

Form **990**
(Rev. January 2020)
Department of the Treasury
Internal Revenue Service

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

OMB No. 1545-0047

2019

Open to Public Inspection

A For the 2019 calendar year, or tax year beginning JUL 1, 2019 and ending JUN 30, 2020

B Check if applicable: ☐ Address change ☐ Name change ☐ Initial return ☐ Final return/terminated ☐ Amended return ☐ Application pending	C Name of organization THE NATURE CONSERVANCY		D Employer identification number 53-0242652
	Doing business as		
	Number and street (or P.O. box if mail is not delivered to street address) Room/suite 4245 FAIRFAX DRIVE		E Telephone number 703-841-5300
	City or town, state or province, country, and ZIP or foreign postal code ARLINGTON, VA 22203-1606		
	F Name and address of principal officer: JENNIFER MORRIS 4245 FAIRFAX DRIVE, ARLINGTON, VA 22203		G Gross receipts \$ 1,138,106,642.
I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c)() (insert no.) ☐ 4947(a)(1) or ☐ 527		H(a) Is this a group return for subordinates? ☐ Yes ☒ No	
J Website: WWW.NATURE.ORG		H(b) Are all subordinates included? ☐ Yes ☐ No	
K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other		H(c) Group exemption number ▶	
L Year of formation: 1951		M State of legal domicile: DC	

Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: TNC'S MISSION IS TO CONSERVE THE LANDS AND WATERS ON WHICH ALL LIFE DEPENDS.			
	2 Check this box ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.			
	3	Number of voting members of the governing body (Part VI, line 1a)	20	
	4	Number of independent voting members of the governing body (Part VI, line 1b)	17	
	5	Total number of individuals employed in calendar year 2019 (Part V, line 2a)	4091	
	6	Total number of volunteers (estimate if necessary)	17500	
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	67,736.	
	7b	Net unrelated business taxable income from Form 990-T, line 39	288,554.	
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year 739,848,206.	Current Year 945,790,483.
	9	Program service revenue (Part VIII, line 2g)	154,634,920.	161,714,698.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	88,132,946.	12,933,993.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	15,472,652.	16,951,500.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	998,088,724.	1,137,390,674.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	61,098,169.	68,522,739.
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0.	0.
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	423,963,340.	414,954,661.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	19,781,805.	7,731,238.
	16b	Total fundraising expenses (Part IX, column (D), line 25) ▶ 91,160,244.		
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	427,774,634.	415,832,731.
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	932,617,948.	907,041,369.
	19	Revenue less expenses. Subtract line 18 from line 12	65,470,776.	230,349,305.
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	Beginning of Current Year 7,710,290,418.	End of Year 7,975,541,090.
	21	Total liabilities (Part X, line 26)	993,655,329.	923,191,581.
	22	Net assets or fund balances. Subtract line 21 from line 20	6,716,635,089.	7,052,349,509.

Part II Signature Block

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

Sign Here	Signature of officer		Date MAY 12 2021	
	LEONARD WILLIAMS, CHIEF FINANCIAL OFFICER		Type or print name and title	
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature	Date	Check if self-employed ☐
	THOMAS LANNING	THOMAS LANNING	05/06/21	PTIN P00851654
	Firm's name	Firm's EIN		
	COHNREZNICK LLP	22-1478099		
	Firm's address	Phone no.		
	14 SYLVAN WAY	973-228-3500		
	PARSIPPANY, NJ 07054-3801			

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

Public Disclosure Copy
IRS e-file Signature Authorization
for an Exempt Organization

OMB No. 1545-1878

Form **8879-EO**

For calendar year 2019, or fiscal year beginning JUL 1, 2019, and ending JUN 30, 2020

2019

Department of the Treasury
Internal Revenue Service

▶ **Do not send to the IRS. Keep for your records.**
▶ **Go to www.irs.gov/Form8879EO for the latest information.**

Name of exempt organization

Employer identification number

THE NATURE CONSERVANCY

53-0242652

Name and title of officer

JENNIFER MORRIS

CHIEF FINANCIAL OFFICER

Part I **Type of Return and Return Information** (Whole Dollars Only)

Check the box for the return for which you are using this Form 8879-EO and enter the applicable amount, if any, from the return. If you check the box on line **1a**, **2a**, **3a**, **4a**, or **5a**, below, and the amount on that line for the return being filed with this form was blank, then leave line **1b**, **2b**, **3b**, **4b**, or **5b**, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. **Do not** complete more than one line in Part I.

1a Form 990 check here ☒	b Total revenue, if any (Form 990, Part VIII, column (A), line 12)	1b <u>1,137,390,674.</u>
2a Form 990-EZ check here ☐	b Total revenue, if any (Form 990-EZ, line 9)	2b _____
3a Form 1120-POL check here ☐	b Total tax (Form 1120-POL, line 22)	3b _____
4a Form 990-PF check here ☐	b Tax based on investment income (Form 990-PF, Part VI, line 5)	4b _____
5a Form 8868 check here ☐	b Balance Due (Form 8868, line 3c)	5b _____

Part II **Declaration and Signature Authorization of Officer**

Under penalties of perjury, I declare that I am an officer of the above organization and that I have examined a copy of the organization's 2019 electronic return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the organization's electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the organization's return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the organization's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the organization's electronic return and, if applicable, the organization's consent to electronic funds withdrawal.

Officer's PIN: check one box only

☒ I authorize COHNREZNICK LLP

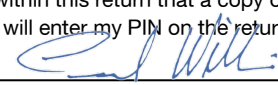
ERO firm name

to enter my PIN 11111

Enter five numbers, but
do not enter all zeros

as my signature on the organization's tax year 2019 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen.

As an officer of the organization, I will enter my PIN as my signature on the organization's tax year 2019 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I will enter my PIN on the return's disclosure consent screen.

Officer's signature 

Date May 12, 2021

Part III **Certification and Authentication**

ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN.

20770422147

Do not enter all zeros

I certify that the above numeric entry is my PIN, which is my signature on the 2019 electronically filed return for the organization indicated above. I confirm that I am submitting this return in accordance with the requirements of **Pub. 4163**, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns.

ERO's signature COHNREZNICK LLP

Date 05/06/21

ERO Must Retain This Form - See Instructions
Do Not Submit This Form to the IRS Unless Requested To Do So

LHA For Paperwork Reduction Act Notice, see instructions.

Form **8879-EO** (2019)

923051 10-03-19

23040506 147227 0554002-0554002.0990 2019.05094 THE NATURE CONSERVANCY 05540021

Part III Statement of Program Service AccomplishmentsCheck if Schedule O contains a response or note to any line in this Part III ☒ **X****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.

4a (Code:) (Expenses \$ 642,805,369. including grants of \$ 68,522,739.) (Revenue \$ 161,714,698.)
PROTECT LAND AND WATER -

THE NATURE CONSERVANCY (TNC) HAS HELPED PROTECT MORE THAN 120 MILLION
ACRES OF BOTH LAND AND OCEANS, AS WELL AS 4,000 MILES OF RIVERS AND
STREAMS. TNC AND THE TRUST FOR PUBLIC LAND PURCHASED A 19,200-ACRE,
\$25.4 MILLION PROPERTY WITH SUPPORT FROM GREAT OUTDOORS COLORADO TO
HELP THE COLORADO PARKS AND WILDLIFE TRANSFORM IT INTO FISHERS PEAK
STATE PARK. THE PARK IS HOME TO MORE THAN 900 SPECIES INCLUDING ELK,
BOBCAT, AND PEREGRINE FALCON AND HELPS SECURE A WILDLIFE CORRIDOR FROM
THE SANGRE DE CRISTO MOUNTAINS TO THE GRASSLANDS OF THE HIGH PLAINS.
TNC CREATED A NEW DURABLE RIVER PROTECTION FRAMEWORK, WHICH WAS ADOPTED
IN THE BALKANS AND KEEPS CLEAN AND HEALTHY WATERS FLOWING.
THIS IS CRITICAL BECAUSE RIVERS HOLD MUCH OF THE WORLD'S BIODIVERSITY

4b (Code:) (Expenses \$ including grants of \$) (Revenue \$)
PROVIDE FOOD AND WATER SUSTAINABLY -

TNC HAS HELPED MOVE MORE THAN 15 MILLION ACRES OF AGRICULTURAL LAND TO
USING SOIL HEALTH PRACTICES. TNC ESTABLISHED OVER 30 WATER FUNDS
IMPROVING WATER QUALITY FOR MILLIONS OF PEOPLE, AND ARE CURRENTLY
WORKING WITH 15 COUNTRIES ON SUSTAINABLE FISHING EFFORTS. RECENTLY,
TNC PROVIDED SMARTER CROP CHOICES IN THE ARID WEST TO PROVIDE MORE
WATER FOR BOTH PEOPLE AND NATURE IN ARIZONA'S VERDE RIVER VALLEY. THE
190-MILE-LONG RIVER IRRIGATES DRYLAND FARMS AND SUPPLIES COMMUNITIES
WITH DRINKING WATER. RECENTLY, THE RIVER HAS BEEN SO OVER-TAPPED THAT
SECTIONS HAVE RUN DRY DURING SUMMER, THREATENING THE VIABILITY OF SOME
FARMLANDS AND THE SURVIVAL OF A RICH DIVERSITY OF WILDLIFE, INCLUDING
TWO ENDANGERED FISH SPECIES.

4c (Code:) (Expenses \$ including grants of \$) (Revenue \$)
TACKLE CLIMATE CHANGE -

TNC WORKS ON ACHIEVING CLIMATE GOALS IN 50 STATES AND 30 COUNTRIES AND
RECENTLY MADE PROGRESS IN ITS FIGHTS AGAINST CLIMATE CHANGE WITH A
FOCUS IN INDIA AND ON THE EMERALD EDGE OF COASTAL WASHINGTON, BRITISH
COLUMBIA AND ALASKA. TNC HAS INTRODUCED NEW REGENERATIVE AGRICULTURE
APPROACHES, INCLUDING NO-TILL PLANTING, WHICH ENDS THE NEED FOR
BURNING, SAVES WATER, INCREASES FARMER INCOMES, BOOSTS SOIL HEALTH AND
STORES CARBON. WHEN FARMERS BURN, CROP RESIDUE TO PREPARE THEIR FIELDS
FOR NEW PLANTINGS, GENERATING CLIMATE EMISSIONS AND DEADLY AIR
POLLUTION IN NEIGHBORING CITIES.

4d Other program services (Describe on Schedule O.)

(Expenses \$ including grants of \$) (Revenue \$)

4e Total program service expenses **642,805,369.**

Form **990** (2019)

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?	X	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i>	X	
5 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? <i>If "Yes," complete Schedule C, Part III</i>		X
6 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? <i>If "Yes," complete Schedule D, Part I</i>	X	
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>	X	
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>		X
9 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? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>	X	
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i>	X	
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? <i>If "Yes," complete Schedule D, Part VII</i>	X	
c 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? <i>If "Yes," complete Schedule D, Part VIII</i>		X
d Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i>	X	
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
f 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)? <i>If "Yes," complete Schedule D, Part X</i>	X	
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		X
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>	X	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?	X	
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? <i>If "Yes," complete Schedule F, Parts I and IV</i>	X	
15 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? <i>If "Yes," complete Schedule F, Parts II and IV</i>	X	
16 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? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
17 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? <i>If "Yes," complete Schedule G, Part I</i>	X	
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>	X	
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 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>	X	

Part IV Checklist of Required Schedules (continued)

	Yes	No
22 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>	22 X	
23 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>	23 X	
24a 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>	24a X	
b Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b	X
c Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c	X
d Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d	X
25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations. 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>	25a	X
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? <i>If "Yes," complete Schedule L, Part I</i>	25b	X
26 Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>	26 X	
27 Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27	X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions, for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>	28a	X
b A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>	28b	X
c A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>	28c	X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29 X	
30 Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30 X	
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31	X
32 Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32	X
33 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>	33 X	
34 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>	34 X	
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a X	
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>	35b X	
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36	X
37 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>	37	X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?	38 X	

Note: All Form 990 filers are required to complete Schedule O

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

X

	Yes	No
1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a 4102	
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b 0	
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c X	

Part V Statements Regarding Other IRS Filings and Tax Compliance (continued)

	Yes	No
2a 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		
2a 4091		
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b X	
Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)		
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a X	
b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O	3b X	
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a X	
b If "Yes," enter the name of the foreign country SEE SCHEDULE O		
See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a	X
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b	X
c If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c	
6a 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?	6a X	
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b X	
7 Organizations that may receive deductible contributions under section 170(c).		
a 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?	7a X	
b If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b X	
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c X	
d If "Yes," indicate the number of Forms 8282 filed during the year	7d 10	
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?	7e	X
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f	X
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	7g	X
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	7h X	
8 Sponsoring organizations maintaining donor advised funds. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8	X
9 Sponsoring organizations maintaining donor advised funds.		
a Did the sponsoring organization make any taxable distributions under section 4966?	9a	X
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b	X
10 Section 501(c)(7) organizations. Enter:		
a Initiation fees and capital contributions included on Part VIII, line 12	10a	
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b	
11 Section 501(c)(12) organizations. Enter:		
a Gross income from members or shareholders	11a	
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b	
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a	
b If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b	
13 Section 501(c)(29) qualified nonprofit health insurance issuers.		
a Is the organization licensed to issue qualified health plans in more than one state?	13a	
Note: See the instructions for additional information the organization must report on Schedule O.		
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	
c Enter the amount of reserves on hand	13c	
14a Did the organization receive any payments for indoor tanning services during the tax year?	14a	X
b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O	14b	
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year?	15 X	
If "Yes," see instructions and file Form 4720, Schedule N.		
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income?	16	X
If "Yes," complete Form 4720, Schedule O.		

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Part VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No" response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on 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

	1a	1b	Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year 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 on Schedule O.	20			
b Enter the number of voting members included on line 1a, above, who are independent		17		
2 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?			2	X
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?			3	X
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?			4	X
5 Did the organization become aware during the year of a significant diversion of the organization's assets?			5	X
6 Did the organization have members or stockholders?			6	X
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?			7a	X
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?			7b	X
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:				
a The governing body?			8a	X
b Each committee with authority to act on behalf of the governing body?			8b	X
9 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 on Schedule O			9	X

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

	Yes	No
10a Did the organization have local chapters, branches, or affiliates?	10a	X
b If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes?	10b	X
11a Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	X
b Describe in Schedule O the process, if any, used by the organization to review this Form 990.		
12a Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	X
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	X
c Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	X
13 Did the organization have a written whistleblower policy?	13	X
14 Did the organization have a written document retention and destruction policy?	14	X
15 Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?		
a The organization's CEO, Executive Director, or top management official	15a	X
b Other officers or key employees of the organization	15b	X
If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).		
16a Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a	X
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?	16b	X

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ► AK, AL, AR, AS, AZ, CA, CO, CT, DC, DE, FL, GA

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

19 Describe on 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 ►
 LEONARD WILLIAMS, CHIEF FINANCIAL OFFICER - (703) 841-5300
 4245 N FAIRFAX DRIVE, ARLINGTON, VA 22203-1606

Part VII Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent ContractorsCheck if Schedule O contains a response or note to any line in this Part VII ☐**Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees****1a** Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization's tax year.

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
 - List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
 - List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
 - List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
 - List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.
- See instructions for the order in which to list the persons above.

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

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) FRANCES A. ULMER BOARD CHAIR	1.00	X		X				0.	0.	0.
(2) SENATOR WILLIAM FRIST VICE CHAIR	1.00	X		X				0.	0.	0.
(3) SHONA L. BROWN SECRETARY	1.00	X		X				0.	0.	0.
(4) JOSEPH H. GLEBERMAN TREASURER	1.00	X		X				0.	0.	0.
(5) AMY BATCHELOR DIRECTOR	1.00	X						0.	0.	0.
(6) HARRY R. HAGEY DIRECTOR	1.00	X						0.	0.	0.
(7) MARGARET A. HAMBURG DIRECTOR	1.00	X						0.	0.	0.
(8) SHIRLEY ANN JACKSON DIRECTOR	1.00	X						0.	0.	0.
(9) SALLY JEWELL DIRECTOR/INTERIM CEO	35.00	X		X				203,833.	0.	4,251.
(10) NANCY KNOWLTON DIRECTOR	1.00	X						0.	0.	0.
(11) CLAUDIA MADRAZO DIRECTOR	1.00	X						0.	0.	0.
(12) CRAIG O. MCCAWE DIRECTOR	1.00	X						0.	0.	0.
(13) ANA M. PARMA DIRECTOR	1.00	X						0.	0.	0.
(14) DOUGLAS B. PETNO DIRECTOR	1.00	X						0.	0.	0.
(15) VINCENT RYAN DIRECTOR	1.00	X						0.	0.	0.
(16) BRENDA SHAPIRO DIRECTOR	1.00	X						0.	0.	0.
(17) KENT J. THIRY DIRECTOR	1.00	X						0.	0.	0.

