Conservation Activities            |
| SYCAMORE LAND TRUST INC<br>PO BOX 7801<br>BLOOMINGTON, IN 47407  | 35-1830637 | 501(c)(3)                     | 51,697                   |                                   |   |  | Conservation Activities            |

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| TEJON RANCH CONSERVANCY<br>PO BOX 216<br>FRAZIER PARK, CA 93225  | 26-2839563 | 501(c)(3)                     | 30,000                   |                                   |   |  | Conservation Activities            |
| TENNESSEE TECHNOLOGICAL UNIVERSITY<br>PO BOX 5037<br>VP FOR BUS AND FISCAL AFFAIRS<br>COOKEVILLE, TN 38505     | 62-0646806 | 501(c)(3)                     | 175,000                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE AMERICAN ALPINE CLUB<br>INC<br>710 10TH STREET<br>GOLDEN, CO 80401   | 13-1611981 | 501(c)(3)                     | 15,952                   |                                   |   |  | Conservation Activities            |
| THE ARTIST BOAT INC<br>2415 AVENUE K<br>GALVESTON, TX 77550  | 56-2394277 | 501(c)(3)                     | 6,000                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE CONSERVATION CAMPAIGN<br>101 MONTGOMERY STREET<br>SUITE 900<br>SAN FRANCISCO, CA 94104                     | 04-3515341 | 501(c)(4)                     | 7,500                    |                                   |   |  | Conservation Activities            |
| THE LAND CONSERVANCY OF NJ<br>NEW JERSEY 19 BOONTON AVE<br>BOONTON, NJ 07005                                   | 22-2378868 | 501(c)(3)                     | 25,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE LAND TRUST FOR TENNESSEE INC<br>209 10TH AVENUE S STE 511<br>NASHVILLE, TN 37203                           | 62-1770549 | 501(c)(3)                     | 6,000                    |                                   |   |  | Conservation Activities            |
| THE LONG NOW FOUNDATION<br>2 MARINA BOULEVARD<br>FORT MASON CENTER<br>BUILDING<br>SAN FRANCISCO, CA 94123      | 68-0384748 | 501(c)(3)                     | 35,849                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE MISSION PROJECT INC<br>8445 LINDEN LANE<br>PRAIRIE VILLAGE, KS 66207                                       | 83-0393426 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| THE OHIO STATE UNIVERSITY<br>OFFICE OF SPONSORED PROGRAMS<br>1960 KENNY RD<br>COLUMBUS, OH 43210               | 31-6402113 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE REGENTS OF THE UNIVERSITY OF CA<br>102 HAHN STUDENT SERVICES<br>1156 HIGH STREET<br>SANTA CRUZ, CA 95064   | 95-6006144 | 501(c)(3)                     | 27,395                   |                                   |   |  | Conservation Activities            |
| THE TRAIL FOUNDATION<br>PO BOX 5195<br>AUSTIN, TX 78763  | 87-0699956 | 501(c)(3)                     | 382,865                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE TRUST FOR PUBLIC LAND<br>101 MONTGOMERY ST<br>SUITE 900<br>SAN FRANCISCO, CA 94104                         | 23-7222333 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| THE UNIVERSITY OF ILLINOIS<br>URBANA GRANTS AND<br>CONTRACTS<br>PO BOX 4610<br>SPRINGFIELD, IL 62708           | 37-6000511 | 501(c)(3)                     | 27,335                   |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE WATERSHED PROJECT<br>1347 SOUTH 46TH STREET<br>SUITE 155<br>RICHMOND, CA 94804                             | 91-1767292 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |
| THE WETLANDS CONSERVANCY<br>4640 SOUTHWEST MACADAM AVENUE<br>SUITE 50<br>PORTLAND, OR 97239                    | 93-0797197 | 501(c)(3)                     | 15,552                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE WOODS HOLE RESEARCH CENTER INC<br>149 WOODS HOLE ROAD<br>FALMOUTH, MA 02540                                | 04-3005094 | 501(c)(3)                     | 39,242                   |                                   |   |  | Conservation Activities            |
| THREE RIVERS LAND TRUST<br>11 OAK STREET SUITE 8<br>ALFRED, ME 04002   | 01-0539771 | 501(c)(3)                     | 489,617                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THUNDER BASIN GRASSLANDS PRAIRIE<br>GRASSLANDS ASSOCIATION<br>1031 STEINLE ROAD<br>DOUGLAS, WY 82633           | 83-0332000 | 501(c)(3)                     | 13,000                   |                                   |   |  | Conservation Activities            |
| TOLEDO AREA METROPARKS<br>5100 WEST CENTRAL AVENUE<br>TOLEDO, OH 43615   | 23-7222333 | 501(c)(3)                     | 162,506                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TOWER FOUNDATION OF SAN JOSE STATE<br>ONE WASHINGTON SQUARE<br>SAN JOSE, CA 95192                              | 83-0403915 | 501(c)(3)                     | 122,074                  |                                   |   |  | Conservation Activities            |
| TOWN OF PASSADUMKEAG<br>P O BOX 75<br>PASSADUMKEAG, ME 04475   | 91-0539771 | 501(c)(3)                     | 117,845                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TOWN OF PHILLIPS<br>15 RUSSELL STREET<br>PHILLIPS, ME 04966  | 83-1561423 | 501(c)(3)                     | 15,000                   |                                   |   |  | Conservation Activities            |
| TOWN OF PLYMOUTH<br>11 LINCOLN STREET<br>PLYMOUTH, MA 02360  | 91-1612715 | 501(c)(3)                     | 27,867                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TRANSFORM<br>436 14TH STREET SUITE 600<br>OAKLAND, CA 94612  | 72-1521579 | 501(c)(3)                     | 48,658                   |                                   |   |  | Conservation Activities            |
| TREASURER OF VIRGINIA<br>PO BOX 1795<br>RICHMOND, VA 23218   | 39-1767292 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| TREASURER STATE OF MAINE<br>155 STATE HOUSE STATION<br>AUGUSTA, ME 04330                                       | 01-6000001 | 501(c)(3)                     | 92,108                   |                                   |   |  | Conservation Activities            |
| TRI ISLE RESOURCE<br>CONSERVATION<br>PO BOX 338<br>KAHULUI, HI 96733   | 99-0278397 | 501(c)(3)                     | 12,800                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| TROUT UNLIMITED INC<br>1777 NORTH KENT STREET<br>SUITE 100<br>ARLINGTON, VA 22209                              | 38-1612715 | 501(c)(3)                     | 425,865                  |                                   |   |  | Conservation Activities            |
| TRUST FOR CONSERVATION INNOVATION<br>150 POST STREET SUITE 342<br>SAN FRANCISCO, CA 94108                      | 91-2166435 | 501(c)(3)                     | 49,436                   |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UC REGENTS<br>CASHIERS OFFICE SAASB<br>BLDG<br>ROOM 1212<br>SANTA BARBARA, CA 93606                            | 95-6006145 | 501(c)(3)                     | 26,364                   |                                   |   |  | Conservation Activities            |
| UNITED STATES FISH AND WILDLIFE SERVICE<br>177 ADMIRAL COCHRANE DRIVE<br>ANNAPOLIS, MD 21401                   | 53-0201504 | 501(c)(3)                     | 62,436                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNITED STATES GEOLOGICAL SURVEY<br>MS271 NATIONAL CENTER<br>RESTON, VA 20192                                   | 53-0196958 | 501(c)(3)                     | 87,500                   |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF ALABAMA<br>SPONSORED PROGRAMS<br>ACCOUNTING<br>BOX 870135<br>TUSCALOOSA, AL 35487                | 63-6005396 | 501(c)(3)                     | 191,363                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF CALIFORNIA<br>BERKELEY<br>FOUNDATION GIANNINI HALL<br>BERKELEY, CA 94720                         | 94-6002123 | 501(c)(3)                     | 7,523                    |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF FLORIDA<br>CONTRACTS AND GRANTS<br>ACCT SVC<br>PO BOX 113001<br>GAINESVILLE, FL 32611            | 59-6002052 | 501(c)(3)                     | 7,500                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF GEORGIA<br>RESEARCH<br>FOUNDATION<br>279 WILLIAMS STREET<br>ATHENS, GA 30602                     | 58-1353149 | 501(c)(3)                     | 54,319                   |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF HAWAII<br>2440 CAMPUS<br>BOX 368<br>HONOLULU, HI 96822   | 99-6000354 | 501(c)(3)                     | 25,873                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF IDAHO<br>875 PERIMETER DRIVE MS<br>3020<br>MOSCOW, ID 83844                                      | 47-6000511 | 501(c)(3)                     | 130,800                  |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF ILLINOIS<br>GRANTS AND CONTRACTS<br>P O BOX 4610<br>SPRINGFIELD, IL 62708                        | 37-6000511 | 501(c)(3)                     | 21,510                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.   |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF MASSACHUSETTS<br>285 OLD WESTPORT ROAD<br>FOSTER ADMIN BUILDING RM 01<br>NORTH DARTMOUTH, MA 02747 | 04-3167352 | 501(c)(3)                     | 109,019                  |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF MIAMI<br>OFFICE OF RESEARCH ADMINISTRATION<br>PO BOX 405803<br>ATLANTA, GA 30384                   | 59-0624458 | 501(c)(3)                     | 87,413                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF MONTANA<br>OFFICE OF RES AND SPONSORED PROG<br>32 CAMPUS DRIVE<br>MISSOULA, MT 59812             | 81-6001713 | 501(c)(3)                     | 14,327                   |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF NEBRASKA<br>SPONSORED PROGRAMS 2200<br>VINE ST<br>PO BOX 830861<br>LINCOLN, NE 68583             | 47-0049123 | 501(c)(3)                     | 33,488                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF NEW HAMPSHIRE<br>SPONSORED PGMADMIN SVC BLDG<br>ROOM 109<br>DURHAM, NH 03824                     | 02-6000937 | 501(c)(3)                     | 56,517                   |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF NEW MEXICO<br>CONTRACT AND GRANT ACCOUNTING<br>SCHOLLS HALL<br>ALBUQUERQUE, NM 87131             | 85-6000642 | 501(c)(3)                     | 43,999                   |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF NOTRE DAME<br>RESEARCH AND SPONSORED PROGRAMS<br>836A GRACE HALL<br>NOTRE DAME, IN 46556         | 35-0868188 | 501(c)(3)                     | 11,965                   |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF SOUTHERN MAINE<br>PO BOX 9300 34 BEDFORD STREET<br>PORTLAND, ME 04104                            | 00-4869216 | 501(c)(3)                     | 41,905                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF UTAH<br>255 SOUTH CENTRAL CAMPUS DRIVE<br>SALT LAKE CITY, UT 84112                               | 87-6000525 | 501(c)(3)                     | 115,236                  |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF VIRGINIA<br>PO BOX 400195<br>1001 NORTH EMMET STREET<br>CHARLOTTESVILLE, VA 22904                | 54-6001796 | 501(c)(3)                     | 8,200                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UNIVERSITY OF WASHINGTON<br>OFFICE OF SPONSORED PROGRAMS<br>4333 BROOKLYN AVE NE<br>SEATTLE, WA 98195          | 91-6001537 | 501(c)(3)                     | 24,633                   |                                   |   |  | Conservation Activities            |
| UNIVERSITY OF WISCONSIN<br>1975 WILLOW DR<br>MADISON, WI 53706   | 39-6006492 | 501(c)(3)                     | 115,305                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| UPPER COLUMBIA SALMON RECOVERY BOARD<br>11 SPOKANE STREET SUITE 101<br>WENATCHEE, WA 98801                     | 20-4703769 | 501(c)(3)                     | 40,000                   |                                   |   |  | Conservation Activities            |
| UPPER DESCHUTES WATERSHED COUNCIL<br>P O BOX 1812<br>BEND, OR 97709  | 91-1757262 | 501(c)(3)                     | 8,200                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
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| URBAN GREENSPACES INSTITUTE<br>PO BOX 6903<br>PORTLAND, OR 97228   | 93-1251573 | 501(c)(3)                     | 16,052                   |                                   |   |  | Conservation Activities            |
| US DEPARTMENT OF AGRICULTURE<br>PO BOX 979099<br>ST LOUIS, MO 63179  | 72-0564838 | 501(c)(3)                     | 5,098                    |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.    |            |                               |                          |                                   |   |  |                                    |
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| (a) Name and address of organization or government  | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| US FOREST SERVICE<br>CO CITIBANK PO BOX 301550<br>LOS ANGELES, CA 90030   | 72-0564834 | 501(c)(3)                     | 18,075                   |                                   |   |  | Conservation Activities            |
| UTAH DIVISION OF WATER RIGHTS<br>1594 WEST NORTH TEMPLE<br>SUITE 220<br>PO BOX 146300<br>SALT LAKE CITY, UT 84114 | 93-6006492 | 501(c)(3)                     | 49,309                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| UTAH DIVISION OF WILDLIFE RESOURCES<br>1594 W NORTH TEMPLE SUITE 2110<br>SALT LAKE CITY, UT 84114              | 54-0279152 | 501(c)(3)                     | 30,000                   |                                   |   |  | Conservation Activities            |
| UTAH INTERFAITH POWER AND LIGHT<br>PO BOX 112016<br>SALT LAKE CITY, UT 84147                                   | 27-0477392 | 501(c)(3)                     | 67,188                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| UTAH RIVERS COUNCIL<br>1055 EAST 2100 SOUTH<br>SALT LAKE CITY, UT 84106  | 87-0538450 | 501(c)(3)                     | 12,500                   |                                   |   |  | Conservation Activities            |
| VAN BUREN CONSERVATION DISTRICT<br>1035 E MICHIGAN AVENUE<br>PAW PAW, MI 49079                                 | 38-2986937 | 501(c)(3)                     | 32,000                   |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.  |            |                               |                          |                                   |   |  |                                    |
|---|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government  | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| VERMONT CENTER FOR ECOSTUDIES<br>P O BOX 420<br>NORWICH, VT 05055   | 51-0639429 | 501(c)(3)                     | 92,049                   |                                   |   |  | Conservation Activities            |
| VIRGINIA INSTITUTE OF MARINE SCIENC<br>COLLEGE OF WILLIAM AND MARY<br>PO BOX 1346<br>GLOUCESTER POINT, VA 23062 | 54-2027915 | 501(c)(3)                     | 22,591                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| VIRGINIA MARINE RESOURCES COMMISSION<br>2600 WASHINGTON AVE 3RD FLOOR<br>NEWPORT NEWS, VA 23607                | 54-6001720 | 501(c)(3)                     | 13,251                   |                                   |   |  | Conservation Activities            |
| WASHINGTON STATE UNIVERSITY<br>OFFICE OF GRANT AND RESEARCH DEV<br>PO BOX 643140<br>PULLMAN, WA 99164          | 91-6001108 | 501(c)(3)                     | 12,775                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WASHINGTON WILDLIFE AND RECREATION COUNCIL<br>1402 THIRD AVE SUITE 507<br>SEATTLE, WA 98101                    | 91-1190821 | 501(c)(3)                     | 51,418                   |                                   |   |  | Conservation Activities            |
| WATERSHED RES AND TRAINING CTR<br>P O BOX 356<br>HAYFORK, CA 96041   | 94-3116339 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WELLS NATIONAL ESTUARINE RESEARCH RESERVE<br>342 LAUDHOLM FARM RD<br>WELLS, ME 04090                           | 01-0459976 | 501(c)(3)                     | 1,007,172                |                                   |   |  | Conservation Activities            |
| WEST WISCONSIN LAND TRUST<br>500 E MAIN STREET SUITE 307<br>MENOMONIE, WI 54751                                | 39-1618389 | 501(c)(3)                     | 12,750                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments.    |            |                               |                          |                                   |   |  |                                    |
|---|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government  | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WESTCHESTER LAND TRUST<br>11 BABBITT ROAD<br>BEDFORD HILLS, NY 10507  | 94-6001107 | 501(c)(3)                     | 7,509                    |                                   |   |  | Conservation Activities            |
| WESTERN CAROLINA UNIVERSITY<br>OFFICE OF RESEARCH ADMINISTRATION<br>110 CORDELIA CAMP BLDG<br>CULLOWHEE, NC 28723 | 56-6001440 | 501(c)(3)                     | 10,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WESTERN FOOTHILLS LAND TRUST<br>PO BOX 107<br>NORWAY, ME 04268   | 01-6083123 | 501(c)(3)                     | 40,000                   |                                   |   |  | Conservation Activities            |
| WESTERN PENNSYLVANIA CONSERVANCY<br>800 WATERFRONT DRIVE<br>PITTSBURGH, PA 15222                               | 25-1053485 | 501(c)(3)                     | 11,778                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WESTERN WASHINGTON AGRICULTURAL ASSOCIATION<br>2017 CONTINENTAL PLACE<br>SUITE 6<br>MOUNT VERNON, WA 98273     | 91-0699137 | 501(c)(3)                     | 22,874                   |                                   |   |  | Conservation Activities            |
| WESTERN WASHINGTON UNIVERSITY<br>CASHIERS OFFICE MS 9004<br>516 HIGH ST<br>BELLINGHAM, WA 98225                | 91-6000562 | 501(c)(3)                     | 28,530                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WILDLAND RESTORATION INTERNATIONAL<br>PO BOX 262<br>GREEN HARBOR, MA 02041                                     | 46-3077252 | 501(c)(3)                     | 126,854                  |                                   |   |  | Conservation Activities            |
| WILDLANDS CONSERVANCY INC<br>3701 ORCHID PLACE<br>EMMAUS, PA 18049   | 23-7401326 | 501(c)(3)                     | 121,539                  |                                   |   |  | Conservation Activities            |



| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WILSON COUNTY TENNESSEE<br>228 EAST MAIN STREET 3RD FLOOR<br>LEBANON, TN 37087                                 | 62-1566628 | 501(c)(3)                     | 8,500                    |                                   |   |  | Conservation Activities            |
| WINOUS POINT MARSH CONSERVANCY<br>3500 SOUTH LATTIMORE ROAD<br>PORT CLINTON, OH 43452                          | 34-1900372 | 501(c)(3)                     | 36,759                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WOOD PAWCATUCK WATERSHED ASSOCIATION<br>203 ARCADIA ROAD<br>HOPE VALLEY, RI 02832                              | 22-2504648 | 501(c)(3)                     | 50,520                   |                                   |   |  | Conservation Activities            |
| WRIGHT COUNTY SOIL AND WATER CONSER<br>1133 CENTRAL AVENUE WEST<br>CLARION, IA 50525                           | 90-0212404 | 501(c)(3)                     | 159,169                  |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WSGA<br>P O BOX 206<br>CHEYENNE, WY 82003  | 39-1092159 | 501(c)(3)                     | 24,773                   |                                   |   |  | Conservation Activities            |
| WWRC ACTION FUND<br>1402 THIRD AVE SUITE 507<br>SEATTLE, WA 98101  | 91-1445276 | 501(c)(3)                     | 35,000                   |                                   |   |  | Conservation Activities            |

| Form 990, Schedule I, Part II, Grants and Other Assistance to Domestic Organizations and Domestic Governments. |            |                               |                          |                                   |   |  |                                    |
|--|------------|-------------------------------|--------------------------|-----------------------------------|---|--|------------------------------------|
| (a) Name and address of organization or government   | (b) EIN    | (c) IRC section if applicable | (d) Amount of cash grant | (e) Amount of non-cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| YALE UNIVERSITY<br>GRANT AND CONTRACT FINCL<br>ADMIN<br>PO BOX 1873<br>NEW HAVEN, CT 06508                     | 06-0646973 | 501(c)(3)                     | 15,225                   |                                   |   |  | Conservation Activities            |

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" on Form 990, Part IV, line 23.  
▶ Attach to Form 990.  
▶ Information about Schedule J (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-0047

2015

Open to Public Inspection

|  |  |
|--|--|
| Name of the organization<br>NATURE CONSERVANCY | Employer identification number<br>53-0242652 |
|--|--|

Part I

Questions Regarding Compensation

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

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

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

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

| (A) Name and Title        | (B) Breakdown of W-2 and/or 1099-MISC compensation |                                     |                                     | (C) Retirement and other deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(i)-(D) | (F) Compensation in column (B) reported as deferred on prior Form 990 |
|---------------------------|--|-------------------------------------|-------------------------------------|--|-------------------------|---------------------------------|---|
|                           | (i) Base compensation                              | (ii) Bonus & incentive compensation | (iii) Other reportable compensation |  |                         |                                 |   |
| See Additional Data Table |  |                                     |                                     |  |                         |                                 |   |

**Part III**   **Supplemental Information**

Provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 3, 4a, 4b, 4c, 5a, 5b, 6a, 6b, 7, and 8, and for Part II. Also complete this part for any additional information.

| Return Reference            | Explanation   |
|-----------------------------|---|
| Schedule J, Part I, Line 1a | Consistent with the Conservancy's Standard Operating Procedure for Travel and Reporting and its Financial Management Handbook, and in very limited circumstances, key Employees have purchased 1st class airfare. The circumstances included: 1) when no economy fares were available and the employee's business schedule required them to take the flight, and (2) when the employee's changing business schedule required them to book a refundable ticket and there was no difference in price between first class and economy. Further, Key Employees working outside the US may receive housing allowances as part of their participation in the Conservancy's Global Mobility Program. |

Additional Data

Software ID: 16000425

Software Version: v1.00

EIN: 53-0242652

Name: NATURE CONSERVANCY

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

| (A) Name and Title  |      | (B) Breakdown of W-2 and/or 1099-MISC compensation |                                     |                                     | (C) Retirement and other deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(i)-(D) | (F) Compensation in column (B) reported as deferred on prior Form 990 |
|---|------|--|-------------------------------------|-------------------------------------|--|-------------------------|---------------------------------|---|
|   |      | (i) Base Compensation                              | (ii) Bonus & incentive compensation | (iii) Other reportable compensation |  |                         |                                 |   |
| 1Mark R Tercek<br>Director, President & CEO                                     | (i)  | 776,687  | 0                                   | 11,838                              | 19,231   | 13,843                  | 821,599                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 1Stephen C Howell<br>Chief Financial and Administrative Officer                 | (i)  | 376,759  | 0                                   | 11,838                              | 21,200   | 15,392                  | 425,189                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 2Karen BerkyDivision Director   | (i)  | 248,657  | 0                                   | 2,319                               | 17,579   | 767                     | 269,322                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 3William Ginn<br>EVP, Global Conservation Initiatives                           | (i)  | 372,260  | 0                                   | 13,356                              | 21,200   | 8,990                   | 415,806                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 4Michael Sweeney<br>State Director  | (i)  | 320,763  | 0                                   | 9,270                               | 18,000   | 13,844                  | 361,877                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 5Bnan McPeek<br>Chief Conservation Officer                                      | (i)  | 602,790  | 0                                   | 9,990                               | 18,000   | 15,392                  | 646,172                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 6Glenn Prickett<br>Chief External Affairs Officer                               | (i)  | 355,725  | 0                                   | 1,518                               | 21,200   | 13,844                  | 392,287                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 7Mark Burget<br>Executive VP and Regional Director                              | (i)  | 447,543  | 0                                   | 11,838                              | 21,200   | 14,237                  | 494,818                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 8Janine Wilkin<br>Chief of Staff and Acting Chief Marketing Officer             | (i)  | 263,033  | 35,769                              | 7,391                               | 18,000   | 13,833                  | 338,026                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 9Wisla Heneghan<br>Chief Operating Officer and General Counsel                  | (i)  | 355,725  | 0                                   | 1,518                               | 17,608   | 13,843                  | 388,694                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 10Joseph J Keenan<br>Managing Director  | (i)  | 206,127  | 0                                   | 203,215                             | 21,200   | 23,381                  | 453,923                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 11Charles Bedford<br>Regional Director  | (i)  | 189,610  | 0                                   | 337,654                             | 21,200   | 23,381                  | 571,845                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 12Peter Wheeler<br>Vice President   | (i)  | 300,655  | 0                                   | 2,778                               | 0  | 0                       | 303,433                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 13Justin Adams<br>Global Managing Director, Lands                               | (i)  | 317,356  | 0                                   | 25,035                              | 0  | 0                       | 342,391                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 14Jim Asp<br>Chief Development Officer  | (i)  | 592,298  | 100,000                             | 4,356                               | 0  | 8,990                   | 705,644                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 15Mano D'Amico<br>Chief Marketing Officer (Former)                              | (i)  | 134,649  | 25,000                              | 21,507                              | 6,135  | 4,941                   | 192,232                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 16Guilio Boccaletti<br>Chief Stragety Officer & Global Managing Director, Water | (i)  | 357,094  | 0                                   | 9,450                               | 0  | 0                       | 366,544                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 17Mana Damanaki<br>Global Managing Director, Oceans                             | (i)  | 331,233  | 0                                   | 9,342                               | 0  | 0                       | 340,575                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 18Aurelio Ramos<br>Regional Managing Director                                   | (i)  | 295,369  | 0                                   | 990                                 | 18,001   | 13,161                  | 327,521                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| 19Heather Tallis<br>Chief Scientest/Strategy Innovation                         | (i)  | 236,586  | 42,405                              | 475                                 | 16,085   | 77                      | 295,628                         | 0   |
|   | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |



Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

| (A) Name and Title   |      | (B) Breakdown of W-2 and/or 1099-MISC compensation |                                     |                                     | (C) Retirement and other deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(i)-(D) | (F) Compensation in column (B) reported as deferred on prior Form 990 |
|--|------|--|-------------------------------------|-------------------------------------|--|-------------------------|---------------------------------|---|
|  |      | (i) Base Compensation                              | (ii) Bonus & incentive compensation | (iii) Other reportable compensation |  |                         |                                 |   |
| <b>1</b> William Ulfelder<br>New York Executive Director                 | (i)  | 318,994  | 0                                   | 34,990                              | 18,000   | 15,392                  | 387,376                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>1</b> Thomas Neises<br>VP & Associate Chief Development Officer       | (i)  | 363,235  | 20,300                              | 990                                 | 18,000   | 6,041                   | 408,566                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>2</b> Angela Sosdian<br>Director Development & Gift Planning (Former) | (i)  | 277,413  | 6,300                               | 4,714                               | 21,200   | 8,985                   | 318,612                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>3</b> R Geoffrey Rochester<br>Director Marketing                      | (i)  | 288,335  | 0                                   | 2,750                               | 17,767   | 5,452                   | 314,304                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>4</b> Philip Tabas<br>Special Counsel - North American Region         | (i)  | 157,015  | 0                                   | 8,490                               | 13,137   | 8,941                   | 187,583                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>5</b> Lynn Hale<br>Global Managing Director, Oceans (Former)          | (i)  | 174,220  | 0                                   | 4,554                               | 13,938   | 58                      | 192,770                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>6</b> David Banks<br>Regional Managing Director                       | (i)  | 291,444  | 0                                   | 990                                 | 18,000   | 15,392                  | 325,826                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>7</b> Pascal Mittermaier<br>Managing Director                         | (i)  | 295,494  | 0                                   | 990                                 | 18,000   | 13,844                  | 328,328                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>8</b> Michael Tetreault<br>Chief People Officer                       | (i)  | 294,687  | 0                                   | 7,184                               | 17,539   | 13,843                  | 333,253                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>9</b> Dietmar Grimm<br>Managing Director                              | (i)  | 150,928  | 0                                   | 185,102                             | 17,937   | 15,824                  | 369,791                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>10</b> Michelle Lakly<br>Managing Director                            | (i)  | 218,388  | 8,987                               | 720                                 | 18,000   | 15,367                  | 261,462                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>11</b> Robert McKim<br>Division Director                              | (i)  | 248,614  | 0                                   | 2,391                               | 20,512   | 15,378                  | 286,895                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>12</b> Seema Paul<br>Managing Director                                | (i)  | 263,517  | 16,055                              | 104,354                             | 5,775  | 19,560                  | 409,261                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>13</b> Jan R Mittan<br>Chief Philanthropy Officer, New York           | (i)  | 313,539  | 17,500                              | 2,838                               | 1,877  | 8,990                   | 344,744                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>14</b> Lois Quam<br>Chief Operating Officer (Former)                  | (i)  | 219,192  | 0                                   | 472,536                             | 17,535   | 50                      | 709,313                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>15</b> Addison Dana<br>VP and Chief Investment Officer                | (i)  | 248,435  | 0                                   | 2,847                               | 18,000   | 15,377                  | 284,659                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |
| <b>16</b> Lynne Scarlett<br>Co-Chief External Affairs Officer            | (i)  | 266,411  | 0                                   | 7,452                               | 21,200   | 5,445                   | 300,508                         | 0   |
|  | (ii) | 0  | 0                                   | 0                                   | 0  | -<br>0                  | -<br>0                          | 0   |

Schedule K  
(Form 990)

Department of the Treasury  
Internal Revenue Service  
Name of the organization  
NATURE CONSERVANCY

Supplemental Information on Tax Exempt Bonds

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 24a. Provide descriptions, explanations, and any additional information in Part VI.  
▶ Attach to Form 990.  
▶ Information about Schedule K (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-0047

2016

Open to Public Inspection

Employer identification number  
53-0242652

Part I

Bond Issues

| (a) Issuer name  | (b) Issuer EIN | (c) CUSIP # | (d) Date issued | (e) Issue price | (f) Description of purpose | (g) Defeased |    | (h) On behalf of issuer |    | (i) Pool financing |    |
|--|----------------|-------------|-----------------|-----------------|----------------------------|--------------|----|-------------------------|----|--------------------|----|
|  |                |             |                 |                 |                            | Yes          | No | Yes                     | No | Yes                | No |
| A Colorado Educational and Cultural Facilities Authority | 84-0896726     | 19645RPA3   | 02-01-2012      | 144,435,000     | Convert 2008 TE Bonds      |              | X  |                         | X  |                    | X  |

Part II

Proceeds

|    |  | A           |    | B   |    | C   |    | D   |    |
|----|--|-------------|----|-----|----|-----|----|-----|----|
| 1  | Amount of bonds retired . . . . .  | 21,970,000  |    |     |    |     |    |     |    |
| 2  | Amount of bonds legally defeased . . . . .   | 0           |    |     |    |     |    |     |    |
| 3  | Total proceeds of issue . . . . .  | 144,435,000 |    |     |    |     |    |     |    |
| 4  | Gross proceeds in reserve funds . . . . .  | 0           |    |     |    |     |    |     |    |
| 5  | Capitalized interest from proceeds . . . . .   | 0           |    |     |    |     |    |     |    |
| 6  | Proceeds in refunding escrows . . . . .  | 0           |    |     |    |     |    |     |    |
| 7  | Issuance costs from proceeds . . . . .   | 915,000     |    |     |    |     |    |     |    |
| 8  | Credit enhancement from proceeds . . . . .   | 0           |    |     |    |     |    |     |    |
| 9  | Working capital expenditures from proceeds . . . . .   | 0           |    |     |    |     |    |     |    |
| 10 | Capital expenditures from proceeds . . . . .   | 143,520,000 |    |     |    |     |    |     |    |
| 11 | Other spent proceeds . . . . .   | 0           |    |     |    |     |    |     |    |
| 12 | Other unspent proceeds . . . . .   | 0           |    |     |    |     |    |     |    |
| 13 | Year of substantial completion . . . . .   | 2012        |    |     |    |     |    |     |    |
|    |  | Yes         | No | Yes | No | Yes | No | Yes | No |
| 14 | Were the bonds issued as part of a current refunding issue? . . . . .  | X           |    |     |    |     |    |     |    |
| 15 | Were the bonds issued as part of an advance refunding issue? . . . . .   |             | X  |     |    |     |    |     |    |
| 16 | Has the final allocation of proceeds been made? . . . . .  | X           |    |     |    |     |    |     |    |
| 17 | Does the organization maintain adequate books and records to support the final allocation of proceeds? . . . . . | X           |    |     |    |     |    |     |    |

Part III

Private Business Use

|  | A   |    | B   |    | C   |    | D   |    |
|--|-----|----|-----|----|-----|----|-----|----|
|  | Yes | No | Yes | No | Yes | No | Yes | No |
| 1 Was the organization a partner in a partnership, or a member of an LLC, which owned property financed by tax-exempt bonds? . . . . . |     | X  |     |    |     |    |     |    |
| 2 Are there any lease arrangements that may result in private business use of bond-financed property? . . . . .                        | X   |    |     |    |     |    |     |    |

**Part III Private Business Use** (Continued)

|   | <b>A</b>   |           | <b>B</b>   |           | <b>C</b>   |           | <b>D</b>   |           |
|---|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
|   | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> |
| <b>3a</b> Are there any management or service contracts that may result in private business use of bond-financed property? . . . . .  |            | X         |            |           |            |           |            |           |
| <b>b</b> If "Yes" to line 3a, does the organization routinely engage bond counsel or other outside counsel to review any management or service contracts relating to the financed property?   |            |           |            |           |            |           |            |           |
| <b>c</b> Are there any research agreements that may result in private business use of bond-financed property? . . . . .   |            | X         |            |           |            |           |            |           |
| <b>d</b> If "Yes" to line 3c, does the organization routinely engage bond counsel or other outside counsel to review any research agreements relating to the financed property?   |            |           |            |           |            |           |            |           |
| <b>4</b> Enter the percentage of financed property used in a private business use by entities other than a section 501(c)(3) organization or a state or local government . . . . .  | 0 001 %    |           |            |           |            |           |            |           |
| <b>5</b> Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another section 501(c)(3) organization, or a state or local government . . . . . | 0 %        |           |            |           |            |           |            |           |
| <b>6</b> Total of lines 4 and 5 . . . . .   | 0 001 %    |           |            |           |            |           |            |           |
| <b>7</b> Does the bond issue meet the private security or payment test? . . .   | X          |           |            |           |            |           |            |           |
| <b>8a</b> Has there been a sale or disposition of any of the bond-financed property to a nongovernmental person other than a 501(c)(3) organization since the bonds were issued? . . . . .  |            | X         |            |           |            |           |            |           |
| <b>b</b> If "Yes" to line 8a, enter the percentage of bond-financed property sold or disposed of . .  |            |           |            |           |            |           |            |           |
| <b>c</b> If "Yes" to line 8a, was any remedial action taken pursuant to Regulations sections 1.141-12 and 1.145-2? . . . . .  |            |           |            |           |            |           |            |           |
| <b>9</b> Has the organization established written procedures to ensure that all nonqualified bonds of the issue are remediated in accordance with the requirements under Regulations sections 1.141-12 and 1.145-2? . . . . .                           | X          |           |            |           |            |           |            |           |

**Part IV Arbitrage**

|   | <b>A</b>   |           | <b>B</b>   |           | <b>C</b>   |           | <b>D</b>   |           |
|---|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
|   | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> |
| <b>1</b> Has the issuer filed Form 8038-T, Arbitrage Rebate, Yield Reduction and Penalty in Lieu of Arbitrage Rebate? . . . |            | X         |            |           |            |           |            |           |
| <b>2</b> If "No" to line 1, did the following apply? . . . .  |            |           |            |           |            |           |            |           |
| <b>a</b> Rebate not due yet? . . . . .  |            | X         |            |           |            |           |            |           |
| <b>b</b> Exception to rebate? . . . . .   |            | X         |            |           |            |           |            |           |
| <b>c</b> No rebate due? . . . . .   |            | X         |            |           |            |           |            |           |
| If "Yes" to line 2c, provide in Part VI the date the rebate computation was performed . . . . .                             |            |           |            |           |            |           |            |           |
| <b>3</b> Is the bond issue a variable rate issue? . . . . .   | X          |           |            |           |            |           |            |           |
| <b>4a</b> Has the organization or the governmental issuer entered into a qualified hedge with respect to the bond issue?    |            | X         |            |           |            |           |            |           |
| <b>b</b> Name of provider . . . . .   |            |           |            |           |            |           |            |           |
| <b>c</b> Term of hedge . . . . .  |            |           |            |           |            |           |            |           |
| <b>d</b> Was the hedge superintegrated? . . . . .   |            |           |            |           |            |           |            |           |
| <b>e</b> Was the hedge terminated? . . . . .  |            |           |            |           |            |           |            |           |

**Part IV Arbitrage** (Continued)

|  | <b>A</b>   |           | <b>B</b>   |           | <b>C</b>   |           | <b>D</b>   |           |
|--|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
|  | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> |
| <b>5a</b> Were gross proceeds invested in a guaranteed investment contract (GIC)?                                |            | X         |            |           |            |           |            |           |
| <b>b</b> Name of provider . . . . .  |            |           |            |           |            |           |            |           |
| <b>c</b> Term of GIC . . . . .   |            |           |            |           |            |           |            |           |
| <b>d</b> Was the regulatory safe harbor for establishing the fair market value of the GIC satisfied? . . . . .   |            |           |            |           |            |           |            |           |
| <b>6</b> Were any gross proceeds invested beyond an available temporary period?                                  |            | X         |            |           |            |           |            |           |
| <b>7</b> Has the organization established written procedures to monitor the requirements of section 148? . . . . | X          |           |            |           |            |           |            |           |

**Part V Procedures To Undertake Corrective Action**

|  | <b>A</b>   |           | <b>B</b>   |           | <b>C</b>   |           | <b>D</b>   |           |
|--|------------|-----------|------------|-----------|------------|-----------|------------|-----------|
|  | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> | <b>Yes</b> | <b>No</b> |
| Has the organization established written procedures to ensure that violations of federal tax requirements are timely identified and corrected through the voluntary closing agreement program if self-remediation is not available under applicable regulations? | X          |           |            |           |            |           |            |           |

**Part VI Supplemental Information.** Provide additional information for responses to questions on Schedule K (see instructions).

SCHEDULE M  
(Form 990)

Department of the Treasury  
Internal Revenue Service

Noncash Contributions

►Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.  
►Attach to Form 990.  
►Information about Schedule M (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990)

OMB No 1545-0047

2016

Open to Public Inspection

Name of the organization  
NATURE CONSERVANCY

Employer identification number  
53-0242652

Part I

Types of Property

|  | (a)<br>Check if<br>applicable | (b)<br>Number of contributions or<br>items contributed | (c)<br>Noncash contribution<br>amounts reported on<br>Form 990, Part VIII, line<br>1g | (d)<br>Method of determining<br>noncash contribution amounts |
|--|-------------------------------|--|---|--|
| 1 Art—Works of art . . . . .   |                               |  |   |  |
| 2 Art—Historical treasures . . . . .   |                               |  |   |  |
| 3 Art—Fractional interests . . . . .   |                               |  |   |  |
| 4 Books and publications . . . . .   |                               |  |   |  |
| 5 Clothing and household<br>goods . . . . .  |                               |  |   |  |
| 6 Cars and other vehicles . . . . .  | X                             | 3  | 12,653  | Comparable Sales   |
| 7 Boats and planes . . . . .   |                               |  |   |  |
| 8 Intellectual property . . . . .  |                               |  |   |  |
| 9 Securities—Publicly traded . . . . .   | X                             | 1,573  | 28,650,223  | Avg Sales Price  |
| 10 Securities—Closely held stock . . . . .   | X                             | 2  | 50,224  | Appraised Value  |
| 11 Securities—Partnership, LLC,<br>or trust interests . . . . .  |                               |  |   |  |
| 12 Securities—Miscellaneous . . . . .  |                               |  |   |  |
| 13 Qualified conservation<br>contribution—Historic<br>structures . . . . .   |                               |  |   |  |
| 14 Qualified conservation<br>contribution—Other . . . . .  | X                             | 64   | 64,651,270  | Appraised Value  |
| 15 Real estate—Residential . . . . .   | X                             | 18   | 14,932,900  | Appraised Value  |
| 16 Real estate—Commercial . . . . .  |                               |  |   |  |
| 17 Real estate—Other . . . . .   |                               |  |   |  |
| 18 Collectibles . . . . .  |                               |  |   |  |
| 19 Food inventory . . . . .  |                               |  |   |  |
| 20 Drugs and medical supplies . . . . .  |                               |  |   |  |
| 21 Taxidermy . . . . .   |                               |  |   |  |
| 22 Historical artifacts . . . . .  |                               |  |   |  |
| 23 Scientific specimens . . . . .  |                               |  |   |  |
| 24 Archeological artifacts . . . . .   |                               |  |   |  |
| 25 Other ► ( <u>Computer Hardware</u> )  | X                             | 2  | 1,598,813   | Comparable Sales   |
| 26 Other ► ( <u>Miscellaneous</u> )  | X                             | 205  | 257,871   | Comparable Sales   |
| 27 Other ► ( _____ )   |                               |  |   |  |
| 28 Other ► ( _____ )   |                               |  |   |  |
| 29 Number of Forms 8283 received by the organization during the tax year for contributions<br>for which the organization completed Form 8283, Part IV, Donee Acknowledgement |                               |  | 29  | 60   |

30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that  
it must hold for at least three years from the date of the initial contribution, and which is not required to be used  
for exempt purposes for the entire holding period? . . . . .

30a

Yes

No

b If "Yes," describe the arrangement in Part II

31 Does the organization have a gift acceptance policy that requires the review of any non-standard contributions?

31

Yes

No

32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash  
contributions? . . . . .