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

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) KEVIN WEIL DIRECTOR	1.00	X						0.	0.	0.
(19) YING WU DIRECTOR	1.00	X						0.	0.	0.
(20) LAURENCE D. FINK DIRECTOR (THRU 10/19)	1.00	X						0.	0.	0.
(21) ANDREW N. LIVERIS DIRECTOR (THRU 10/19)	1.00	X						0.	0.	0.
(22) JACK MA DIRECTOR (THRU 10/19)	1.00	X						0.	0.	0.
(23) THOMAS J. TIERNEY DIRECTOR (THRU 10/19)	1.00	X						0.	0.	0.
(24) MOSES K. TSANG DIRECTOR (THRU 10/19)	1.00	X						0.	0.	0.
(25) MARGARET C. WHITMAN DIRECTOR (THRU 1/20)	1.00	X						0.	0.	0.
(26) MARK TERCEK DIRECTOR, PRES & CEO (THRU 7/19)	35.00	X		X				496,617.	0.	34,856.
1b Subtotal								700,450.	0.	39,107.
c Total from continuation sheets to Part VII, Section A								11,779,529.	0.	758,602.
d Total (add lines 1b and 1c)								12,479,979.	0.	797,709.

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

757

- 3** Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*
- 4** 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? *If "Yes," complete Schedule J for such individual*
- 5** Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*

	Yes	No
3	X	
4	X	
5		X

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) Name and business address	(B) Description of services	(C) Compensation
DM GROUP INC 5540 KETCH ROAD, PRINCE FREDERICK, MD 20678	DIRECT MAIL SERVICES	6,370,231.
RR DONNELLEY AND SONS COMPANY 4101 WINFIELD ROAD, WARRENVILLE, IL 60555	PRINTING SERVICES	4,994,602.
LUHR BROTHERS, INC. PO BOX 50, COLUMBIA, IL 62236	HEAVY CONSTRUCTION & MARINE SERVICES	4,459,140.
TALLWAVE LLC, 4110 N SCOTTSDALE RD SUITE 300, SCOTTSDALE, AZ 85251	PROFESSIONAL FUNDRAISING SERVICES	3,935,972.
PERSONAL FUNDRAISING SERVICES LLC, 525 WEST MONROE STREET, SUITE 900, CHICAGO, IL	PROFESSIONAL FUNDRAISING SERVICES	3,695,065.
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		293

SEE PART VII, SECTION A CONTINUATION SHEETS

Form **990** (2019)

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Form 990

THE NATURE CONSERVANCY

53-0242652

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

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(27) JENNIFER MORRIS CEO (BEG 5/20)	35.00	X		X				0.	0.	0.
(28) LEONARD WILLIAMS CHIEF FINANCE OFFICER	35.00			X				376,018.	0.	25,817.
(29) GIULIO BOCCALETTI CSO & GLOBAL AMBASSADOR OF WATER	35.00			X				423,412.	0.	2,345.
(30) BRIAN MCPEEK CHIEF CONSERVATION OFF(THRU 7/19)	35.00				X			1,168,800.	0.	37,965.
(31) CHARLES BEDFORD REGIONAL DIRECTOR	35.00				X			813,249.	0.	45,626.
(32) JAMES WILLIS ASP CHIEF DEVELOPMENT OFFICER	35.00				X			606,372.	0.	32,231.
(33) WISLA HENEGHAN CHIEF OPERATING OFFICER AND GENERAL	35.00				X			493,064.	0.	37,543.
(34) SANTIAGO GOWLAND EXECUTIVE VICE PRESIDENT	35.00				X			434,826.	0.	19,101.
(35) DAVID BANKS INTERIM CHIEF CONSERVATION OFFICER	35.00				X			429,792.	0.	39,244.
(36) RICHARD LOOMIS CHIEF MARKETING OFFICER	35.00				X			426,392.	0.	20,127.
(37) MARIA DAMANAKI GLOBAL MANAGING DIR, FOR OCEANS	35.00				X			420,026.	0.	4,209.
(38) MARC TOUITOU CHIEF INFORMATION OFFICER(THRU 11/19)	35.00				X			410,763.	0.	39,150.
(39) MICHAEL SWEENEY STATE DIRECTOR	35.00				X			399,922.	0.	37,543.
(40) WILLIAM ULFELDER NEW YORK EXECUTIVE DIRECTOR	35.00				X			396,956.	0.	39,244.
(41) LYNN SCARLETT CO-CHIEF EXTERNAL AFFAIRS OFFICER	35.00				X			381,545.	0.	28,361.
(42) THOMAS NEISES VP & ASSOCIATE CHIEF DEV OFFICER	35.00				X			379,647.	0.	27,654.
(43) MARK BURGET EXEC VP AND REG DIRECTOR (THRU 3/20)	35.00				X			373,123.	0.	41,014.
(44) GLENN PRICKETT CHIEF EXT AFFAIRS OFFICER (THRU 3/20)	35.00				X			370,943.	0.	25,954.
(45) HUGH POSSINGHAM CHIEF SCIENTIST	35.00				X			350,338.	0.	3,772.
(46) HEATHER TALLIS CHIEF SCIENTIST/STRATEGY INNOVATION	35.00				X			345,058.	0.	38,135.
Total to Part VII, Section A, line 1c										

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Form 990

THE NATURE CONSERVANCY

53-0242652

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

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(47) AURELIO RAMOS REGIONAL MANAGING DIRECTOR	35.00				X			334,284.	0.	32,875.
(48) SEEMA PAUL MANAGING DIRECTOR	35.00					X		720,130.	0.	29,400.
(49) JAN MITTAN CHIEF PHILANTHROPY OFFICER, NEW YORK	35.00				X			372,456.	0.	32,231.
(50) ANGELA WOO SOSDIAN EXECUTIVE DIRECTOR, GIFT PLANNING	35.00				X			331,056.	0.	28,361.
(51) MICHAEL TETREAULT CHIEF PEOPLE OFFICER	35.00				X			323,518.	0.	37,543.
(52) COLLEEN JOHNSON DIRECTOR OF PRINCIPAL GIFTS	35.00				X			316,163.	0.	34,143.
(53) KAREN BERKY FORMER DIVISION DIRECTOR	0.00						X	224,900.	0.	0.
(54) ADDISON DANA FORMER VP & DIRECTOR OF INVESTMENTS	0.00					X		156,776.	0.	19,014.
Total to Part VII, Section A, line 1c								11,779,529.		758,602.

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

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a Federated campaigns	1a	3,247,428.					
	b Membership dues	1b						
	c Fundraising events	1c	347,775.					
	d Related organizations	1d						
	e Government grants (contributions)	1e	123,521,397.					
	f All other contributions, gifts, grants, and similar amounts not included above ...	1f	818,673,883.					
	g Noncash contributions included in lines 1a-1f	1g	\$ 168,431,676.					
	h Total. Add lines 1a-1f							945,790,483.
Program Service Revenue	Business Code							
	2 a ACTIVITY FEES		900099	84,283,587.	84,283,587.			
	b LAND SALES TO GOV'T		531390	59,140,127.	59,140,127.			
	c CONTRACT FEES		541990	14,991,834.	14,991,834.			
	d FEES & CONTRACTS GOV'T		541700	3,299,150.	3,299,150.			
	e							
	f All other program service revenue							
	g Total. Add lines 2a-2f				161,714,698.			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			10,680,823.		-272,557.	10,953,380.	
	4 Income from investment of tax-exempt bond proceeds							
	5 Royalties							
	6 a Gross rents	6a	(i) Real					
			(ii) Personal					
	b Less: rental expenses ...	6b	2,974,197.	135,674.				
	c Rental income or (loss)	6c	2,838,523.					
	d Net rental income or (loss)				2,838,523.		234,960.	2,603,563.
	7 a Gross amount from sales of assets other than inventory	7a	(i) Securities					
			(ii) Other					
	b Less: cost or other basis and sales expenses	7b	132,004.	0.				
	c Gain or (loss)	7c	-132,004.	2,385,174.				
	d Net gain or (loss)				2,253,170.			2,253,170.
8 a Gross income from fundraising events (not including \$ 347,775. of contributions reported on line 1c). See Part IV, line 18	8a							
b Less: direct expenses	8b	133,907.	448,290.					
c Net income or (loss) from fundraising events				-314,383.		-314,383.		
9 a Gross income from gaming activities. See Part IV, line 19	9a							
b Less: direct expenses	9b							
c Net income or (loss) from gaming activities								
10 a Gross sales of inventory, less returns and allowances	10a							
b Less: cost of goods sold	10b							
c Net income or (loss) from sales of inventory								
Miscellaneous Revenue	Business Code							
	11 a INTRA COMPANY SUPPORT		900099	7,238,790.			7,238,790.	
	b CAUSE RELATED MARKETIN		900099	1,309,745.		105,333.	1,204,412.	
	c CORPORATE PRACTICES		900099	1,130,625.			1,130,625.	
	d All other revenue		900099	4,748,200.			4,748,200.	
	e Total. Add lines 11a-11d				14,427,360.			
12 Total revenue. See instructions				1,137,390,674.	161,714,698.	67,736.	29,817,757.	

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

☒ X

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...	46,769,142.	46,769,142.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	5,750.	5,750.		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	21,747,847.	21,747,847.		
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	10,573,352.	6,461,237.	2,294,643.	1,817,472.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	400,689.	244,856.	86,958.	68,875.
7 Other salaries and wages	321,538,622.	196,488,043.	69,780,744.	55,269,835.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	22,879,669.	13,981,466.	4,965,377.	3,932,826.
9 Other employee benefits	36,401,269.	22,244,339.	7,899,852.	6,257,078.
10 Payroll taxes	23,161,060.	14,153,421.	5,026,444.	3,981,195.
11 Fees for services (nonemployees):				
a Management				
b Legal	1,487,083.	1,320,053.	135,419.	31,611.
c Accounting	1,640,816.	1,456,519.	149,418.	34,879.
d Lobbying	1,284,823.	1,140,511.	117,000.	27,312.
e Professional fundraising services. See Part IV, line 17	7,731,238.			7,731,238.
f Investment management fees	546,270.		546,270.	
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	116,380,687.	103,308,786.	10,597,968.	2,473,933.
12 Advertising and promotion				
13 Office expenses	60,576,141.	47,742,035.	9,300,190.	3,533,916.
14 Information technology	2,430,987.	473,366.	1,827,779.	129,842.
15 Royalties				
16 Occupancy	15,159,393.	2,231,780.	12,821,913.	105,700.
17 Travel	15,053,325.	11,062,913.	2,093,741.	1,896,671.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials ...				
19 Conferences, conventions, and meetings	8,472,161.	1,649,715.	6,369,937.	452,509.
20 Interest	14,045,270.	12,807,334.	1,237,936.	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	9,910,373.	7,071,547.	2,756,773.	82,053.
23 Insurance	6,695,219.	1,303,705.	5,033,914.	357,600.
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a DONATED CONSERVATION LA	120,013,276.	120,013,276.		
b UBI TAX PAID	96,393.	96,393.		
c PROGRAM SUPPORT TO AFF.	22,554,020.	5,208,142.	15,445,304.	1,900,574.
d REAL ESTATE & PROPERTY	7,793,575.	1,517,579.	5,859,731.	416,265.
e All other expenses	11,692,919.	2,305,614.	8,728,445.	658,860.
25 Total functional expenses. Add lines 1 through 24e	907,041,369.	642,805,369.	173,075,756.	91,160,244.
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

Check here ☐ if following SOP 98-2 (ASC 958-720)

Part X Balance SheetCheck if Schedule O contains a response or note to any line in this Part X ☐

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	107,402,632.	1	43,653,376.
	2 Savings and temporary cash investments	145,586,660.	2	62,469,896.
	3 Pledges and grants receivable, net	245,967,921.	3	263,284,516.
	4 Accounts receivable, net	81,003,586.	4	171,280,250.
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net	43,883,661.	7	43,282,968.
	8 Inventories for sale or use		8	
	9 Prepaid expenses and deferred charges	7,679,155.	9	14,175,765.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 2,476,544,504.		
	b Less: accumulated depreciation	10b 138,177,761.		
		4,573,839,743.	10c	2,338,366,743.
	11 Investments - publicly traded securities	1,451,302,198.	11	1,021,553,207.
	12 Investments - other securities. See Part IV, line 11	902,515,756.	12	1,546,372,305.
	13 Investments - program-related. See Part IV, line 11	52,158,590.	13	
	14 Intangible assets	1,102,424.	14	
15 Other assets. See Part IV, line 11	97,848,092.	15	2,471,102,064.	
16 Total assets. Add lines 1 through 15 (must equal line 33)	7,710,290,418.	16	7,975,541,090.	
Liabilities	17 Accounts payable and accrued expenses	86,852,551.	17	169,447,517.
	18 Grants payable		18	
	19 Deferred revenue	56,243,452.	19	71,057,128.
	20 Tax-exempt bond liabilities	121,384,000.	20	115,337,000.
	21 Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22 Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons	10,000,000.	22	10,000,000.
	23 Secured mortgages and notes payable to unrelated third parties		23	
	24 Unsecured notes and loans payable to unrelated third parties	267,107,396.	24	211,742,195.
	25 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	452,067,930.	25	345,607,741.
	26 Total liabilities. Add lines 17 through 25	993,655,329.	26	923,191,581.
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here ☒ and complete lines 27, 28, 32, and 33.			
	27 Net assets without donor restrictions	5,501,115,445.	27	5,713,769,202.
	28 Net assets with donor restrictions	1,215,519,644.	28	1,338,580,307.
	Organizations that do not follow FASB ASC 958, check here ☐ and complete lines 29 through 33.			
	29 Capital stock or trust principal, or current funds		29	
	30 Paid-in or capital surplus, or land, building, or equipment fund		30	
	31 Retained earnings, endowment, accumulated income, or other funds		31	
	32 Total net assets or fund balances	6,716,635,089.	32	7,052,349,509.
	33 Total liabilities and net assets/fund balances	7,710,290,418.	33	7,975,541,090.

Form **990** (2019)

Part XI Reconciliation of Net Assets

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

☒

1	Total revenue (must equal Part VIII, column (A), line 12)	1	1,137,390,674.
2	Total expenses (must equal Part IX, column (A), line 25)	2	907,041,369.
3	Revenue less expenses. Subtract line 2 from line 1	3	230,349,305.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	6,716,635,089.
5	Net unrealized gains (losses) on investments	5	74,573,656.
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	46,788,858.
9	Other changes in net assets or fund balances (explain on Schedule O)	9	-15,997,399.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	7,052,349,509.

Part XII Financial Statements and Reporting

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

☐

	Yes	No
1 Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant? _____ 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: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	☒	
b Were the organization's financial statements audited by an independent accountant? _____ 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: ☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separate basis	☒	
c 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? _____ If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	☒	
3a 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? _____	☒	
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 on Schedule O and describe any steps taken to undergo such audits _____	☒	

Form 990 (2019)

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

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

Section A. Public Support

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	729,132,653.	773,861,379.	941,183,195.	739,848,206.	945,790,483.	4129815916.
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 Total. Add lines 1 through 3	729,132,653.	773,861,379.	941,183,195.	739,848,206.	945,790,483.	4129815916.
5 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)						112,179,960.
6 Public support. Subtract line 5 from line 4.						4017635956.

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
7 Amounts from line 4	729,132,653.	773,861,379.	941,183,195.	739,848,206.	945,790,483.	4129815916.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	22,758,895.	21,365,665.	21,365,665.	29,912,937.	13,556,943.	108,960,105.
9 Net income from unrelated business activities, whether or not the business is regularly carried on	1,626,546.	954,226.	728,125.	481,595.	67,736.	3,858,228.
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)	7,812,748.	8,506,870.	10,025,625.	15,378,091.	14,455,934.	56,179,268.
11 Total support. Add lines 7 through 10						4298813517.
12 Gross receipts from related activities, etc. (see instructions)					12	677,878,424.
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

14 Public support percentage for 2019 (line 6, column (f) divided by line 11, column (f))	14	93.46 %
15 Public support percentage from 2018 Schedule A, Part II, line 14	15	92.28 %
16a 33 1/3% support test - 2019. 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 - 2018. 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 - 2019. 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 - 2018. 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		☐

Schedule A (Form 990 or 990-EZ) 2019

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 (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 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						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b						
8 Public support. (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ►	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 Total support. (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

15 Public support percentage for 2019 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2018 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2019 (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from 2018 Schedule A, Part III, line 17	18	%

19a 33 1/3% support tests - 2019. 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 - 2018. 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 in line 12 on 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
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.</i>		
2 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 Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
3a 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 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 Part VI when and how the organization made the determination.</i>		
c 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 Part VI what controls the organization put in place to ensure such use.</i>		
4a 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 Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.</i>		
c 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 Part VI 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>		
5a 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 Part VI, 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 Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6 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 Part VI.</i>		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as 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>		
8 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>		
9a 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 Part VI.</i>		
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 Part VI.</i>		
c 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 Part VI.</i>		
10a 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 10b below.</i>		
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>		

Part IV Supporting Organizations (continued)

	Yes	No
11 Has the organization accepted a gift or contribution from any of the following persons?		
a 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?		
11a		
b A family member of a person described in (a) above?		
11b		
c A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI .		
11c		

Section B. Type I Supporting Organizations

	Yes	No
1 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? 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.		
1		
2 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? 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.		
2		

Section C. Type II Supporting Organizations

	Yes	No
1 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)? 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).		
1		

Section D. All Type III Supporting Organizations

	Yes	No
1 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?		
1		
2 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? If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).		
2		
3 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? If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.		
3		

Section E. Type III Functionally Integrated Supporting Organizations

1 Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).			
a ☐ The organization satisfied the Activities Test. Complete line 2 below.			
b ☐ The organization is the parent of each of its supported organizations. Complete line 3 below.			
c ☐ The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions).			
2 Activities Test. Answer (a) and (b) below.			
a 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? 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.			
2a			
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? 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.			
2b			
3 Parent of Supported Organizations. Answer (a) and (b) below.			
a 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? Provide details in Part VI .			
3a			
b Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard.			
3b			

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 (explain in Part VI). **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 (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	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)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

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

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

Schedule A (Form 990 or 990-EZ) 2019

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

Section D - Distributions	Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	
4 Amounts paid to acquire exempt-use assets	
5 Qualified set-aside amounts (prior IRS approval required)	
6 Other distributions (describe in Part VI). See instructions.	
7 Total annual distributions. Add lines 1 through 6.	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	
9 Distributable amount for 2019 from Section C, line 6	
10 Line 8 amount divided by line 9 amount	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2019	(iii) Distributable Amount for 2019
1 Distributable amount for 2019 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2019 (reasonable cause required- explain in Part VI). See instructions.			
3 Excess distributions carryover, if any, to 2019			
a From 2014			
b From 2015			
c From 2016			
d From 2017			
e From 2018			
f Total of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2019 distributable amount			
i Carryover from 2014 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4 Distributions for 2019 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2019 distributable amount			
c Remainder. Subtract lines 4a and 4b from 4.			
5 Remaining underdistributions for years prior to 2019, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI . See instructions.			
6 Remaining underdistributions for 2019. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI . See instructions.			
7 Excess distributions carryover to 2020. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2015			
b Excess from 2016			
c Excess from 2017			
d Excess from 2018			
e Excess from 2019			

Schedule A (Form 990 or 990-EZ) 2019

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Schedule A (Form 990 or 990-EZ) 2019 THE NATURE CONSERVANCY

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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.)

SCHEDULE A, PART II, LINE 10, EXPLANATION FOR OTHER INCOME:

GROSS SALE OF INVENTORY

2015 AMOUNT: \$ 4,346,355.

2016 AMOUNT: \$ 4,794,512.

2017 AMOUNT: \$ 6,903,972.

2018 AMOUNT: \$ 11,098,939.

GROSS FUNDRAISING EVENTS

2015 AMOUNT: \$ 910,409.

2019 AMOUNT: \$ 133,907.

MEMBERSHIP LIST RENTAL

2015 AMOUNT: \$ 258,182.

2016 AMOUNT: \$ 257,584.

2017 AMOUNT: \$ 245,305.

2018 AMOUNT: \$ 272,777.

2019 AMOUNT: \$ 0.

INTRA COMPANY SUPPORT

2015 AMOUNT: \$ 0.

2016 AMOUNT: \$ 0.

2017 AMOUNT: \$ 0.

2018 AMOUNT: \$ 0.

2019 AMOUNT: \$ 7,238,790.

CAUSE RELATED MARKETIN

2015 AMOUNT: \$ 1,450,934.

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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.)

2016 AMOUNT: \$ 1,994,978.

2017 AMOUNT: \$ 2,393,659.

2018 AMOUNT: \$ 2,448,410.

2019 AMOUNT: \$ 1,204,412.

CORPORATE PRACTICES

2018 AMOUNT: \$ 1,557,965.

2019 AMOUNT: \$ 1,130,625.

ALL OTHER REVENUE

2015 AMOUNT: \$ 846,868.

2016 AMOUNT: \$ 1,459,796.

2017 AMOUNT: \$ 482,689.

2018 AMOUNT: \$ 0.

2019 AMOUNT: \$ 4,748,200.

SCHEDULE C
(Form 990 or 990-EZ)**Political Campaign and Lobbying Activities**

OMB No. 1545-0047

2019**Open to Public
Inspection**Department of the Treasury
Internal Revenue Service

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.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

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 organization

THE NATURE CONSERVANCY

Employer identification number

53-0242652

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

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.

2 Political campaign activity expenditures ▶ \$

3 Volunteer hours for political campaign activities

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

1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ \$

2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ \$

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? **Yes** **No**4a Was a correction made? **Yes** **No**

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).

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities ▶ \$

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527
exempt function activities ▶ \$3 Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1120-POL,
line 17b ▶ \$4 Did the filing organization file **Form 1120-POL** for this year? ☐ **Yes** **No**

5 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-.

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

Schedule C (Form 990 or 990-EZ) 2019

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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 (grassroots 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) 2016	(b) 2017	(c) 2018	(d) 2019	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures					

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Schedule C (Form 990 or 990-EZ) 2019 THE NATURE CONSERVANCY

53-0242652

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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
1 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:			
a Volunteers?	X		
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? ..	X		
c Media advertisements?	X		88,888.
d Mailings to members, legislators, or the public?	X		35,855.
e Publications, or published or broadcast statements?	X		220,351.
f Grants to other organizations for lobbying purposes?	X		7,232.
g Direct contact with legislators, their staffs, government officials, or a legislative body?	X		4,523,600.
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?	X		18,400.
i Other activities?	X		0.
j Total. Add lines 1c through 1i			4,894,326.
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?		X	
b If "Yes," enter the amount of any tax incurred under section 4912			
c If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
d If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

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

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

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."

1 Dues, assessments and similar amounts from members	1	
2 Section 162(e) nondeductible lobbying and political expenditures (do not include amounts of political expenses for which the section 527(f) tax was paid).		
a Current year	2a	
b Carryover from last year	2b	
c Total	2c	
3 Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues	3	
4 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?	4	
5 Taxable amount of lobbying and political expenditures (see instructions)	5	

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.

PART II-B, LINE 1, LOBBYING ACTIVITIES:

THE LOBBYING WORK OF THE NATURE CONSERVANCY (TNC) ADVANCES THE

TAX-EXEMPT PURPOSE OF THE ORGANIZATION: THE CONSERVATION OF LAND AND

WATER. TNC DEVOTED .44% OF ITS EXEMPT PURPOSE EXPENDITURES TO ATTEMPT

TO INFLUENCE LEGISLATION IN FISCAL YEAR 2020 (TAX YEAR 2019). THESE

ACTIVITIES CONTINUED TO ADVOCATE FOR STRONG ENVIRONMENTAL POLICIES AND

Schedule C (Form 990 or 990-EZ) 2019

Part IV Supplemental Information (continued)

FUNDING FOR CRITICAL NATURAL HABITAT PROTECTION AND RESTORATION AT THE

U.S. FEDERAL AND STATE GOVERNMENT LEVELS, AS WELL AS INTERNATIONALLY.

FEDERAL LEGISLATION THAT HAD SIGNIFICANT CONSERVATION IMPACTS AND WHICH

TNC SUPPORTED INCLUDED: THE GREAT AMERICAN OUTDOORS ACT, THE LAND AND

WATER CONSERVATION FUND, THE WATER RESOURCES DEVELOPMENT ACT, THE

ENDANGERED SPECIES ACT, THE NATIONAL ENVIRONMENTAL PROTECTION ACT, THE

RECOVERING AMERICAN'S WILDLIFE ACT, THE CHARITABLE CONSERVATION

EASEMENT PROGRAM INTEGRITY ACT, COVID-RELATED RECOVERY AND STIMULUS

BILLS, AND OTHER FEDERAL LEGISLATION THAT IMPACTS PUBLIC LANDS

MANAGEMENT, HABITAT PROTECTION AND RESTORATION, AND CLIMATE POLICY.

IN ADDITION, TNC ADVOCATED TO PROTECT AND RESTORE FRESHWATER, COASTAL,

AND MARINE RESOURCES. TARGETS INCLUDED THE CLEAN WATERWAYS ACT IN

FLORIDA, MISSISSIPPI AND ATCHAFALAYA RIVER MANAGEMENT IN LOUISIANA, AND

INVASIVE AQUATIC SPECIES MANAGEMENT IN THE GREAT LAKES. OTHER PRIORITY

PLACES IN WHICH TNC ADVOCATED FOR WATER RESOURCE PROTECTION AND

RESTORATION INCLUDED GEORGIA, HAWAII, ILLINOIS, INDIANA, MARYLAND,

MICHIGAN, AND SOUTH CAROLINA.

TNC ALSO ADVOCATED FOR LAND AND HABITAT CONSERVATION EFFORTS AT THE

STATE LEVEL, INCLUDING THE PURSUIT OF NUMEROUS ON-THE-GROUND SOLUTIONS,

SUCH AS THE CONSERVATION LAND TAX CREDIT IN MASSACHUSETTS, ACT 250 IN

VERMONT, APPROPRIATIONS TO ESTABLISH FISHER'S PEAK STATE PARK IN

COLORADO, AND INVESTMENT IN INVASIVE SPECIES CONTROL IN HAWAII. FURTHER

EFFORTS RELATING TO LAND AND HABITAT CONSERVATION TOOK PLACE IN SOUTH

DAKOTA.

STABLE PROGRAMS WITH LONG-TERM FUNDING AND RELATED POLICY MECHANISMS

Part IV Supplemental Information (continued)

FOR CONSERVATION ARE PROVEN TOOLS TO ADVANCE CONSERVATION. ADVOCACY BY

TNC FOR THESE TYPES OF PROGRAMS INCLUDED THE ILLINOIS STATE WATER

REVOLVING FUND, THE LAND FOR MAINE'S FUTURE FUND, THE SOUTH CAROLINA

CONSERVATION BANK, AND THE NATURAL RESOURCES LEGACY FUND IN UTAH. TNC

ADVOCATED FOR SIMILAR CONSERVATION FUNDING IN MINNESOTA AND WYOMING.

ADVOCATING FOR GREEN INFRASTRUCTURE AND SMART ENERGY DEVELOPMENT ARE

OTHER IMPORTANT TOOLS TO ADDRESS CONSERVATION CHALLENGES. TNC SUPPORTED

LEGISLATION TO PROMOTE ENERGY EFFICIENCY AND RENEWABLE ENERGY SUCH AS

THE CLEAN JOBS ACT IN ILLINOIS, SOLAR ENERGY POLICIES IN WEST VIRGINIA,

AND CLEAN ENERGY GOALS IN CONNECTICUT. OTHER STATES IN WHICH TNC

ADVOCATED FOR SMART ENERGY DEVELOPMENT INCLUDED PENNSYLVANIA, MICHIGAN,

OHIO, AND NEBRASKA.

TNC ENGAGES IN CONVERSATIONS AND ADVOCACY AROUND CLIMATE CHANGE AND

ADAPTATION. ADVOCACY ACTIVITIES IN THIS AREA INCLUDED ENGAGEMENT ON THE

ACT ON CLIMATE IN RHODE ISLAND, A CLIMATE ACTION PLAN IN NEBRASKA, AND

OTHER CLIMATE-RELATED LEGISLATIVE ACTIVITIES IN NEW HAMPSHIRE, NEW

MEXICO, VERMONT, AND WASHINGTON STATE.

TNC ALSO PURSUED PLACING QUESTIONS ON LOCAL AND STATEWIDE BALLOTS TO

PROVIDE FOR LONG-TERM CONSERVATION PROTECTION AND FUNDING IN TEXAS;

LONG ISLAND, NEW YORK; KING COUNTY, WASHINGTON; AND PORTLAND, OREGON.

INTERNATIONALLY, TNC INFLUENCED LEGISLATION WITH SIGNIFICANT

CONSERVATION IMPACT IN COUNTRIES AND REGIONS SUCH AS THE SOLOMON

ISLANDS, CANADA, INDONESIA, GUATEMALA, BRAZIL, AND JAMAICA.

Part IV Supplemental Information *(continued)*

VOLUNTEERS FOR TNC SPENT A TOTAL OF 1123 HOURS TO INFLUENCE LEGISLATION

AS DESCRIBED ABOVE.

SCHEDULE D
(Form 990)Department of the Treasury
Internal Revenue Service**Supplemental Financial Statements**

▶ **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.**
 ▶ **Attach to Form 990.**

▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

OMB No. 1545-0047

2019**Open to Public Inspection****Name of the organization**

THE NATURE CONSERVANCY

Employer identification number

53-0242652

Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts. 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	33	
2 Aggregate value of contributions to (during year)	4,175,231.	
3 Aggregate value of grants from (during year)	2,167,736.	
4 Aggregate value at end of year	32,996,995.	
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? ☒ Yes ☐ 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? ☒ Yes ☐ 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).
☐ Preservation of land for public use (for example, recreation or education) ☒ Preservation of a historically important land area
☒ Protection of natural habitat ☒ Preservation of a certified historic structure
☒ 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 Tax Year
a Total number of conservation easements	2762
b Total acreage restricted by conservation easements	3,639,384.75
c Number of conservation easements on a certified historic structure included in (a)	1
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	0

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ 21

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? ☒ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ 17700

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \$ 1,042,963.

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)? ☒ Yes ☐ 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.

Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB 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 FASB 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 FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 ▶ \$ _____

b Assets included in Form 990, Part X ▶ \$ _____

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

Schedule D (Form 990) 2019

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 make significant use of its collection items (check all that apply):

a ☐ Public exhibition

d ☐ Loan or exchange program

b ☐ Scholarly research

e ☐ Other _____

c ☐ Preservation for future generations

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 on 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	1,322,550,078.	1,294,730,157.	1,201,781,285.	1,114,692,167.	1,158,152,353.
b Contributions	14,146,775.	17,714,330.	23,053,347.	8,390,434.	12,192,638.
c Net investment earnings, gains, and losses	61,939,967.	65,157,423.	107,038,420.	122,916,842.	-16,054,852.
d Grants or scholarships					
e Other expenditures for facilities and programs	51,237,717.	55,051,832.	37,142,895.	44,218,158.	39,597,972.
f Administrative expenses					
g End of year balance	1,347,399,103.	1,322,550,078.	1,294,730,157.	1,201,781,285.	1,114,692,167.

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

a Board designated or quasi-endowment ☐ 70.06 %

b Permanent endowment ☐ 19.51 %

c Term endowment ☐ 10.43 %

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

(ii) Related organizations

	Yes	No
3a(i)		X
3a(ii)		X
3b		

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

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		7,774,825.		7,774,825.
b Buildings		164,069,308.	66,835,598.	97,233,710.
c Leasehold improvements		31,004,525.	17,455,959.	13,548,566.
d Equipment		52,921,051.	49,382,718.	3,538,333.
e Other		2,220,774,795.	4,503,486.	2,216,271,309.
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				2,338,366,743.

Schedule D (Form 990) 2019

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 (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A) FINANCIAL DERIVATIVES	533,401,979.	COST
(B) CLOSELY-HELD EQUITY INTERESTS	371,352,010.	COST
(C) REAL ESTATE INVESTMENT TRUSTS	110,779,757.	COST
(D) INTERFUND AND TRUST RECEIVABLE	35,389,191.	COST
(E) PRIVATE EQUITY	215,102,815.	COST
(F) SPLIT-INTEREST INVESTMENTS	280,346,553.	COST
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶	1,546,372,305.	