32a

Yes

No

b If "Yes," describe in Part II

33 If the organization did not report an amount in column (c) for a type of property for which column (a) is checked,  
describe in Part II

33

Yes

No

**Part II****Supplemental Information.**

Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

Return Reference

Explanation

**SCHEDULE O**  
(Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Name of the organization

NATURE CONSERVANCY

**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.

► Information about Schedule O (Form 990 or 990-EZ) and its instructions is at  
[www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-0047

**2016****Open to Public  
Inspection****Employer identification number**

53-0242652

**990 Schedule O, Supplemental Information**

| Return Reference                                | Explanation   |
|---|---|
| Form 990,<br>Part VI,<br>Section B,<br>Line 11b | The Form 990 is prepared, based on financial statements audited by PricewaterhouseCoopers, and other internally generated information by the Conservancy's Director of Tax Services. The Form is further reviewed by the Conservancy's Internal Audit Department (which provides independent verification of certain information) and members of Senior Management. As outlined in its charter, the Audit Committee then reviews any significant issues or judgments relating to disclosures in the Conservancy's Form 990. Finally, copies are provided to the full Board of Directors for their comment prior to filing with the IRS. |

**990 Schedule O, Supplemental Information**

| Return Reference                       | Explanation  |
|--|--|
| Form 990, Part VI, Section B, Line 12c | <p>The Nature Conservancy's monitoring and enforcement of its conflicts policy is governed by its Conflict of Interest Standard Operating Procedure ("SOP") which is excerpted as follows. Before engaging in any activity on behalf of the Conservancy, staff must determine (a) whether the activity could give rise to a conflict of interest or the appearance of a conflict of interest, and, if so, (b) whether the conflict can or should be avoided to protect the best interests of the Conservancy. If it is not reasonably possible to avoid a conflict of interest or the appearance of a conflict of interest, or it is not in the Conservancy's best interest to do so, staff must determine appropriate strategies to mitigate and manage the potential adverse consequences of the conflict and obtain approval, as described below, prior to engaging in the activity. A conflict of interest exists when an individual who is responsible for acting in the best interests of the Conservancy has another interest or loyalty that could influence or impair, or may appear to influence or impair, the individual's ability to act in the best interests of the Conservancy. As used throughout the SOP, the terms "conflict" and "conflict of interest" include 1 actual conflicts of interest, 2 potential conflicts of interest (situations that could become actual conflicts in the future based upon foreseeable events or the passage of time), and 3 perceived conflicts of interest (situations that others could reasonably perceive to be, or have the appearance of, a conflict of interest). Generally, conflicts can arise from relationships between the Conservancy and staff, Board members, trustees and advisors, and the families of all those groups. There are very specific rules regarding who is a "covered person" that are governed, in great part, by the U.S. Internal Revenue Service requirements for public charities. If a conflict of interest is identified which cannot reasonably be avoided or it is not in the best interest of the Conservancy to do so, before proceeding with the proposed activity, review and approval to proceed must be obtained as described in this section. While a request for approval of a proposed course of action is pending or being considered, the transaction or activity cannot proceed. A Board and Key Employee certifications. All Conservancy Board members and key employees shall annually certify that they have read the Conflicts of Interest Policy and have disclosed all conflicts. B Supervisor Approval Required. In the case of staff, prior to submission for review and approval to the Conflicts Committee the conflict of interest must be raised to the individual's supervisor and the supervisor must make the determination that he or she (a) wishes to pursue the proposed activity and (b) approves the recommended course of action and proposed mitigation as sufficient. Signature on the Approval form indicates this approval. Regional level approval also is required. C Conflicts C</p> |



**990 Schedule O, Supplemental Information**

| Return<br>Reference                             | Explanation  |
|---|--|
| Form 990,<br>Part VI,<br>Section B,<br>Line 12c | <p>Committee Review Required The Conflicts Committee reviews and makes determinations about conflicts of interest involving the Conservancy, unless excepted by this SOP See Conflicts of Interest for the Conflicts Committee charter, meeting schedule and list of Committee members Staff must submit a Request for Conflicts Committee Approval form to the Conflicts Committee when seeking review and approval The form should explain why the conflict cannot or should not be avoided and recommend a course of action designed to minimize the conflict's potential adverse consequences By submitting the form, both the person submitting the form and his/her supervisor (a) are responsible for ensuring that the form makes a thorough disclosure of the relevant information, and (b) are deemed to support and be responsible for the recommended course of action The appropriate Conservancy attorney may be consulted to assist in analyzing the conflict Board Members and Trustees should contact the Conservancy's Chief Compliance Officer to request a review by the Conflicts Committee</p> <p>D Review by the Audit Committee of the Board of Directors All conflicts of interest involving a member of the Board of Directors, a Director's family members, a Director's Controlled Entities, or a Substantial Contributor shall be submitted to the Audit Committee of the Board of Directors for review and disposition Referral to the Audit Committee is made by the General Counsel or Chief Compliance Officer on behalf of the Conflicts Committee along with the recommendation for disposition made by the Conflicts Committee</p> |

# 990 Schedule O, Supplemental Information

| Return Reference                      | Explanation   |
|---------------------------------------|---|
| Form 990, Part VI, Section B, Line 15 | Review Process for Officer and Key Employee Compensation The President and Chief Executive Officer's, as well as, members of the Executive Team's performances and compensation are reviewed annually by the Board of Directors The performance and compensation of all other Key Employees is reviewed annually by their direct supervisor All compensation amounts are based on information provided by an independent compensation consultant who utilizes comparable data from Form 990's from other organizations and compensation survey's and studies to ensure reasonableness |

# 990 Schedule O, Supplemental Information

| Return<br>Reference                            | Explanation  |
|--|--|
| Form 990,<br>Part VI,<br>Section C,<br>Line 18 | The Nature Conservancy's governing documents, conflict of interest policy and financial statements are available to the public via our website <a href="https://www.nature.org">nature.org</a> |

# 990 Schedule O, Supplemental Information

| Return<br>Reference                            | Explanation  |
|--|--|
| Form 990,<br>Part VI,<br>Section C,<br>Line 19 | The Nature Conservancy's governing documents, conflict of interest policy and financial statements are available to the public via our website <a href="https://www.nature.org">nature.org</a> |

**990 Schedule O, Supplemental Information**

| Return<br>Reference               | Explanation                          |
|-----------------------------------|--------------------------------------|
| Form 990,<br>Part IX, Line<br>11g | Other Contract and Professional Fees |

**990 Schedule O, Supplemental Information**

| Return<br>Reference             | Explanation                               |
|---------------------------------|---|
| Form 990,<br>Part XI, Line<br>9 | Net assets of unconsolidated subsidiaries |

SCHEDULE R  
(Form 990)

Department of the Treasury  
Internal Revenue Service

Related Organizations and Unrelated Partnerships

► Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.

► Attach to Form 990.      ► Information about Schedule R (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No 1545-0047

2016

Open to Public Inspection

Name of the organization  
NATURE CONSERVANCY

Employer identification number  
53-0242652

Part I Identification of Disregarded Entities Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

| (a)<br>Name, address, and EIN (if applicable) of disregarded entity   | (b)<br>Primary activity                                       | (c)<br>Legal domicile (state or foreign country) | (d)<br>Total income | (e)<br>End-of-year assets | (f)<br>Direct controlling entity |
|---|---|--|---------------------|---------------------------|----------------------------------|
| (1) Woodland Development Company LLC<br>c/o The Nature Conservancy<br>4245 North Fairfax Drive<br>Arlington, VA 22203<br>55-0807256 | Holds Title to Conservation Real Estate in Chile              | CI   | 0                   | 5,104,621                 | N/A                              |
| (2) TNC China LLC<br>4245 N Fairfax Drive<br>Arlington, VA 22203<br>26-4484383  | Environmental Services, Consulting, Research and Conservation | DE   | -15,145             | -5,428                    | N/A                              |
| (3) The Nature Conservancy in Europe<br>c/o Nabu Charitestr 3<br>Berlin D10117<br>GM 53-0242652                                     | Conservation Activities in the European Union                 | GM   | 97,401              | 11,962,217                | N/A                              |
| (4) TNC Boreas LLC<br>195 New Karner Road<br>Albany, NY 12205<br>53-0242652   | Conservation activities in the Adirondacks                    | NY   | 0                   | 0                         | N/A                              |
| (5) TNC Palmyra Logistics LLC<br>c/o The Nature Conservancy<br>923 Nuuanu Avenue<br>Honolulu, HI 96817<br>45-4535564                | Transportation to and from Paymyra Atoll                      | HI   | 0                   | 0                         | N/A                              |
| (6) Fortin Chacabuco LLC<br>4245 North Fairfax Drive<br>Arlington, VA 22203<br>53-0242652   | Hold title to conservation related assets in Argentina        | DE   | -840,665            | 1,501,409                 | N/A                              |

Part II Identification of Related Tax-Exempt Organizations Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.