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: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
Total. (Col. (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) CONSERVATION EASEMENTS	2,386,747,013.
(2) SECURITIES PLEDGED UNDER SECURITIES LENDING AGREEMENT	37,080,747.
(3) DUE TO/DUE FROM INTERCOMPANY	47,274,304.
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	2,471,102,064.

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.

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) PAYABLE UNDER SECURITIES LENDING AGREEMENT	37,080,747.
(3) REFUNDABLE ADVANCES	53,711,610.
(4) SPLIT INTEREST ARRANGEMENTS	202,283,325.
(5) LEASE LIABILITY	52,532,059.
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	345,607,741.

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 FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII ... ☒

Schedule D (Form 990) 2019

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.

1	Total revenue, gains, and other support per audited financial statements	1	1,230,041,000.
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
a	Net unrealized gains (losses) on investments	2a	74,573,656.
b	Donated services and use of facilities	2b	27,537,610.
c	Recoveries of prior year grants	2c	
d	Other (Describe in Part XIII.)	2d	-9,460,940.
e	Add lines 2a through 2d	2e	92,650,326.
3	Subtract line 2e from line 1	3	1,137,390,674.
4	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	0.
5	Total revenue. Add lines 3 and 4c . (This must equal Form 990, Part I, line 12.)	5	1,137,390,674.

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.

1	Total expenses and losses per audited financial statements	1	980,135,000.
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
a	Donated services and use of facilities	2a	27,537,610.
b	Prior year adjustments	2b	
c	Other losses	2c	
d	Other (Describe in Part XIII.)	2d	45,556,021.
e	Add lines 2a through 2d	2e	73,093,631.
3	Subtract line 2e from line 1	3	907,041,369.
4	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	
b	Other (Describe in Part XIII.)	4b	
c	Add lines 4a and 4b	4c	0.
5	Total expenses. Add lines 3 and 4c . (This must equal Form 990, Part I, line 18.)	5	907,041,369.

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.

PART II, LINE 3:

DURING THE TAX YEAR 7 EASEMENTS WERE TRANSFERRED OR SOLD ALL TO QUALIFIED

ORGANIZATIONS AS DEFINED 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) BASKET BUTTE

(SMITH) 1/16/2020; (2) BIG SHEEP CLIFF RIDGE (BIG SHEEP CLIFF PROPERTY

OWNERS ASSOC.) 4/20/2020; (3) HIGH HAMPTON/CHATTOOGA RIDGE (SANSON)

4/20/2020; (4) NESIKA BEACH PRESERVE (MERZ AKA SHIBATA) 5/1/2020; (5)

NESIKA BEACH PRESERVE (SHARP/BENNETT) 5/1/2020; (6) RAVENEL WOODS (TRACY)

4/15/2020; AND (7) RAVENEL WOODS (TRACY 2) 4/15/2020.

DURING THE TAX YEAR 14 CONSERVATION EASEMENTS WERE AMENDED: (1) BANDERA

PASS (ON CLOUD 9) 2/3/2020 TO CORRECT ERRORS IN THE LEGAL DESCRIPTIONS OF

Part XIII Supplemental Information (continued)

THE DESIGNATED DEVELOPMENT AREA AND TREE NURSERY; (2) BAYOU DORCHEAT

(EVANS) 11/13/2019 TO CORRECT ERRORS IN THE LEGAL DESCRIPTION OF THE

PROTECTED PROPERTY; (3) BENDABOUT FARMS (JOHNSTON 3) 7/26/2019 TO ALLOW

FOR ECOLOGICAL STREAM RESTORATION; (4) CHATTAHOOCHEE FALL LINE/FT.

BENNING (WILLETT) 11/18/2019 TO PERMIT ROAD WIDENING PROJECT BY

GOVERNMENT AGENCY IN LIEU OF CONDEMNATION; (5) GREEN RIVER (VOGT FKA

SUBLETT) 8/1/2019 TO CLARIFY THE LANDOWNER'S RIGHT TO LIMITED

AGRICULTURAL ACTIVITIES; (6) LARAMIE RANGE FOOTHILLS CREEKS (SHEAHAN 1)

6/1/2020 TO ADD 35.8 ACRES TO THE PROTECTED PROPERTY; (7) SHIELD RANCH

(AYRES/AYRES/BOWEN 2) 11/26/2019 TO CLEARLY IDENTIFY BOUNDARIES OF NO

DEVELOPMENT ZONES WITHIN THE PROTECTED PROPERTY USING HIGH RESOLUTION GIS

LOCATION DATA; (8) SOUTHWEST BI MACROSITE (COMINGS) 12/19/2019 TO

STRENGTHEN PROTECTIONS BY ADDING PROHIBITIONS ON SUBDIVISION AND

TRANSFERS OF EXTINGUISHED DEVELOPMENT RIGHTS; (9) UPPER COMBAHEE RIVER

(GREEDY CHILDREN LAND, LLC) 12/6/2019 TO ALLOW RELOCATION OF POWERLINE BY

THIRD PARTY UTILITY IN LIEU OF CONDEMNATION; (10) UPPER COMBAHEE RIVER

(TERNI/ BREWTON 2) 12/6/2019 TO ALLOW RELOCATION OF POWERLINE BY THIRD

PARTY UTILITY IN LIEU OF CONDEMNATION; (11) BIGHORNS LANDSCAPE (WALTER

TRUST 1) 8/26/2019 TO ADJUST AND RESOLVE BOUNDARY DISCREPANCIES AND

AMBIGUITIES BETWEEN THREE PROTECTED PROPERTIES (SEE #12 AND #13), AND TO

ELIMINATE LANDOWNER'S RETAINED RIGHT TO SUBDIVIDE; (12) BIGHORN FOOTHILLS

(WALTER TRUST 2) 8/26/2019 TO ADJUST AND RESOLVE BOUNDARY DISCREPANCIES

AND AMBIGUITIES BETWEEN THREE PROTECTED PROPERTIES; NO CHANGE TO

RESTRICTIONS OR RETAINED RIGHTS (SEE #11 AND #13); (13) BIGHORN FOOTHILLS

(WALTER TRUST 3) 8/26/2019 TO ADJUST AND RESOLVE BOUNDARY DISCREPANCIES

AND AMBIGUITIES BETWEEN THREE PROTECTED PROPERTIES; NO CHANGE TO

RESTRICTIONS OR RETAINED RIGHTS (SEE #11 AND #11); AND (14) YELLOWSTONE

RIVER (SINDELAR) 10/16/2019 TO PERMIT MT DOT HIGHWAY CONSTRUCTION PROJECT

Part XIII Supplemental Information (continued)

OVER 0.321 ACRES (A SLIVER) OF THE PROTECTED PROPERTY IN LIEU OF
CONDEMNATION.

PART II, LINE 5:

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

Part XIII Supplemental Information (continued)

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.

COMPLIANCE STATUS. THE MONITORING TEAM, WITH APPROVAL OF THE BUSINESS

UNIT DIRECTOR OR THE 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 RESOLUTION OF A

VIOLATION IS NOT POSSIBLE (E.G., BECAUSE THE TIME PERIOD TO BRING A

JUDICIAL ACTION WILL END UNDER APPLICABLE STATUTES OF LIMITATION), THE

BUSINESS UNIT WILL PROCEED WITH FORMAL ENFORCEMENT. FORMAL ENFORCEMENT

ACTION SHALL BE TAKEN IN ACCORDANCE WITH AN ENFORCEMENT PLAN TO BE

DEVELOPED BY THE BUSINESS UNIT AND ASSIGNED ATTORNEY AND APPROVED BY THE

Part XIII Supplemental Information (continued)

REGIONAL DIRECTOR OR IN THE U.S., BY THE DIVISION DIRECTOR. IF THE

ENFORCEMENT PLAN INCLUDES LITIGATION, APPROVAL OF THE RESPONSIBLE

ASSOCIATE GENERAL COUNSEL AND GENERAL COUNSEL SHALL BE OBTAINED PRIOR TO

INITIATION OF LITIGATION.

PART II, LINE 9:

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.

PART V, LINE 4:

THE ENDOWMENT INCLUDES APPROXIMATELY 984 INDIVIDUAL ENDOWMENT FUNDS. THE

Part XIII Supplemental Information (continued)

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, MAY 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.

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 REVENUE FROM DEBT-FINANCED PROPERTY.

THE CONSERVANCY TAKES NO TAX POSITIONS THAT IT CONSIDERS TO BE UNCERTAIN.

PART XI, LINE 2D - OTHER ADJUSTMENTS:

RELATED ORGANIZATIONS IN CONSOLIDATION	10,048,841.
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SPLIT INTEREST CHANGE IN VALUATION	-20,528,054.
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FOREIGN EXCHANGE GAIN/LOSSES	618,273.
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DISTRIBUTION TO NON-CONTROLLING INTEREST	400,000.
--	----------

TOTAL TO SCHEDULE D, PART XI, LINE 2D	-9,460,940.
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PART XII, LINE 2D - OTHER ADJUSTMENTS:

Part XIII Supplemental Information *(continued)*

RELATED ORGANIZATION

45,556,021.

**SCHEDULE F
(Form 990)**Department of the Treasury
Internal Revenue Service**Statement of Activities Outside the United States**

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

▶ Attach to Form 990.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2019Open to Public
Inspection

Name of the organization

Employer identification number

THE NATURE CONSERVANCY

53-0242652

Part I General Information on Activities Outside the United States. Complete if the organization answered "Yes" on 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 the region	(d) Activities conducted in the region (by type) (such as, 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 the region	(f) Total expenditures for and investments in the region
CENTRAL AMERICA AND THE CARRIBEAN	6	155	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	8,267,998.
EAST ASIA AND THE PACIFIC	27	552	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	13,236,511.
EUROPE (INCLUDING ICELAND AND GREENLAND)	3	82	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	1,838,473.
NORTH AMERICA	3	195	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	11,943,798.
SOUTH AMERICA	3	475	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	5,987,506.
SOUTH ASIA	1	47	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	1,351,050.
SUB-SAHARAN AFRICA	11	208	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	13,655,102.
CENTRAL AMERICA AND THE CARRIBEAN	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	2,033,670.
3 a Subtotal	54	1714			58,314,108.
b Total from continuation sheets to Part I	0	0			796,784,720.
c Totals (add lines 3a and 3b)	54	1714			855,098,828.

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

Schedule F (Form 990) 2019

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Schedule F (Form 990)

THE NATURE CONSERVANCY

53-0242652

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Part I **Continuation of Activities per Region.** (Schedule F (Form 990), Part I, line 3)

(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
EAST ASIA AND THE PACIFIC	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	2,700,752.
EUROPE (INCLUDING ICELAND AND GREENLAND)	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	82,993.
NORTH AMERICA	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	4,660,949.
SOUTH AMERICA	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	3,268,933.
SOUTH ASIA	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	827,001.
SUB-SAHARAN AFRICA	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	8,183,549.
CENTRAL AMERICA AND THE CARRIBEAN	0	0	INVESTMENTS		766,991,459.
EUROPE (INCLUDING ICELAND AND GREENLAND)	0	0	INVESTMENTS		10,069,084.
Totals					796,784,720.

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Schedule F (Form 990) 2019

THE NATURE CONSERVANCY

53-0242652

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Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" on 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.

1 (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 noncash assistance	(h) Description of noncash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		CENTRAL AMERICA AND THE CARIBBEAN	CONSERVATION ACTIVITIES	2,033,670.	ETF, WIRE, CHECK	0.		
		EAST ASIA AND THE PACIFIC	CONSERVATION ACTIVITIES	2,700,752.	ETF, WIRE, CHECK	0.		
		EUROPE (INCLUDING ICELAND & GREENLAND)	CONSERVATION ACTIVITIES	82,993.	ETF, WIRE, CHECK	0.		
		NORTH AMERICA	CONSERVATION ACTIVITIES	4,660,949.	ETF, WIRE, CHECK	0.		
		SOUTH AMERICA	CONSERVATION ACTIVITIES	3,268,933.	ETF, WIRE, CHECK	0.		
		SOUTH ASIA	CONSERVATION ACTIVITIES	827,001.	ETF, WIRE, CHECK	0.		
		SUB-SAHARAN AFRICA	CONSERVATION ACTIVITIES	8,183,549.	ETF, WIRE, CHECK	0.		

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

185

3 Enter total number of other organizations or entities

1

Schedule F (Form 990) 2019

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; don't file with Form 990)* ☒ **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; don't file with Form 990)* ☒ **Yes** ☐ **No**

Schedule F (Form 990) 2019

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.

PART I, LINE 2:

TNC HAS AN INTERNAL GRANTS MANUAL WHICH OUTLINES ITS GRANT MANAGEMENT

PRACTICES, STAFF RESPONSIBILITIES, AND STANDARD OPERATING PROCEDURES

("SOP"). THE GUIDANCE IN THE "SUBAWARDS AND GRANTS WITH PUBLIC AND

PRIVATE FUNDS" CHAPTER OF THE MANUAL OUTLINES TNC'S MONITORING FRAMEWORK

FOR USE OF ALL GRANT FUNDS, INCLUDING GRANTS OUTSIDE THE UNITED STATES.

AS A FIRST STEP, TNC CONDUCTS DUE DILIGENCE ON POTENTIAL GRANTEEES TO

EVALUATE FINANCIAL, ORGANIZATIONAL, AND PROGRAMMATIC CAPACITY TO MANAGE

FUNDS. GRANTEEES ARE ASSIGNED A RISK RANKING BASED ON THIS EVALUATION,

AND THE RISK RANKING AND AMOUNT OF FUNDING PROVIDED TOGETHER DETERMINE

THE MONITORING ACTIVITIES FOR THE GRANT. MONITORING ACTIVITIES INCLUDE:

(1) REVIEW AND ANALYSIS OF SUBRECIPIENT PROGRAMMATIC/TECHNICAL REPORTS,

(2) REVIEW AND ANALYSIS OF SUBRECIPIENT FINANCIAL REPORTS, (3) COLLECTION

AND REVIEW OF EXTERNAL AUDIT REPORTS, (4) SITE VISITS, AND (5) DESK

REVIEWS. BUSINESS UNIT DIRECTORS, GRANT SPECIALIST AND THE INTERNAL AUDIT

DEPARTMENT/SUBRECIPIENT MONITORING UNIT ALL HAVE CLEARLY DEFINED

MONITORING RESPONSIBILITIES. SUBRECIPIENTS PROVIDE, AT A MINIMUM, ONE

FINAL WRITTEN REPORT, AND FOR SUBAWARDS OF MORE THAN 12 MONTHS, AN ANNUAL

REPORT EVERY 12 MONTHS AS WELL AS A FINAL REPORT. TNC DETERMINES THE

FREQUENCY OF REPORTING TO ENSURE THAT PROJECT ACTIVITIES ARE ON TRACK,

THAT ANY FUNDER REQUIREMENTS ARE MET, IF APPLICABLE, (TO ENSURE THAT

PROJECT COSTS ARE APPROPRIATE AND DOCUMENTED.

SCHEDULE G
(Form 990 or 990-EZ)**Supplemental Information Regarding Fundraising or Gaming Activities**

OMB No. 1545-0047

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.**2019****Open to Public Inspection**Department of the Treasury
Internal Revenue Service▶ **Attach to Form 990 or Form 990-EZ.**▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

Name of the organization

THE 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

2 a 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 10 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			
THE COMPASS GROUP - 2251 EISENHOWER AVE. SUITE 1916, NEW CANVASSING EXPERIENCE - 1812 MAIN ST., BASTROP, TX	CAMPAIGN CONSULTING, PLANNING, TRAINING AND SERVICES FOR TNC TO		X	14,862,792.	594,415.	14,268,377.
PERSONAL FUNDRAISING SERVICES, LLC - 10 S.	FACE-TO-FACE AND TELEMARKETING FUNDRAISING	X		2,577,151.	1,645,588.	931,563.
DONOR SERVICES GROUP - 1200 WILSHIRE BLVD. SUITE 650, LOS ASCENTA GROUP (FORMERLY APPCO) - 315 W 36TH ST. LEVEL UP FUNDRAISING - 550 QUEEN ST. E, TORONTO, CANADA M5A	TELEMARKETING FUNDRAISING SERVICES TO REINSTATE	X		2,291,297.	2,776,627.	-485,330.
3SIXTY FUNDRAISING, LLC C/O WEWORK - 33 IRVING PL., NEW TALLWAVE LLC - 4110 N. SCOTTSDALE RD. SUITE 300, M&R STRATEGIC SERVICES, INC. - 1101 CONNECTICUT AVE., NW	TELEMARKETING FUNDRAISING	X		1,585,431.	482,609.	1,102,822.
KEVIN FOX AND ASSOCIATES LLC D/B/A FOX ADVANCEMENT - 807	FACE-TO-FACE AND TELEMARKETING FUNDRAISING	X		975,712.	1,323,608.	-347,896.
	FACE-TO-FACE AND TELEMARKETING FUNDRAISING		X	796,928.	822,660.	-25,732.
	FACE-TO-FACE AND TELEMARKETING FUNDRAISING	X		653,765.	1,023,461.	-369,696.
	PROFESSIONAL FUNDRAISING COUNSEL AND PAID MEDIA		X	0.	3,991,644.	-3,991,644.
	PROFESSIONAL FUNDRAISING COUNSEL SERVICES		X	0.	257,966.	-257,966.
	CAMPAIGN CONSULTING AND PLANNING SERVICES FOR		X	0.	148,800.	-148,800.
Total				23,743,076.	13,067,378.	10,675,698.

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.AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS
MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI
WY

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Schedule G (Form 990 or 990-EZ) 2019 THE NATURE CONSERVANCY

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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.

		(a) Event #1 NEW YORK DINNER DANCE	(b) Event #2 GEORGIA EARTH DAY EVENT	(c) Other events 8	(d) Total events (add col. (a) through col. (c))
		(event type)	(event type)	(total number)	
Revenue	1 Gross receipts	102,012.	82,532.	297,138.	481,682.
	2 Less: Contributions	67,467.	73,232.	207,076.	347,775.
	3 Gross income (line 1 minus line 2)	34,545.	9,300.	90,062.	133,907.
Direct Expenses	4 Cash prizes				
	5 Noncash prizes				
	6 Rent/facility costs				
	7 Food and beverages				
	8 Entertainment				
	9 Other direct expenses	102,012.	42,902.	303,376.	448,290.
	10 Direct expense summary. Add lines 4 through 9 in column (d)				448,290.
	11 Net income summary. Subtract line 10 from line 3, column (d)				-314,383.

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.

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes _____ % ☐ No	☐ Yes _____ % ☐ No	☐ Yes _____ % ☐ No	
	7 Direct expense summary. Add lines 2 through 5 in column (d)				
	8 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: _____

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Schedule G (Form 990 or 990-EZ) 2019 THE NATURE CONSERVANCY

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- 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:
- | | | |
|-------------------------------|-----|---|
| a The organization's facility | 13a | % |
| b An outside facility | 13b | % |
- 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 to be 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 provide any additional information. See instructions.

SCHEDULE G, PART I, LINE 2B, LIST OF TEN HIGHEST PAID FUNDRAISERS:

(I) NAME OF FUNDRAISER: THE COMPASS GROUP

(I) ADDRESS OF FUNDRAISER:

2251 EISENHOWER AVE. SUITE 1916, ALEXANDRIA, VA 22314

(II) ACTIVITY: CAMPAIGN CONSULTING, PLANNING, TRAINING AND STRATEGIC SUPPOR

(I) NAME OF FUNDRAISER: NEW CANVASSING EXPERIENCE

(I) ADDRESS OF FUNDRAISER: 1812 MAIN ST., BASTROP, TX 78602

Part IV Supplemental Information (continued)

(II) ACTIVITY: FACE-TO-FACE FUNDRAISING SERVICES FOR TNC TO ACQUIRE NEW DON

(I) NAME OF FUNDRAISER: PERSONAL FUNDRAISING SERVICES, LLC

(I) ADDRESS OF FUNDRAISER:

10 S. RIVERSIDE PLAZA SUITE 875, PMB 175, CHICAGO, IL 60606

(II) ACTIVITY: FACE-TO-FACE AND TELEMARKETING FUNDRAISING SERVICES

(I) NAME OF FUNDRAISER: DONOR SERVICES GROUP

(I) ADDRESS OF FUNDRAISER:

1200 WILSHIRE BLVD.SUITE 650, LOS ANGELES, CA 90017

(II) ACTIVITY: TELEMARKETING FUNDRAISING SERVICES TO REINSTATE LAPSED DONOR

(I) NAME OF FUNDRAISER: ASCENTA GROUP (FORMERLY APPCO)

(I) ADDRESS OF FUNDRAISER: 315 W 36TH ST.LEVEL 10, NEW YORK, NY 10018

(II) ACTIVITY: FACE-TO-FACE AND TELEMARKETING FUNDRAISING SERVICES

(I) NAME OF FUNDRAISER: UP FUNDRAISING

(I) ADDRESS OF FUNDRAISER: 550 QUEEN ST. E , TORONTO, CANADA M5A 1V2

(II) ACTIVITY: FACE-TO-FACE AND TELEMARKETING FUNDRAISING SERVICES

(I) NAME OF FUNDRAISER: 3SIXTY FUNDRAISING, LLC C/O WEWORK

(I) ADDRESS OF FUNDRAISER: 33 IRVING PL., NEW YORK, NY 10003

(II) ACTIVITY: FACE-TO-FACE AND TELEMARKETING FUNDRAISING SERVICES

(I) NAME OF FUNDRAISER: TALLWAVE LLC

(I) ADDRESS OF FUNDRAISER:

4110 N. SCOTTSDALE RD. SUITE 300, SCOTTSDALE, AZ 85251

(II) ACTIVITY: PROFESSIONAL FUNDRAISING COUNSEL AND PAID MEDIA MANAGEMENT S

Part IV Supplemental Information (continued)

(I) NAME OF FUNDRAISER: M&R STRATEGIC SERVICES, INC.

(I) ADDRESS OF FUNDRAISER:

1101 CONNECTICUT AVE., NW SUITE 700, WASHINGTON, DC 20036

(I) NAME OF FUNDRAISER: KEVIN FOX AND ASSOCIATES LLC D/B/A FOX ADVANCEMENT

(I) ADDRESS OF FUNDRAISER:

807 BROADWAY ST. NE # 250, MINNEAPOLIS, MN 55413

(II) ACTIVITY: CAMPAIGN CONSULTING AND PLANNING SERVICES FOR MINNESOTA

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SCHEDULE I
(Form 990)Department of the Treasury
Internal Revenue ServiceGrants 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.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2019

Open to Public
Inspection

Name of the organization

THE NATURE CONSERVANCY

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.

1 (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 noncash assistance	(h) Purpose of grant or assistance
1 PERCENT FOR NATURE INC PO BOX 282 STROUDSBURG, PA 18360	36-4912784	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMERICAN BIRD CONSERVANCY P O BOX 249 THE PLAINS, VA 20198-9803	52-1501259	501(C)(3)	17,600.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMERICAN CONSERVATION COALITION INC - PO BOX 371 - APPELTON, WI 54912	82-2038028	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMERICAN FOREST FOUNDATION 2000 M STREET NORTHWEST WASHINGTON, DC 20036	52-1235124	501(C)(3)	62,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMERICAN RIVER CONSERVANCY PO BOX 562 COLOMA, CA 95613	68-0195752	501(C)(3)	95,188.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMIGOS BRAVOS PO BOX 238 TAOS, NM 87571	85-0363268	501(C)(3)	79,091.	0.	N/A	N/A	CONSERVATION ACTIVITIES

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶ 461.

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

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

Schedule I (Form 990) (2019)