See Additional Data Table

| (a)<br>Name, address, and EIN of related organization | (b)<br>Primary activity | (c)<br>Legal domicile (state or foreign country) | (d)<br>Exempt Code section | (e)<br>Public charity status (if section 501(c)(3)) | (f)<br>Direct controlling entity | (g)<br>Section 512(b)(13) controlled entity? |    |
|---|-------------------------|--|----------------------------|---|----------------------------------|--|----|
|   |                         |  |                            |   |                                  | Yes  | No |
|   |                         |  |                            |   |                                  |  |    |
|   |                         |  |                            |   |                                  |  |    |
|   |                         |  |                            |   |                                  |  |    |
|   |                         |  |                            |   |                                  |  |    |
|   |                         |  |                            |   |                                  |  |    |
|   |                         |  |                            |   |                                  |  |    |
|   |                         |  |                            |   |                                  |  |    |

**Part III Identification of Related Organizations Taxable as a Partnership** Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a partnership during the tax year.

| (a)<br>Name, address, and EIN of<br>related organization   | (b)<br>Primary activity                                   | (c)<br>Legal<br>domicile<br>(state<br>or<br>foreign<br>country) | (d)<br>Direct<br>controlling<br>entity | (e)<br>Predominant<br>income(related,<br>unrelated,<br>excluded from<br>tax under<br>sections 512-<br>514) | (f)<br>Share of<br>total income | (g)<br>Share of<br>end-of-year<br>assets | (h)<br>Disproportionate<br>allocations? |    | (i)<br>Code V-UBI<br>amount in<br>box 20 of<br>Schedule K-1<br>(Form 1065) | (j)<br>General or<br>managing<br>partner? |    | (k)<br>Percentage<br>ownership |
|--|---|---|--|--|---------------------------------|--|---|----|--|---|----|--------------------------------|
|  |   |   |  |  |                                 |  | Yes                                     | No |  | Yes                                       | No |                                |
| <b>(1)</b> PT Putri Naga Komodo LLC<br>JI Pura Segara Pelabuhan Raya<br>Benoa Denpasar<br>Bali 80222<br>ID | Collaborative<br>Management of<br>Komodo National<br>Park | ID  | N/A                                    | Related  | 0                               | 6,752                                    |   | No |  | Yes                                       |    | 60 %                           |
|  |   |   |  |  |                                 |  |   |    |  |   |    |                                |
|  |   |   |  |  |                                 |  |   |    |  |   |    |                                |
|  |   |   |  |  |                                 |  |   |    |  |   |    |                                |
|  |   |   |  |  |                                 |  |   |    |  |   |    |                                |
|  |   |   |  |  |                                 |  |   |    |  |   |    |                                |
|  |   |   |  |  |                                 |  |   |    |  |   |    |                                |
|  |   |   |  |  |                                 |  |   |    |  |   |    |                                |

**Part IV Identification of Related Organizations Taxable as a Corporation or Trust** Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related organizations treated as a corporation or trust during the tax year.

See Additional Data Table

| (a)<br>Name, address, and EIN of<br>related organization | (b)<br>Primary activity | (c)<br>Legal<br>domicile<br>(state or foreign<br>country) | (d)<br>Direct controlling<br>entity | (e)<br>Type of entity<br>(C corp, S corp,<br>or trust) | (f)<br>Share of total<br>income | (g)<br>Share of end-of-<br>year<br>assets | (h)<br>Percentage<br>ownership | (i)<br>Section 512(b)<br>(13) controlled<br>entity? |    |
|--|-------------------------|---|-------------------------------------|--|---------------------------------|---|--------------------------------|---|----|
|  |                         |   |                                     |  |                                 |   |                                | Yes   | No |
|  |                         |   |                                     |  |                                 |   |                                |   |    |
|  |                         |   |                                     |  |                                 |   |                                |   |    |
|  |                         |   |                                     |  |                                 |   |                                |   |    |
|  |                         |   |                                     |  |                                 |   |                                |   |    |
|  |                         |   |                                     |  |                                 |   |                                |   |    |
|  |                         |   |                                     |  |                                 |   |                                |   |    |
|  |                         |   |                                     |  |                                 |   |                                |   |    |



**Part V Transactions With Related Organizations** Complete if the organization answered "Yes" on Form 990, Part IV, line 34, 35b, or 36.

Note. Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule

1 During the tax year, did the organization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?

a Receipt of (i) interest, (ii)annuities, (iii) royalties, or(iv) rent from a controlled entity . . . . .

b Gift, grant, or capital contribution to related organization(s) . . . . .

c Gift, grant, or capital contribution from related organization(s) . . . . .

d Loans or loan guarantees to or for related organization(s) . . . . .

e Loans or loan guarantees by related organization(s) . . . . .

f Dividends from related organization(s) . . . . .

g Sale of assets to related organization(s) . . . . .

h Purchase of assets from related organization(s) . . . . .

i Exchange of assets with related organization(s) . . . . .

j Lease of facilities, equipment, or other assets to related organization(s) . . . . .

k Lease of facilities, equipment, or other assets from related organization(s) . . . . .

l Performance of services or membership or fundraising solicitations for related organization(s) . . . . .

m Performance of services or membership or fundraising solicitations by related organization(s) . . . . .

n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) . . . . .

o Sharing of paid employees with related organization(s) . . . . .

p Reimbursement paid to related organization(s) for expenses . . . . .

q Reimbursement paid by related organization(s) for expenses . . . . .

r Other transfer of cash or property to related organization(s) . . . . .

s Other transfer of cash or property from related organization(s) . . . . .

Yes

No

1a

No

1b

No

1c

No

1d

No

1e

No

1f

No

1g

No

1h

No

1i

No

1j

No

1k

No

1l

No

1m

No

1n

No

1o

No

1p

No

1q

No

1r

No

1s

No

2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds

| (a)<br>Name of related organization | (b)<br>Transaction<br>type (a-s) | (c)<br>Amount involved | (d)<br>Method of determining amount involved |
|-------------------------------------|----------------------------------|------------------------|--|
|                                     |                                  |                        |  |
|                                     |                                  |                        |  |
|                                     |                                  |                        |  |
|                                     |                                  |                        |  |
|                                     |                                  |                        |  |
|                                     |                                  |                        |  |

Schedule R (Form 990) 2016

Provide the following information for each entity taxed as a partnership through which the organization conducted more than five percent of its activities (measured by total assets or gross revenue) that was not a related organization. See instructions regarding exclusion for certain investment partnerships.

[illegible]

**Part VII**   **Supplemental Information**

Provide additional information for responses to questions on Schedule R (see instructions)

| Return Reference | Explanation |
|------------------|-------------|
|------------------|-------------|

Additional Data

Software ID: 16000425  
Software Version: v1.00  
EIN: 53-0242652  
Name: NATURE CONSERVANCY

Form 990, Schedule R, Part I - Identification of Disregarded Entities

| (a)<br>Name, address, and EIN (if applicable) of disregarded entity   | (b)<br>Primary Activity                                       | (c)<br>Legal Domicile<br>(State or Foreign Country) | (d)<br>Total income | (e)<br>End-of-year assets | (f)<br>Direct Controlling Entity |
|---|---|---|---------------------|---------------------------|----------------------------------|
| (1) Woodland Development Company LLC<br>c/o The Nature Conservancy<br>4245 North Fairfax Drive<br>Arlington, VA 22203<br>55-0807256 | Holds Title to Conservation Real Estate in Chile              | CI  | 0                   | 5,104,621                 | N/A                              |
| (1) TNC China LLC<br>4245 N Fairfax Drive<br>Arlington, VA 22203<br>26-4484383  | Environmental Services, Consulting, Research and Conservation | DE  | -15,145             | -5,428                    | N/A                              |
| (2) The Nature Conservancy in Europe<br>c/o Nabu Charitestr 3<br>Berlin D10117<br>GM 53-0242652                                     | Conservation Activities in the European Union                 | GM  | 97,401              | 11,962,217                | N/A                              |
| (3) TNC Boreas LLC<br>195 New Karner Road<br>Albany, NY 12205<br>53-0242652   | Conservation activities in the Adirondacks                    | NY  | 0                   | 0                         | N/A                              |
| (4) TNC Palmyra Logistics LLC<br>c/o The Nature Conservancy<br>923 Nuuanu Avenue<br>Honolulu, HI 96817<br>45-4535564                | Transportation to and from Paymyra Atoll                      | HI  | 0                   | 0                         | N/A                              |
| (5) Fortin Chacabuco LLC<br>4245 North Fairfax Drive<br>Arlington, VA 22203<br>53-0242652   | Hold title to conservation related assets in Argentina        | DE  | -840,665            | 1,501,409                 | N/A                              |

| Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations   |  |  |                            |   |                                  |   |    |
|--|--|--|----------------------------|---|----------------------------------|---|----|
| (a)<br>Name, address, and EIN of related organization  | (b)<br>Primary activity  | (c)<br>Legal domicile (state or foreign country) | (d)<br>Exempt Code section | (e)<br>Public charity status (if section 501(c)(3)) | (f)<br>Direct controlling entity | (g)<br>Section 512 (b)(13) controlled entity? |    |
|  |  |  |                            |   |                                  | Yes   | No |
| (1)<br><br>Sig Quadra 01 Lote 985 A 1005 Sala Ed Centro Emp Parque 232 A 235 Brasila DF, Brazil<br>BR                      | Conservation activities in Brazil  | BR   |                            |   | N/A                              |   |    |
| (1)<br><br>201 Mission Street<br>4th Floor<br>San Francisco, CA 94105<br>20-5797732  | Applicant for public funding for conservation in California                              | CA   | 501(c)(3)                  | 509(a)(1)   | N/A                              |   |    |
| (2)<br><br>245 Riverside Drive<br>West End, Queensland QLD 4101<br>AS  | Conservation Activities in Australia   | AS   |                            |   | N/A                              |   |    |
| (3)<br><br>Ave Francisco de Miranda Urb Los Palos Grandes Edif Tecoteca Piso 1 Oficinas A and B, Caracas<br>VE             | Conservation activities in Venezuela   | VE   |                            |   | N/A                              |   |    |
| (4)<br><br>201 Mission Street<br>4th Floor<br>San Francisco, CA 94105<br>27-0038237  | Manages agricultural properties with wildlife habitat values                             | CA   | 501(c)(3)                  | 509(a)(1) Type I                                    | N/A                              |   |    |
| (5)<br><br>4245 N Fairfax Drive<br>Arlington, VA 22203<br>31-1656561   | Financing conservation of natural resources and environmental protection in Panama       | VA   | 501(c)(4)                  |   | N/A                              |   |    |
| (6)<br><br>Clayton Ciudad del Saber<br>Calle Principal Casa 353 A/B<br>Panama City, Panama<br>PM                           | Conservation activities in Panama  | PM   |                            |   | N/A                              |   |    |
| (7)<br><br>4245 N Fairfax Drive<br>Arlington, VA 22203<br>54-1549668   | Advocating for public policies which guarantee the protection of the earth's environment | VA   | 501(c)(4)                  |   | N/A                              |   |    |
| (8)<br><br>Rio San Angel 9 Colonia Guadalupe<br>Inn Delegaction Alvar Obregon<br>Mexico City, Distrito Federal 01020<br>MX | Conservation activities in Mexico  | MX   |                            |   | N/A                              |   |    |
| (9)<br><br>250 City Centre Avenue<br>Suite 506<br>Ottawa, ON K1R 6K7<br>CA   | Conservation activities in Canada  | CA   |                            |   | N/A                              |   |    |
| (10)<br><br>2-5-1 Kita-Aoyama<br>Minato-Ku<br>Tokyo 107-8077<br>JA   | Conservation Activities in Japan   | JA   | 501(c)(3)                  |   | N/A                              |   |    |
| (11)<br><br>10 Queen Street Place<br>London EC4R 1BE<br>UK   | Conservation Activities in the UK  | UK   |                            |   | N/A                              |   |    |
| (12)<br><br>Jl Iskandarsyah Raya No 66C<br>Kebayoran Baru<br>Jakarta Selatan, Indonesia 12160<br>ID                        | Conservation activities in Indonesia   | ID   |                            |   | N/A                              |   |    |
| (13)<br><br>c/o TNC Bella Villa Brookside Grove<br>PO Box 19738 00100GPO<br>Nairobi<br>KE                                  | Conservation Activities in Kenya   | KE   |                            |   | N/A                              |   | No |
| (14)<br><br>491 Smollett Street<br>Albury, NSW 2640<br>AS  | Water Conservation in Australia  | AS   |                            |   | N/A                              |   |    |
| (15)<br><br>2107 Prosperity Millennia Plaza<br>663 Kings Road North Point<br>Hong Kong<br>HK                               | Conservation Activities in Hong Kong   | HK   |                            |   | N/A                              |   |    |
| (16)<br><br>50 Customhouse Quay<br>Wellington Central<br>Wellington<br>NZ  | Conservation Activities in New Zealand   | NZ   |                            |   | N/A                              |   |    |
| (17)<br><br>50 Customhouse Quay<br>Wellington Central<br>Wellington<br>NZ  | Conservation Activities in New Zealand   | NZ   |                            |   | N/A                              |   |    |

**Form 990, Schedule R, Part IV - Identification of Related Organizations Taxable as a Corporation or Trust**

| (a)<br>Name, address, and EIN of<br>related organization  | (b)<br>Primary activity  | (c)<br>Legal<br>domicile<br>(state or foreign<br>country) | (d)<br>Direct controlling<br>entity | (e)<br>Type of entity<br>(C corp, S corp,<br>or trust) | (f)<br>Share of total<br>income | (g)<br>Share of end-of-year<br>assets | (h)<br>Percentage<br>ownership | (i)<br>Section 512<br>(b)(13)<br>controlled<br>entity? |    |
|---|--|---|-------------------------------------|--|---------------------------------|---------------------------------------|--------------------------------|--|----|
|   |  |   |                                     |  |                                 |                                       |                                | Yes  | No |
| (1) Montark Inc<br>c/o McGlaudrey LLP<br>1185 Avenue of the Americas<br>New York, NY 10036<br>13-3386301  | Holds title to<br>conservation restrictions<br>over mineral rights | NY  | N/A                                 | C  | 0                               | 0                                     | 100 %                          | Yes  |    |
| (1) The Nature Conservancy of Montana<br>4245 North Fairfax Drive<br>Arlington, VA 22203<br>51-0228311  | Conservation activities<br>in Montana                              | MT  | N/A                                 | C  | 0                               | 0                                     | 100 %                          | Yes  |    |
| (2) The Nature Conservancy of New Mexico<br>212 E Marcy Street<br>Santa Fe, NM 87501<br>91-1841899  | Conservation activities<br>in New Mexico                           | NM  | N/A                                 | C  | 0                               | 0                                     | 100 %                          | Yes  |    |
| (3) The Nature Conservancy of Connecticut<br>55 High Street<br>Middletown, CT 06457<br>06-6070036   | Conservation activities<br>in Connecticut                          | CT  | N/A                                 | C  | 0                               | 0                                     | 100 %                          | Yes  |    |
| (4) Charitable Remainder Trusts (428)<br>c/o The Nature Conservancy<br>4245 North Fairfax Drive<br>Arlington, VA 22203  | Charitable Trust   | VA  | N/A                                 | T  |                                 |                                       |                                |  |    |
| (5) TNC Eco-Conservation Consulting<br>(Beijing) Co Limited<br>B4-2 Qijiyuan Diplomatic Compound<br>No 9 Jianwai Dajie<br>Beijing, Chaoyang District 100600<br>CH | Conservation Activities<br>in China                                | CH  | N/A                                 | C  | 155,334                         | 3,749,385                             | 100 %                          | Yes  |    |
| (6) Colcheccio Limited<br>c/o TNC Bella Villa Brookside Grove<br>PO Box 19738 00100GPO<br>Nairobi<br>KE   | Conservatin Activities in<br>Kenya                                 | KE  | Loisaba Community<br>Trust          | C  | 0                               | 67,120                                | 100 %                          |  |    |
| (7) Oryx Limited<br>c/o TNC Bella Villa Brookside Grove<br>PO Box 19738 00100GPO<br>Nairobi<br>KE   | Conservation activities<br>in Kenya                                | KE  | Loisaba Community<br>Trust          | C  | 725,890                         | 959,926                               | 100 %                          |  |    |
| (8) Green Stormwater Solutions Inc<br>4245 North Fairfax Drive<br>Suite 100<br>Arlington, VA 22203<br>29-2446553  | Stormwater Retention in<br>the District of Columbia                | DC  | N/A                                 | C  | 0                               | 475                                   | 100 %                          | Yes  |    |