Public Disclosure Copy

Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(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
ANDROSCOGGIN LAND TRUST PO BOX 3145 AUBURN, ME 04212-3145	01-0452701	501(C)(3)	357,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ANTRIM SOIL CONSERVATION DISTRICT 4820 STOVER ROAD BELLAIRE, MI 49615	95-1643378	501(C)(3)	33,799.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ARIZONA STATE UNIVERSITY FOUNDATION - PO BOX 2260 - TEMPE, AZ 85280-2260	86-6051042	501(C)(3)	46,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ATLANTIC SALMON FEDERATION 14 MAINE STREET BRUNSWICK, ME 04011	13-2618801	501(C)(3)	65,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AUBURN UNIVERSITY PO BOX 906 SCOTTSBORO, AL 35768	63-6000724	501(C)(3)	5,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AUDUBON SOCIETY OF PORTLAND 5151 NORTHWEST CORNELL ROAD PORTLAND, OR 97210	93-6026088	501(C)(3)	128,159.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AUSTIN COMMUNITY DESIGN & DEVELOPMENT CENTER - 1023 SPRINGDALE ROAD - AUSTIN, TX 78721	13-4347508	501(C)(3)	153,409.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BALL STATE UNIVERSITY 2000 WEST UNIVERSITY AVENUE MUNCIE, IN 47306	95-1644628	INDIANA	9,960.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BEAR RIVER LAND CONSERVANCY 195 NORTH 200 WEST LOGAN, UT 84323-4565	27-4698179	501(C)(3)	200,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(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
BELGRADE REGIONAL CONSERVATION ALLIANCE - 137 MAIN STREET - BELGRADE LAKES, ME 04918	04-3047156	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BELGRADE REGIONAL CONSERVATION ALLIANCE - P O BOX 239 - HARPSWELL, ME 04079	04-3047156	501(C)(3)	45,052.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BENTON COUNTY AUDITOR 111 EAST 4TH STREET VINTON, IA 52349	93-1163452	IOWA	44,156.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BENTON COUNTY CONSERVATION 5718 20TH AVENUE DRIVE VINTON, IA 52349	93-1163452	501(C)(3)	9,518.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BERKS NATURE 575 ST BERNARDINE STREET READING, PA 19607	23-1966295	501(C)(3)	14,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BIG HOLE WATERSHED COMMITTEE PO BOX 21 DIVIDE, MT 59727	11-3737644	501(C)(3)	29,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BIG SKY FILM INSTITUTE INC 216 WEST MAIN STREET MISSOULA, MT 59802	20-1937230	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BLACKFEET COMMUNITY COLLEGE PO BOX 819 BROWNING, MT 59417	81-0378943	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BLACKFEET NATION PO BOX 850 BROWNING, MT 59417	52-2081073	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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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
BLANDINGS PARK WILDLIFE SANCTUARY 409 ALFRED STREET BIDDEFORD, ME 04005	37-1525240	501(C)(3)	36,672.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BLUE WATER CONSERVATION DISTRICT 50 EAST MILLER ROAD SANDUSKY, MI 48471	82-1983683	501(C)(3)	124,071.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BOARD OF REGENTS NEVADA SYSTEM OF HIGHER EDUCATION - 2215 RAGGIO PARKWAY - RENO, NV 89512	88-6000024	NEVADA	26,126.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BOARD OF REGENTS OF THE UNIVERSITY OF WISCONSIN SYSTEM - UW MADISON GAR ACCOUNT - MILWAUKEE, WI 53278-0538	87-0527602	501(C)(3)	22,648.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BOHART MUSEUM SOCIETY ONE SHIELDS AVENUE DAVIS, CA 95616	94-3123536	501(C)(3)	9,840.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BOULDER CREST RETREAT FOUNDATION PO BOX 117 BLUEMONT, VA 20135	27-3228310	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BRODHEAD WATERSHED ASSOCIATION PO BOX 339 HENRYVILLE, PA 18332	23-2564522	501(C)(3)	64,783.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CALAPOOIA WATERSHED COUNCIL PO BOX 844 BROWNSVILLE, OR 97327	26-4228349	501(C)(3)	77,141.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CALIFORNIA LUTHERAN UNIVERSITY 60 WEST OLSEN ROAD THOUSAND OAKS, CA 91360	95-2962604	501(C)(3)	25,550.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(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
CALIFORNIA MARINE SANCTUARY FOUNDATION - 99 PACIFIC STREET - MONTEREY, CA 93940	94-3225675	501(C)(3)	47,940.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CALIFORNIA NATIVE PLANT SOCIETY 2707 K STREET, SUITE 1 SACRAMENTO, CA 95816-5113	94-6116403	501(C)(3)	15,624.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CALIFORNIA TROUT INC 701 SOUTH MOUNT SHASTA BOULEVARD MOUNT SHASTA, CA 96067	23-7097680	501(C)(3)	19,977.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CAPE COD COMMERCIAL FISHERMENS ALLIANCE - 1566 MAIN STREET - CHATHAM, MA 02633	04-3138784	501(C)(3)	47,637.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CARNEGIE INSTITUTE 4400 FORBES AVENUE PITTSBURGH, PA 15213	25-0965280	501(C)(3)	8,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CARROLL COUNTY SOIL AND WATER DISTRICT - 1523 NORTH US HIGHWAY 421 - DELPHI, IN 46923	31-1766444	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CATALYST MIAMI INC 3000 BISCAYNE BOULEVARD MIAMI, FL 33137	65-0690368	501(C)(3)	122,016.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CATAMOUNT INSTITUTE 740 W. CARAMILLO STREET COLORADO SPRINGS, CO 80907	86-1151502	501(C)(3)	7,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CATSKILL MOUNTAINKEEPER INC PO BOX 1000 LIVINGSTON MANOR, NY 12758	51-0583769	501(C)(3)	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(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
CENTER FOR CLIMATE AND ENERGY SOLUTIONS INC - 3100 CLARENDON BOULEVARD - ARLINGTON, VA 22201	54-1892252	501(C)(3)	27,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CENTRAL COAST SALMON ENHANCEMENT INC - 229 STANLEY AVENUE - ARROYO GRANDE, CA 93420	77-0079896	501(C)(3)	39,958.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CENTRAL FLORIDA ZOOLOGICAL SOCIETY PO BOX 470309 LAKE MONROE, FL 32747	59-1357197	501(C)(3)	9,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CENTRAL MICHIGAN UNIVERSITY GRANT ACCOUNTING, WA 304 MT. PLEASANT, MI 48859	27-4698179	MICHIGAN	59,384.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CENTRAL PENNSYLVANIA CONSERVANCY 401 EAST LOUTHER STREET CARLISLE, PA 17013	23-2191037	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CHAMA PEAK LAND ALLIANCE 1309 EAST 3RD AVENUE DURANGO, CO 81301	27-4506183	501(C)(3)	231,159.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CHAMPAIGN COUNTY SOIL AND WATER CONSERVATION DISTRICT - 2110 WEST PARK COURT - CHAMPAIGN, IL 61821	52-1666511	501(C)(3)	49,665.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CHICAGO PARK DISTRICT 541 NORTH FAIRBANKS COURT CHICAGO, IL 60611	36-6005822	501(C)(3)	307,518.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CHOOSE OUTDOORS 8156E SO WADSWORTH BLVD #330 LITTLETON, CO 80128	26-3822889	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(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 20 EAST MAIN STREET ASHLAND, OR 97520	82-3764890	OREGON	11,397.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CITY OF AUSTIN PARKS AND RECREATION DEPARTMENT - 200 SOUTH LAMAR - AUSTIN, TX 78704	59-0756643	TEXAS	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CITY OF CANANDAIGUA 2 NORTH MAIN STREET CANANDAIGUA, NY 14424	16-6002534	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CLEAN WASHINGTON WATERS 2501 NORTH NORTHLAKE WAY SEATTLE, WA 98103	83-0584155	501(C)(3)	460,697.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CLINCH POWELL RC&D COUNCIL INC P O BOX 379 RUTLEDGE, TN 37861	62-1396815	501(C)(3)	50,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COALITION FOR THE UPPER SOUTH PLATTE - P O BOX 726 - LAKE GEORGE, CO 80827	84-1469785	501(C)(3)	55,017.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COALITION OF OREGON LAND TRUSTS 511 SOUTHEAST MORRISON STREET PORTLAND, OR 97214	45-1510255	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COASTAL RIVERS CONSERVATION TRUST PO BOX 333 DAMARISCOTTA, ME 04543	23-7303162	501(C)(3)	9,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COLLEGE OF WILLIAM AND MARY PO BOX 8795 WILLIAMSBURG, VA 23187	54-0734117	VIRGINIA	24,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(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
COLORADO CATTLEMENS AGRICULTURAL LAND TRUST - 8833 RALSTON ROAD - ARVADA, CO 80002	84-1317592	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COLORADO NONPROFIT DEVELOPMENT CENTER - 789 SHERMAN STREET - DENVER, CO 80203	84-1493585	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COLORADO SCHOOL OF MINES PO BOX 911911 DENVER, CO 80291-1911	84-0509064	501(C)(3)	22,073.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COLORADO STATE UNIVERSITY 2012 COLORADO STATE UNIVERSITY FORT COLLINS, CO 80523	84-0517947	COLORADO	550,852.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COLORADO STATE UNIVERSITY FOUNDATION - 410 UNIVERSITY SERVICES CENTER - FORT COLLINS, CO 80523	23-7098397	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COLUMBUS STATE UNIVERSITY FOUNDATION INC - 4225 UNIVERSITY AVENUE - COLUMBUS, GA 31907	58-6043198	501(C)(3)	6,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COMMERCIAL FISHERMEN OF SANTA BARBARA - 6 HARBOR WAY - SANTA BARBARA, CA 93109	95-2916932	501(C)(3)	6,400.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COMMONWEALTH OF MASSACHUSETTS PO BOX 417103 BOSTON, MA 02241-4171	74-2245072	MASSACHUSETTS	17,336.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COMMUNITY INITIATIVES 1000 BROADWAY OAKLAND, CA 94607	94-3255070	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(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 COALITION OF OKLAHOMA FOUNDATION - P.O.BOX 2571 - OKLAHOMA CITY, OK 73101	61-1661052	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CONSERVATION LANDS FOUNDATION INC 835 EAST 2ND AVENUE DURANGO, CO 81301	20-8924520	501(C)(3)	7,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CONSERVATION SCIENCE PARTNERS INC 11050 PIONEER TRAIL TRUCKEE, CA 96161	45-2504981	501(C)(3)	52,363.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CONSERVATION TECHNOLOGY INFORMATION CENTER - 3495 KENT AVENUE, SUITE J100 - WEST LAFAYETTE, IN 47906	20-2730568	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COOS SOIL AND WATER CONSERVATION DISTRICT - 379 NORTH ADAMS STREET - COQUILLE, OR 97423	93-0640851	501(C)(3)	19,212.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COQUILLE WATERSHED ASSOCIATION 390 NORTH CENTRAL BOULEVARD COQUILLE, OR 97423	22-2655830	501(C)(3)	225,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CORNELL UNIVERSITY PO BOX 22 ITHACA, NY 14851-0022	15-0532082	501(C)(3)	51,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
COUNTY OF PLACER 2964 RICHARDSON DRIVE AUBURN, CA 95603	95-6000527	CALIFORNIA	385,531.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CURATORS OF THE UNIVERSITY OF MISSOURI - 118 UNIVERSITY HALL - COLUMBIA, MO 65211	26-6440629	501(C)(3)	114,827.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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DEPARTMENT OF FISH AND WILDLIFE PO BOX 43113 OLYMPIA, WA 98504-3113	91-1632572	WASHINGTON	63,691.	0.	N/A	N/A	CONSERVATION ACTIVITIES
DEPARTMENT OF FORESTRY 901 EAST BYRD STREET RICHMOND, VA 23219	27-1466804	VIRGINIA	225,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
DISCOVER YOUR NORTHWEST 164 SOUTH JACKSON STREET SEATTLE, WA 98104	91-0921955	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
DOUGLAS COUNTY SOIL & WATER CONSERVATION DISTRICT - 900 SOUTH WASHINGTON STREET - TUSCOLA, IL 61953	37-0810422	501(C)(3)	23,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
DOWNEAST SALMON FEDERATION 187 MAIN STREET COLUMBIA FALLS, ME 04623	01-0532938	501(C)(3)	68,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
DUCKS UNLIMITED INC 1010 BANKTON CIRCLE HANAHAN, SC 29410	13-5643799	501(C)(3)	1,130,457.	0.	N/A	N/A	CONSERVATION ACTIVITIES
DUKE UNIVERSITY BOX 90328 DURHAM, NC 27708	56-0532129	501(C)(3)	43,600.	0.	N/A	N/A	CONSERVATION ACTIVITIES
EARTH DAY TEXAS INC 4311 OAK LAWN AVE., #325 DALLAS, TX 75219	81-0890813	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
EAST STROUDSBURG UNIVERSITY 200 PROSPECT STREET EAST STROUDSBURG, PA 18301	23-2504462	501(C)(3)	46,835.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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EASTERN MARKET CORPORATION 2934 RUSSELL STREET DETROIT, MI 48207	32-0030432	501(C)(3)	150,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ECOLOGICAL CARBON OFFSET PARTNERS 2930 SHATTUCK AVENUE BERKELEY, CA 94705	27-3158388	501(C)(3)	47,018.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ECOLOGY IN CLASSROOMS & OUTDOORS NW - PO BOX 90293 - PORTLAND, OR 97290	20-3710367	501(C)(3)	21,083.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ENDANGERED HABITATS LEAGUE 8424 SANTA MONICA BOULEVARD LOS ANGELES, CA 90069-4267	95-4455451	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ENVIRONMENTAL DEFENSE FUND INCORPORATED - 257 PARK AVENUE SOUTH - NEW YORK, NY 10010	11-6107128	501(C)(3)	26,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ENVISION UTAH 254 S. 600 E., #201 SALT LAKE CITY, UT 84102	87-0462205	501(C)(3)	35,700.	0.	N/A	N/A	CONSERVATION ACTIVITIES
EVERGREEN FIRE PROTECTION DISTRICT 1802 BERGEN PARKWAY EVERGREEN, CO 80439	84-0819788	501(C)(3)	17,905.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FEATHER RIVER LAND TRUST P O BOX 1826 QUINCY, CA 95971	68-0449687	501(C)(3)	251,722.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FINE ARTS BRIGADE 1328 WEST 2ND AVENUE EUGENE, OR 97405	82-1687062	501(C)(3)	27,246.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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FLORENCE CRITTENTON SERVICES OF COLORADO - 55 SOUTH ZUNI STREET - DENVER, CO 80223	84-0429686	501(C)(3)	6,769.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICE - 407 SOUTH CALHOUN STREET ROOM 121 - TALLAHASSEE, FL 32399-0800	02-0355374	FLORIDA	56,408.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FLORIDA FISH AND WILDLIFE CONSERVATION COMMISSION - 2796 OVERSEAS HIGHWAY - MARATHON, FL 33050	59-3277808	501(C)(3)	92,498.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FLORIDA NATIVE PLANT SOCIETY 125 NORTHEAST FIRST AVENUE OCALA, FL 34470	22-3850546	501(C)(3)	37,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FORTERRA 901 FIFTH AVENUE SEATTLE, WA 98164	94-3112461	501(C)(3)	20,408.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRENCH CREEK VALLEY CONSERVANCY 411 CHESTNUT STREET MEADVILLE, PA 16335	25-1459333	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF GEORGIA STATE PARKS AND HISTORIC SITES INC - 199 SOUTH ERWIN STREET - CARTERSVILLE, GA 30120	58-2046056	501(C)(3)	28,621.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF GREAT SALT LAKE 150 SOUTH 600 EAST SALT LAKE CITY, UT 84102	87-0527602	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF SALT SPRINGS PARK INC PO BOX 541 MONTROSE, PA 18801	23-2794115	501(C)(3)	5,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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FRIENDS OF SCHOOL IN THE SQUARE INC - 99 CATHERINE ROAD - NEW YORK, NY 10033	47-1825735	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF THE GARDENAERIAL 74 BROWNS RACE ROCHESTER, NY 14614	27-4112147	501(C)(3)	18,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF THE ROUGE 650 CHURCH STREET PLYMOUTH, MI 48170	38-2672879	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF THE TETON RIVER PO BOX 768 DRIGGS, ID 83422	82-0527505	501(C)(3)	17,454.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF THE UNIVERSITY OF SURREY INC - 1000 NORTH WEST STREET - WILMINGTON, DE 19801	30-0212507	501(C)(3)	15,120.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF TREES 3117 NORTHEAST MARTIN LUTHER KING J PORTLAND, OR 97212	93-0999999	501(C)(3)	187,417.	0.	N/A	N/A	CONSERVATION ACTIVITIES
FRIENDS OF VERDE RIVER GREENWAY PO BOX 2535 COTTONWOOD, AZ 86326	45-2927355	501(C)(3)	159,874.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GEOLOGICAL SURVEY OF ALABAMA PO BOX 869999 TUSCALOOSA, AL 35486-6999	63-6000619	ALABAMA	22,752.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GEORGETOWN COUNTY PO BOX 421270 GEORGETOWN, SC 29442	57-6000353	SOUTH CAROLINA	42,240.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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GEORGIA DEPARTMENT OF NATURAL RESOURCES - 2070 US HIGHWAY 278 SE - SOCIAL CIRCLE, GA 30025-4711	58-1130945	GEORGIA	11,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GEORGIA FORESTRY COMMISSION P.O. BOX 100287 ATLANTA, GA 30384-0287	58-1888283	GEORGIA	15,963.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GERMAN SCHOOL OF MONMOUTH COUNTY INC - PO BOX 98 - RED BANK, NJ 07701	26-0349203	501(C)(3)	7,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GRAND TRAVERSE CONSERVATION DISTRICT - 1450 CASS ROAD - TRAVERSE CITY, MI 49685	38-2060131	501(C)(3)	39,267.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GRAVES COUNTY CONSERVATION DISTRICT - 1000 COMMONWEALTH DRIVE - MAYFIELD, KY 42066	94-2392007	KENTUCKY	48,352.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GREAT LAKES COMMISSION 1300 VICTORS WAY ANN ARBOR, MI 48108	38-6027814	501(C)(3)	31,187.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GREATER OREGON CITY WATERSHED COUNCIL - PO BOX 927 - OREGON CITY, OR 97045	94-2392007	501(C)(3)	11,978.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GREEN INFO NETWORK 2201 BROADWAY SUITE 604 OAKLAND, CA 94612	94-3313222	501(C)(3)	9,200.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GREENWAVE ORGANIZATION 315 FRONT STREET NEW HAVEN, CT 06513	47-5438012	501(C)(3)	29,415.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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GROUNDWORK DALLAS 3001 QUEBEC STREET DALLAS, TX 75247	20-3398696	501(C)(3)	21,024.	0.	N/A	N/A	CONSERVATION ACTIVITIES
GROUNDWORK DENVER INC 3280 N. DOWNING ST. UNIT E DENVER, CO 80205	71-0909556	501(C)(3)	19,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
HABESHA INC 5350 FOX VALLEY TRACE STONE MOUNTAIN, GA 30088	02-0536428	501(C)(3)	135,246.	0.	N/A	N/A	CONSERVATION ACTIVITIES
HALF MOON BAY COMMERCIAL FISHERIES TRUST - 580 MYRTLE STREET - HALF MOON BAY, CA 94019	47-4501396	501(C)(3)	28,200.	0.	N/A	N/A	CONSERVATION ACTIVITIES
HAMILTON COUNTY SOIL AND WATER CONSERVATION DISTRICT - 1717 PLEASANT STREET - NOBLESVILLE, IN 46060	35-1180875	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
HEALTH IN HARMONY 3804 SOUTHEAST BELMONT STREET PORTLAND, OR 97214-4330	20-3741107	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
HEARTLAND CONSERVATION ALLIANCE INC - 4750 TROOST AVENUE - KANSAS CITY, MO 64111-1728	35-2434953	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
HIGHLANDS-CASHIERS LAND TRUST INC 348 SOUTH 5TH STREET HIGHLANDS, NC 28741	56-1216642	501(C)(3)	22,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
HIGHSTEAD FOUNDATION 127 LONETOWN ROAD REDDING, CT 06896	06-1108612	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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HUDSON RIVER WATERSHED ALLIANCE PO BOX 272 DELMAR, NY 12054	45-2772407	501(C)(3)	45,375.	0.	N/A	N/A	CONSERVATION ACTIVITIES
HURON CONSERVATION DISTRICT 1460 SOUTH VAN DYKE ROAD BAD AXE, MI 48413	38-1850731	501(C)(3)	36,944.	0.	N/A	N/A	CONSERVATION ACTIVITIES
I2 CAPITAL OPERATING LLC 2000 P STREET NORTHWEST WASHINGTON, DC 20036	47-4635409	501(C)(3)	165,296.	0.	N/A	N/A	CONSERVATION ACTIVITIES
IDAHO DEPARTMENT OF LANDS 3284 W INDUSTRIAL LOOP COEUR D ALENE, ID 83815	82-0180248	IDAHO	66,250.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ILLINOIS CORN GROWERS ASSOCIATION PO BOX 1623 BLOOMINGTON, IL 61702-1623	37-0983416	501(C)(3)	42,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ILLINOIS CORN MARKETING BOARD P O BOX 487 BLOOMINGTON, IL 61705	37-1135507	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
IMANI WORKS INC 5201 SOUTH CORNELL CHICAGO, IL 60615	81-0686083	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA AGRICULTURE NUTRIENT ALLIANCE INC - PO BOX 1290 - INDIANAPOLIS, IN 46206	82-3764890	501(C)(3)	57,032.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA ASSOCIATION OF SOIL AND WATER CONSERVATION DISTRICT - 225 SOUTH EAST STREET - INDIANAPOLIS, IN 46202	23-7029064	501(C)(3)	31,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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INDIANA DEPARTMENT OF NATURAL RESOURCES - 402 WEST WASHINGTON STREET - INDIANAPOLIS, IN 46204	30-0747064	INDIANA	112,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA SOYBEAN ALLIANCE 8425 KEYSTONE CROSSING INDIANAPOLIS, IN 46240	35-2026389	501(C)(3)	37,225.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA STATE DEPARTMENT OF AGRICULTURE - ONE NORTH CAPITAL AVENUE - INDIANAPOLIS, IN 46204	47-2382072	INDIANA	143,333.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA UNIVERSITY PURDUE UNIVERSITY 420 UNIVERSITY BO INDIANAPOLIS, IN 46202	37-1374572	INDIANA	22,100.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA UNIVERSITY FOUNDATION INC PO BOX 500 BLOOMINGTON, IN 47402	35-6018940	501(C)(3)	5,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INTERNATIONAL FOOD POLICY RESEARCH INSTITUTE - 1201 EYE STREET NORTHWEST - WASHINGTON, DC 20006	52-1041632	501(C)(3)	23,400.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INTERNATIONAL WILDLIFE REFUGE ALLIANCE - 5437 WEST JEFFERSON AVENUE - TRENTON, MI 48183	20-3318708	501(C)(3)	69,790.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INVEST IN PHX 530 EAST MCDOWELL ROAD PHOENIX, AZ 85004	83-4717031	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
IOWA 4-H FOUNDATION 1259 STANGE ROAD AMES, IA 50011	25-0965280	501(C)(3)	6,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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IOWA CORN GROWERS ASSOCIATION 5505 NORTHWEST 88TH STREET JOHNSTON, IA 50131-2948	42-1036179	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
IOWA DEPARTMENT OF AGRICULTURE AND LAND STEWARDSHIP - 502 E 9TH STREET - DES MOINES, IA 50319	82-2265172	501(C)(3)	36,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
IOWA DEPARTMENT OF NATURAL RESOURCES FORESTRY - 2404 S DUFF AVE - AMES, IA 50010	82-2265172	IOWA	52,565.	0.	N/A	N/A	CONSERVATION ACTIVITIES
JOHNS HOPKINS UNIVERSITY 12529 COLLECTIONS CENTER DRIVE CHICAGO, IL 60693	52-0595110	501(C)(3)	179,077.	0.	N/A	N/A	CONSERVATION ACTIVITIES
JOHNSON CREEK WATERSHED COUNCIL 4033 SOUTHEAST WOODSTOCK BOULEVARD PORTLAND, OR 97202	93-1311608	501(C)(3)	34,750.	0.	N/A	N/A	CONSERVATION ACTIVITIES
JUBILEE COMMUNITY CHURCH 4231 NORTH GRAND BOULEVARD ST LOUIS, MO 63107	43-1750382	501(C)(3)	8,436.	0.	N/A	N/A	CONSERVATION ACTIVITIES
KACHEMAK HERITAGE LAND TRUST 315 KLONDIKE AVENUE HOMER, AK 99603	94-3104608	501(C)(3)	46,264.	0.	N/A	N/A	CONSERVATION ACTIVITIES
KANABEC SOIL AND WATER CONSERVATION DISTRICT - 2008 MAHOGANY STREET SUITE 3 - MORA, MN 55051-3982	41-0976037	501(C)(3)	16,965.	0.	N/A	N/A	CONSERVATION ACTIVITIES
KENNEBEC ESTUARY LAND TRUST 92 FRONT STREET PO BOX 1128 BATH, ME 04530	01-0446468	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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KENNEBEC LAND TRUST PO BOX 261 WINTHROP, ME 04364	01-0440729	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
KENNESAW STATE UNIVERSITY 585 COBB AVENUE KENNESAW, GA 30144	62-0646012	GEORGIA	24,901.	0.	N/A	N/A	CONSERVATION ACTIVITIES
KENTUCKY DIVISION OF FORESTRY KENTUCKY DEP1050 US HIGHWAY 125 SOU FRANKFORT, KY 40601	35-6002041	KENTUCKY	22,800.	0.	N/A	N/A	CONSERVATION ACTIVITIES
KLAMATH BIRD OBSERVATORY P O BOX 758 ASHLAND, OR 97520	93-1297400	501(C)(3)	19,550.	0.	N/A	N/A	CONSERVATION ACTIVITIES
KLAMATH WATERSHED PARTNERSHIP 205 RIVERSIDE DRIVE SUITE C KLAMATH FALLS, OR 97601	22-3617000	501(C)(3)	5,729.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LAFAYETTE AG STEWARDSHIP ALLIANCE 5741 SPRING BROOK ROAD SOUTH WAYNE, WI 53597	82-0864252	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LAKE GEORGE LAND CONSERVANCY, INC. LAKE SHORE DRIVE BOLTON LANDING, NY 12814	22-2902944	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LAND TRUST ALLIANCE POST OFFICE BOX 33355 RALEIGH, NC 27636-3355	04-2751357	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LARAMIE COUNTY CONSERVATION DISTRICT - 11221 US HIGHWAY 30 - CHEYENNE, WY 82009	23-2690569	WYOMING	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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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
LATINOS PROGRESANDO 3047 WEST CERMAK ROAD CHICAGO, IL 60613	36-4355072	501(C)(3)	94,522.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LDS EARTH STEWARDSHIP PO BOX 1476 SALT LAKE CITY, UT 84110-1476	46-0664843	501(C)(3)	297,658.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LEBANON VALLEY CONSERVANCY INC 752 WILLOW STREET LEBANON, PA 17046	25-1866023	501(C)(3)	8,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LEGACY PHILANTHROPY WORKS 521 SANTA BARBRA STREET SANTA BARBRA, CA 93101	47-2584632	501(C)(3)	31,250.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LEMHI REGIONAL LAND TRUST PO BOX 871 SALMON, ID 83467	20-2753508	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LENAWEE CONSERVATION DISTRICT 1100 SUTTON ROAD ADRIAN, MI 49221-9377	38-6038411	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LIMESTONE VALLEY RC AND D COUNCIL INC - 55 QUARTERMASTER CIRCLE - FORT OGLETHORPE, GA 30742	58-1790405	501(C)(3)	21,666.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LINN COUNTY CONSERVATION 10260 MORRIS HILLS ROAD TODDVILLE, IA 52341	43-1395053	501(C)(3)	43,866.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LITTLE COMPTON AGRICULTURAL CONSERVANCY TRUST - 235 PROMENADE STREET - PROVIDENCE, RI 02908	05-0468428	501(C)(3)	85,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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LOMAKATSI RESTORATION PROJECT PO BOX 3084 ASHLAND, OR 97520	93-1163452	501(C)(3)	390,562.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LOON ECHO LAND TRUST INC 8 DEPOT STREET BRIDGTON, ME 04009	22-2966924	501(C)(3)	60,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LOS ANGELES COUNTY MUSEUM OF NATURAL HISTORY FOUNDATION - 900 EXPOSITION BOULEVARD - LOS ANGELES, CA 90007	95-6132185	501(C)(3)	17,009.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LOS ANGELES RIVER STATE PARK PARTNERS - 1799 BAKER STREET - LOS ANGELES, CA 90012	82-1364477	501(C)(3)	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LOUDON WILDLIFE CONSERVANCY 4 LOUDOUN STREET SOUTHEAST LEESBURG, VA 20175	54-1762533	501(C)(3)	390,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LOUISIANA STATE UNIVERSITY OFFICE OF ACCOUNTING SERVICES BATON ROUGE, LA 70803	90-0885216	LOUISIANA	32,546.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LOWER COLUMBIA ESTUARY PARTNERSHIP 811 SOUTHWEST NAITO PARKWAY PORTLAND, OR 97204	93-1249298	501(C)(3)	6,769.	0.	N/A	N/A	CONSERVATION ACTIVITIES
LOYOLA UNIVERSITY CHICAGO 820 NORTH MICHIGAN AVENUE CHICAGO, IL 60611	36-1408475	501(C)(3)	11,935.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MAINE AUDUBON SOCIETY 20 GILSLAND FARM ROAD FALMOUTH, ME 04105-6009	01-0248780	501(C)(3)	8,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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MAINE CENTER FOR COASTAL FISHERIES 13 ATLANTIC AVENUE STONINGTON, ME 04681	27-0069386	501(C)(3)	50,250.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MAINE COAST FISHERMENS ASSOCIATION 14 MAINE STREET SUITE 412 G/H BOX BRUNSWICK, ME 04011	13-4337702	501(C)(3)	19,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MAINE COAST HERITAGE TRUST 1 BOWDOIN MILL ISLAND TOPSHAM, ME 04086	23-7222333	501(C)(3)	9,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MAINE DEVELOPMENT FOUNDATION 2 BEECH STREET HALLOWELL, ME 04347	01-0355563	501(C)(3)	55,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MAINE ENVIRONMENTAL EDUCATION ASSOCIATION INC - 31 WOODSIDE ROAD - BRUNSWICK, ME 04011	01-0383590	501(C)(3)	16,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MAINE NATURAL AREAS PROGRAM STATE HOUSE STATION 93 AUGUSTA, ME 04333	26-0681729	501(C)(3)	38,837.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MAINE RIVERS PO BOX 782 YARMOUTH, ME 04096	02-0556861	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MANADA CONSERVANCY PO BOX 25 HUMMELSTOWN, PA 17036	25-1784517	501(C)(3)	27,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MANOMET INC 125 MANOMET POINT ROAD PLYMOUTH, MA 02360	22-3051362	501(C)(3)	88,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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MARIN COUNTY OPEN SPACE DISTRICT 3501 CIVIC CENTER DRIVE ROOM 260 SAN RAFAEL, CA 94903	26-2460667	501(C)(3)	120,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MASON-LAKE CONSERVATION DISTRICT 655 NORTH SCOTTVILLE ROAD SCOTTVILLE, MI 49454	38-1765942	501(C)(3)	10,846.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MCKENZIE RIVER TRUST 120 SHELTON MCMURPHEY BOULEVARD EUGENE, OR 97401	93-1029808	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MESC/DAUPHIN ISLAND SEA LAB 101 BIENVILLE BLVD. DAUPHIN ISLAND, AL 36528	63-0779657	501(C)(3)	75,871.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MICHIGAN FOREST BIOMATERIALS INSTITUTE - PO BOX 718 - HOUGHTON, MI 49931	81-3163662	501(C)(3)	5,250.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MICHIGAN STATE UNIVERSITY 426 AUDITORIUM ROAD EAST LANSING, MI 48824	85-0446866	MICHIGAN	83,519.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MICHIGAN TECH FUND 1887 1400 TOWNSEND DRIVE HOUGHTON, MI 49931	38-1554664	501(C)(3)	40,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MID KLAMATH WATERSHED COUNCIL PO BOX 409 ORLEANS, CA 95556	20-1501256	501(C)(3)	52,454.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MID-ATLANTIC 4R NUTRIENT STEWARDSHIP ASSOCIATION - 123 CLAY DRIVE - QUEENSTOWN, MD 21658	30-0976363	501(C)(3)	40,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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MIDCOAST CONSERVANCY PO BOX 439 290 US ROUTE 1 EDGEComb, ME 04556	22-2658964	501(C)(3)	21,215.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MIDDLE FORK WILLAMETTE WATERSHED COUNCIL - PO BOX 27 - LOWELL, OR 97452	26-0813058	501(C)(3)	31,430.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MIDDLE TENNESSEE STATE UNIVERSITY 1301 EAST MAIN STREET MURFREESBORO, TN 37132	62-6005794	TENNESSEE	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MINNESOTA LAND TRUST 2356 UNIVERSITY AVE. WEST SUITE 240 ST. PAUL, MN 55114	41-1713652	501(C)(3)	39,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MISSISSIPPI FORESTRY ASSOCIATION INC - 6311 RIDGEWOOD ROAD - JACKSON, MS 39211	64-0205299	501(C)(3)	30,259.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MISSISSIPPI SOIL AND WATER CONSERVATION COMMISSION - 680 MONROE STREET - JACKSON, MS 39202	82-6000945	501(C)(3)	131,629.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MONMOUTH AT THE TEAM 2639 NORTHWEST 82ND CIRCLE 2 OCAL, FL 34482	81-1601405	501(C)(3)	6,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MONTAGUE WATER CONSERVATION DISTRICT - PO BOX 247 - MONTAGUE, CA 96064	94-2998749	501(C)(3)	21,725.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MONTANA STATE UNIVERSITY PO BOX 172470 BOZEMAN, MT 59717-3340	81-6010045	MONTANA	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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MONTCLAIR FILM FESTIVAL INC 41 WATCHUNG PLAZA MONTCLAIR, NJ 07042	27-1732322	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MOTE MARINE LABORATORY 1600 KEN THOMPSON PARKWAY SARASOTA, FL 34236	59-0756643	501(C)(3)	30,857.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MOUND CITY FOUNDATION 4245A MANCHESTER AVENUE ST LOUIS, MO 63110	84-2204032	501(C)(3)	17,600.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MOUNTAINS TO SOUND GREENWAY TRUST 2701 FIRST AVENUE SEATTLE, WA 98121	91-1531234	501(C)(3)	10,250.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MURRAY STATE UNIVERSITY 200 SPARKS HALL MURRAY, KY 42071	94-3050434	KENTUCKY	194,013.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MUSCATINE COUNTY SOIL AND WATER CONSERVATION DISTRICT - 3500 OAKVIEW DRIVE SUITE A - MUSCATINE, IA 52761	42-1474714	501(C)(3)	10,812.	0.	N/A	N/A	CONSERVATION ACTIVITIES
MYSTIC RIVER WATERSHED ASSOCIATION 20 ACADEMY STREET ARLINGTON, MA 02476	23-7221094	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NATIONAL ACADEMIES OF SCIENCES ENGINEERING & MEDICINE - 500 5TH STREET NORTHWEST - WASHINGTON, DC 20001	53-0196932	501(C)(3)	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NATIONAL AUDUBON SOCIETY 2315 UNIVERSITY DRIVE NORTH FARGO, ND 58102	13-1624102	501(C)(3)	22,709.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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NATIONAL CORN GROWERS ASSOCIATION 632 CEPI DRIVE CHESTERFIELD, MO 63005	42-0897662	501(C)(3)	60,340.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NATURA BOLIVIA FOUNDATION 1567 44TH STREET NORTHWEST WASHINGTON, DC 20007	45-3337460	501(C)(3)	170,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NATURAL COMMUNITIES COALITION 13042 OLD MYFORD ROAD IRVINE, CA 92602	93-1229006	501(C)(3)	110,323.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NATURAL RESOURCE EDUCATION FOUNDATION OF NJ - PO BOX 747 - WARETOWN, NJ 08758	22-2188661	501(C)(3)	7,546.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NATURE FOR ALL PO BOX 42307 PORTLAND, OR 97242	83-4141164	501(C)(3)	21,200.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NATUREBRIDGE 28 GEARY STREET SUITE 650 SAN FRANCISCO, CA 94108	94-2145930	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NATURESERVE 2550 SOUTH CLARK STREET ARLINGTON, VA 22202	52-1884438	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NEMOURS PLANTATION WILDLIFE FOUNDATION - 161 NEMOURS PLANTATION ROAD - YEMASSEE, SC 29945	57-0985138	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NEW HAMPSHIRE DEPARTMENT OF ENVIRONMENTAL SERVICES - 222 INTERNATIONAL DRIVE - PORTSMOUTH, NH 03801	23-2739641	NEW HAMPSHIRE	59,251.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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NEW HAMPSHIRE FISH & GAME DEPARTMENT - 11 HAZEN DRIVE - CONCORD, NH 03301-6500	23-2739641	501(C)(3)	9,260.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NEW JERSEY NATURAL LANDS TRUST 501 EAST STATE STREET TRENTON, NJ 08625-0420	22-6065456	501(C)(3)	50,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NEW LEARNING JOURNEY INC 700 BRAGG HILL ROAD WAITSFIELD, VT 05673	47-4879926	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NEW YORK FUND FOR CONSERVATION INC 142 ROUTE 114 EAST HAMPTON, NY 11937	81-3530312	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NEW YORK HARBOR FOUNDATION 10 SOUTH GOVERNORS ISLAND NEW YORK, NY 10004	27-2918478	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NEW YORK STATE FLOODPLAIN AND STORMWATER - PO BOX 1785 - SCHENECTADY, NY 12301-1785	14-1826523	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NICHOLLS STATE UNIVERSITY BOX 2003 THIBODEAUX, LA 70310	46-2273232	LOUISIANA	42,715.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTH CAROLINA STATE UNIVERSITY 225C DAVID CLARK LABS RALEIGH, NC 27695-7617	56-6000756	NORTH CAROLINA	79,748.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTH CLACKAMAS URBAN WATERSHED COUNCIL - 2416 SOUTHEAST LAKE ROAD - MILWAUKIE, OR 97222	27-1160027	501(C)(3)	34,040.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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NORTH COAST LAND CONSERVANCY P O BOX 67 SEASIDE, OR 97138	20-1501256	501(C)(3)	50,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTH DAKOTA STATE UNIVERSITY PO BOX 6050 FARGO, ND 58108-6050	45-6002439	NORTH DAKOTA	20,150.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTH POCONO CARE 123 BEAR LAKE ROAD THORNHURST, PA 18424	23-2739641	501(C)(3)	19,966.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTHEAST MIDWEST INSTITUTE 1875 CONNECTICUT AVE. UNIVERSAL NORTH, TENTH FLR - WASHINGTON, DC 20009	52-1112174	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTHEASTERN UNIVERSITY 360 HUNTINGTON AVENUE BOSTON, MA 02115	04-1679980	501(C)(3)	84,293.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTHERN ARIZONA UNIVERSITY PO BOX 4069 FLAGSTAFF, AZ 86011	74-2579628	501(C)(3)	29,480.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTHERN NECK LAND CONSERVANCY 8327 MARY BALL ROAD LANCASTER, VA 22503	41-2140631	501(C)(3)	50,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTHERN NECK LAND CONSERVANCY ONE COLUMBUS CENTER VIRGINIA BEACH, VA 23462	56-1623293	501(C)(3)	769,711.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NORTHWESTERN UNIVERSITY 633 CLARK STREET ROOM EVANSTON, IL 60208-1112	36-2167817	501(C)(3)	44,200.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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NO-TILL ON THE PLAINS INC PO BOX 81 BERRYTON, KS 66409	48-1204419	501(C)(3)	17,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
NUTRIENT STEWARDSHIP COUNCIL 5151 REED ROAD SUITE 126 C COLUMBUS, OH 43220	47-1496411	501(C)(3)	21,120.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OAK RIDGE ASSOCIATED UNIVERSITIES PO BOX 117 MS-120-43 OAK RIDGE, TN 37831-0117	62-0476816	501(C)(3)	105,665.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OCCIDENTAL ARTS AND ECOLOGY CENTER 15290 COLEMAN VALLEY ROAD OCCIDENTAL, CA 95465	68-0359676	501(C)(3)	19,810.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OHIO STATE UNIV. RESEARCH FOUNDATION - 1960 KENNY ROAD - COLUMBUS, OH 43210-1063	27-3080801	501(C)(3)	61,240.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OKALOOSA COUNTY BOARD OF COUNTY COMMISSIONERS - 302 NORTH WILSON STREET - CRESTVIEW, FL 32536	59-6000765	501(C)(3)	75,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OKLAHOMA ASSOC. OF CONSERVATION DISTRICTS - P O BOX 61065 - OKLAHOMA CITY, OK 73146	73-0801393	501(C)(3)	50,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ONWARD! A LEGACY FOUNDATION 970 MAIN AVENUE DURANGO, CO 81301-5122	26-0045741	501(C)(3)	250,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OPEN SPACE INSTITUTE LAND TRUST INC - 1350 BROADWAY - NEW YORK, NY 10018	13-3028060	501(C)(3)	500,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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OPEN SPACE INSTITUTE LAND TRUST INC. - 1001 FRONT STREET - GEORGETOWN, SC 29440	13-3028060	501(C)(3)	44,616.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OPEN SPACE INSTITUTE LAND TRUST, INC. - PO BOX 2139 - SAVANNAH, GA 31402	13-3028060	501(C)(3)	5,681,501.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OREGON FOOD BANK INC PO BOX 55370 PORTLAND, OR 97238-5370	93-0785786	501(C)(3)	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OREGON PUBLIC BROADCASTING 7140 SW MACADAM AVENUE PORTLAND, OR 97219-3099	23-7303162	501(C)(3)	12,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
OREGON STATE UNIVERSITY B100 KERR ADMINISTRATION BUIDLING CORVALLIS, OR 97331	61-1730890	OREGON	54,892.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ORONO LAND TRUST PO BOX 4 ORONO, ME 04473	01-0417249	501(C)(3)	45,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ORONO LAND TRUST INC. PO BOX 1401 BANGOR, ME 04402	01-0264445	501(C)(3)	310,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PARTNERSHIP FOR THE DELAWARE BAY ESTUARY INC - 110S. POPLAR STREET - WILMINGTON, DE 19801	51-0375307	501(C)(3)	35,567.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PASSAMAQUODDY TRIBE AT PLEASANT POINT - PO BOX 343 - PERRY, ME 04627	01-0338717	MAINE	28,225.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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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
PATH 2201 WESTLAKE AVENUE SEATTLE, WA 98121	91-1157127	501(C)(3)	72,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PATUXENT TIDEWATER LAND TRUST INC PO BOX 1955 LEONARDTOWN, MD 20650	52-2005066	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PENINSULA OPEN SPACE TRUST 222 HIGH STREET PALO ALTO, CA 94301 1040	94-2392007	501(C)(3)	8,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PENINSULA PRIDE FARMS INC E3576 CARDINAL ROAD CASCO, WI 54205	81-2063033	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PFLEGER INSTITUTE OF ENVIRONMENTAL RESEARCH - 315 HARBOR DRIVE - OCEANSIDE, CA 92054	33-0735400	501(C)(3)	87,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PIIKANI LODGE HEALTH INSTITUTE PO BOX 187 BROWNING, MT 59417	83-2766318	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PLANNED PARENTHOOD FEDERATION OF AMERICA INC - 434 WET 33RD STREET - NEW YORK, NY 10001	13-1644147	501(C)(3)	10,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PLANNED PARENTHOOD OF WESTERN PENNSYLVANIA - 933 LIBERTY AVENUE - PITTSBURGH, PA 15222	25-0965474	501(C)(3)	22,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
POINT REYES BIRD OBSERVATORY 3820 CYPRESS DRIVE PETALUMA, CA 94954	94-1594250	501(C)(3)	10,999.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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PORTLAND STATE UNIVERSITY PO BOX 751 MAIL CODE SPA PORTLAND, OR 97207	93-0619733	OREGON	103,400.	0.	N/A	N/A	CONSERVATION ACTIVITIES
POSEY COUNTY SOIL & WATER CONSERVATION DISTRICT - 1805 N MAIN - MT. VERNON, IN 47620	42-0716340	501(C)(3)	16,715.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PRESIDENT AND FELLOWS OF MIDDLEBURY COLLEGE - 460 PIERCE STREET - MONTEREY, CA 93940	03-0179298	501(C)(3)	5,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PROJECT SHARE 14 BOYNTON ST. EASTPORT, ME 04631	01-0493230	501(C)(3)	45,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PROVO FOUNDATION 351 WEST CENTER STREET PROVO, UT 84601	74-2530255	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PUBLIC POLICY INSTITUTE OF CALIFORNIA - 500 WASHINGTON STREET - SAN FRANCISCO, CA 94111-9013	94-3207299	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
PURDUE UNIVERSITY 403 WEST WOOD STREET WEST LAFAYETTE, IN 47907	35-6002041	INDIANA	101,076.	0.	N/A	N/A	CONSERVATION ACTIVITIES
RAINIER VALLEY CORPS 1225 SOUTH WELLER STREET SEATTLE, WA 98144	47-4257834	501(C)(3)	16,443.	0.	N/A	N/A	CONSERVATION ACTIVITIES
RECLAMATION DISTRICT 2140 PO BOX 758 HAMILTON CITY, CA 95951	27-5101647	501(C)(3)	28,095.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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REDFORD CENTER 116 SHERIDAN AVENUE SAN FRANCISCO, CA 94129	46-4549706	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
REEF CHECK FOUNDATION 13723 FIJI WAY MARINA DEL REY, CA 90292	95-4858649	501(C)(3)	14,850.	0.	N/A	N/A	CONSERVATION ACTIVITIES
REGENTS OF THE UNIVERSITY OF CALIFORNIA LOS ANGELES - PO BOX 741539 - LOS ANGELES, CA 90074-1539	95-6006143	CALIFORNIA	176,572.	0.	N/A	N/A	CONSERVATION ACTIVITIES
REGENTS OF THE UNIVERSITY OF CALIFORNIA SANTA BARBARA - SAASB 3201 - SANTA BARBARA, CA 93106-2003	94-3067788	CALIFORNIA	763,949.	0.	N/A	N/A	CONSERVATION ACTIVITIES
REGENTS OF THE UNIVERSITY OF CALIFORNIA SANTA CRUZ - 1156 HIGH STREET - SANTA CRUZ, CA 95064	94-1539563	CALIFORNIA	11,800.	0.	N/A	N/A	CONSERVATION ACTIVITIES
REGENTS OF THE UNIVERSITY OF MINNESOTA - PO BOX 1450 - MINNEAPOLIS, MN 55485	46-4089293	MINNESOTA	119,384.	0.	N/A	N/A	CONSERVATION ACTIVITIES
RENSSELAER POLYTECHNIC INSTITUTE 110 8TH STREET TROY, NY 12180	14-1340095	501(C)(3)	31,735.	0.	N/A	N/A	CONSERVATION ACTIVITIES
RESOURCE CONSERVATION DISTRICT OF TEHAMA COUNTY - 2 SUTTER STREET - RED BLUFF, CA 96080	68-0142292	501(C)(3)	17,863.	0.	N/A	N/A	CONSERVATION ACTIVITIES
RIDGE AND VALLEY CONSERVANCY 16 MAIN STREET BLAIRSTOWN, NJ 07825	22-3181864	501(C)(3)	250,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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ROCKY MOUNTAIN BIRD OBSERVATORY 230 CHERRY STREET FORT COLLINS, CO 80521	84-1079882	501(C)(3)	7,295.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ROCKY MOUNTAIN YOUTH CORP NEW MEXICO - P O BOX 1960 - RANCHOS DE TAOS, NM 87557	85-0404817	501(C)(3)	299,384.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ROGER TORY PETERSON INSTITUTE OF NATURAL HISTORY - 311 CURTIS STREET - JAMESTOWN, NY 14701	11-2724904	501(C)(3)	32,152.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ROWAN UNIVERSITY 201 MULLICA HILL ROAD GLASSBORO, NJ 08028	22-3617000	NEW JERSEY	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
RUTGERS STATE UNIVERSITY 1200 FLORENCE COLUMBUS ROAD BORDENTOWN, NJ 08505	22-6001086	NEW JERSEY	37,167.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SANTA BARBARA BOTANIC GARDEN 1212 MISSION CANYON ROAD SANTA BARBARA, CA 93105	95-1644628	501(C)(3)	77,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SANTA CLARA PUEBLO PO BOX 580 ESPANOLA, NM 87532	85-0216550	NEW MEXICO	182,692.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SANTA CLARA RIVER CONSERVANCY PO BOX 789 SANTA PAULA, CA 93061	27-0595246	501(C)(3)	98,473.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SARATOGA PLAN INC 112 SPRING STREET SARATOGA SPRINGS, NY 12866	14-1706013	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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SAUK RIVER WATERSHED DISTRICT 524 4TH STREET SOUTH SAUK CENTRE, MN 56378	41-1567487	501(C)(3)	6,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SAVANNA INSTITUTE 1360 REGENT STREET MADISON, WI 53175	46-3004682	501(C)(3)	125,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SAVANNAH SCIENCE MUSEUM INC P.O. BOX 9841 SAVANNAH, GA 31412	58-0669887	501(C)(3)	8,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SCOTT RIVER WATER TRUST PO BOX 591 ETNA, CA 96027	01-0924657	501(C)(3)	33,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SEATTLE PARKS FOUNDATION 105 SOUTH MAIN STREET SEATTLE, WA 98104	91-1998597	501(C)(3)	23,750.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SEAVIEW AT SHARK RIVER HOA INC 120 SEA SPRAY LANE NEPTUNE, NJ 07753	22-2617009	501(C)(3)	6,198.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SECORE INTERNATIONAL 4673 NORTHWEST PARKWAY HILLIARD, OH 43026	47-5385160	501(C)(3)	49,911.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SERVICE MEMBER AGRICULTURAL VOCATION EDUCATION GROUP - 111 N 4TH STREET - MANHATTAN, KS 66502	81-0734441	501(C)(3)	240,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SHEBOYGAN RIVER PROGRESSIVE FARMERS - W8511 GLEN ROAD - GLENBEULAH, WI 53023	82-1447276	501(C)(3)	20,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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SKAGIT LAND TRUST P O BOX 1017 MOUNT VERNON, WA 98273	91-1533402	501(C)(3)	33,391.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SMITHSONIAN INSTITUTION PO BOX 3701 WASHINGTON, DC 20013-7012	53-0206027	501(C)(3)	104,196.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SNOHOMISH CONSERVATION DISTRICT 528 91ST AVENUE NORTHEAST LAKE STEVENS, WA 98258	93-0797904	501(C)(3)	5,534.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOCIAL AND ENVIRONMENTAL ENTREPRENEURS - 23532 CALABASAS ROAD - CALABASAS, CA 91302	95-4116679	501(C)(3)	6,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOIL HEALTH INSTITUTE 2803 SLATER ROAD MORRISVILLE, NC 27560	47-5349004	501(C)(3)	50,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SONOMA LAND TRUST 822 FIFTH STREET SANTA ROSA, CA 95404	51-0197006	501(C)(3)	7,095.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SONOMA STATE UNIVERSITY 1801 EAST COTATI AVENUE CASHIERS ROHNERT PARK, CA 94928-3609	99-0157509	501(C)(3)	31,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SONORAN INSTITUTE 100 NORTH STONE TUCSON, AZ 85701	86-0684610	501(C)(3)	300,300.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOUTH DAKOTA GRASSLAND COALITION P O BOX 401 PRESHO, SD 57568 5402	46-0449860	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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SOUTH KINGSTOWN LAND TRUST 227 ROBINSON ST. WAKEFIELD, RI 02879	05-0516985	501(C)(3)	125,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOUTHEAST ALASKA WATERSHED COALITION - 1107 WEST 8TH STREET - JUNEAU, AK 99801	37-1651525	501(C)(3)	6,997.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOUTHEAST ALASKA WILDERNESS EXPLORATION ANALYSIS AND DISCOVERY - PO BOX 306 - GUSTAVUS, AK 99826	92-0168869	501(C)(3)	11,272.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOUTHEAST LAND TRUST OF NEW HAMPSHIRE - PO BOX 675 12 CENTER STREET 2ND FLOOR - EXETER, NH 03833	02-0355374	501(C)(3)	32,769.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOUTHERN OREGON FOREST RESTORATION COLLABORATIVE - PO BOX 1946 - JACKSONVILLE, OR 97520	56-2431473	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOUTHERN OREGON UNIVERSITY 1250 SISKIYOU BLVD ASHLAND, OR 97520	93-6001786	OREGON	32,495.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOUTHERN TIER CENTRAL REGIONAL PLANNING - 8 DENISON PARKWAY EAST - CORNING, NY 14830	16-6002567	501(C)(3)	13,955.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SOUTHERN UTAH WILDERNESS ALLIANCE 425 EAST 100 SOUTH SALT LAKE CITY, UT 84111	94-2936961	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SPRUCE ROOT INC ONE SEALASKA PLAZA JUNEAU, AK 99801	45-4295940	501(C)(3)	34,750.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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ST LOUIS UNIVERSITY 3700 WEST PINE MALL ST LOUIS, MO 63108	43-0654872	501(C)(3)	36,449.	0.	N/A	N/A	CONSERVATION ACTIVITIES
STANFORD UNIVERSITY 371 SERRA MALL STANFORD, CA 94305	94-1156365	501(C)(3)	47,353.	0.	N/A	N/A	CONSERVATION ACTIVITIES
STATE OF ARKANSAS AR DEPT OF PARKS, HERITAGE AND TOURISM, 1100 NORTH STREET - LITTLE ROCK, AR	71-0847443	ARKANSAS	1,000,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
STATE OF MAINE PO BOX 9101 AUGUSTA, ME 04332	95-4302067	MAINE	251,080.	0.	N/A	N/A	CONSERVATION ACTIVITIES
STATE OF MICHIGAN 1504 WEST WASHINGTON STREET MARQUETTE, MI 49855	38-6000134	MICHIGAN	89,713.	0.	N/A	N/A	CONSERVATION ACTIVITIES
STEARNS SOIL AND WATER CONSERVATION DISTRICT - 110 2ND STREET SOUTH - WAITE PARK, MN 56387	41-0966601	501(C)(3)	5,084.	0.	N/A	N/A	CONSERVATION ACTIVITIES
STEVENS INSTITUTE OF TECHNOLOGY 1 CASTLE POINT ON HUDSON HOBOKEN, NJ 07030	22-1487354	501(C)(3)	26,112.	0.	N/A	N/A	CONSERVATION ACTIVITIES
STEWARDSHIP PARTNERS 815 WESTERN AVENUE SEATTLE, WA 98104	91-1939506	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SUBLETTE COUNTY CONSERVATION DISTRICT - PO BOX 647 - PINEDALE, WY 82941	83-0261739	WYOMING	22,128.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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SUSSEX CONSERVATION DISTRICT 23818 SHORTLY ROAD GEORGETOWN, DE 19947	51-0064330	501(C)(3)	18,982.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SUSSEX COUNTY MUNICIPAL UTILITIES GROUP - 34 SOUTH ROUTE 94 - LAFAYETTE, NJ 07848	62-0646012	NEW JERSEY	112,744.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SUSTAINABLE MICHIGAN FUND 602 W IONIA STREET LANSING, MI 48933	84-4039491	501(C)(3)	500,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SUSTAINABLE OCEAN ALLIANCE INC 1160 BATTERY STREET SAN FRANCISCO, CA 94111-1233	82-4972091	501(C)(3)	74,717.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SWAN VALLEY CONNECTIONS 6887 MT HIGHWAY 83 CONDON, MT 59826	81-0512368	501(C)(3)	49,549.	0.	N/A	N/A	CONSERVATION ACTIVITIES
SYMBIOSEAS PO BOX 1189 CAROLINA BEACH, NC 28428	47-1900024	501(C)(3)	22,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TACOMA TREE FOUNDATION PO BOX 7234 TACOMA, WA 98417	83-2505388	501(C)(3)	38,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TALKING TALONS YOUTH LEADERSHIP PO BOX 8 CEDAR CREST, NM 87008	85-0384305	501(C)(3)	15,418.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TAOS LAND TRUST PO BOX 376 TAOS, NM 87571	85-0373099	501(C)(3)	39,822.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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TECHNICAL ASSISTANCE PARTNERSHIP OF ARIZONA - 2929 NORTH CENTRAL AVENUE - PHOENIX, AZ 85012	86-0975231	501(C)(3)	19,715.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TEEN SUCCESS INC 508 VALLEY WAY MILPITAS, CA 95035	45-0702884	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TENNESSEE TECHNOLOGICAL UNIV. PO BOX 5037 COOKEVILLE, TN 38505	62-0646806	TENNESSEE	304,389.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TENNESSEE WILDLIFE RESOURCES AGENCY - 800 S. GAY STREET SUITE 1700 - KNOXVILLE, TN 37929	62-0862270	501(C)(3)	11,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TEXAS A&M AGRILIFE RESEARCH 400 HARVEY MITCHELL PARKWAY SOUTH COLLEGE STATION, TX 77845	74-6000541	TEXAS	100,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE ARTHUR MORGAN INSTITUTE 131 E DAYTON-YELLOW SPRINGS ROAD YELLOW SPRINGS, OH 45387	31-0502562	501(C)(3)	5,425.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE BLACKFOOT CHALLENGE, INC. PO BOX 103 OVANDO, MT 59854-0103	81-0488863	501(C)(3)	15,550.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE BURLINGTON LAND TRUST INC 34 TAINE MOUNTAIN ROAD BURLINGTON, CT 06013	06-1271120	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE COLORADO ENERGY OFFICE 1600 BROADWAY DENVER, CO 80202	84-0644739	COLORADO	250,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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THE CONSERVATION ALLIANCE PO BOX 1275 BEND, OR 97709	94-3100867	501(C)(3)	5,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE CORAL REEF ALLIANCE 1330 BROADWAY OAKLAND, CA 94612	94-3211245	501(C)(3)	50,330.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE CORPS NETWORK 1275 K STREET NORTHWEST SUITE 1050 WASHINGTON, DC 20005	52-1480202	501(C)(3)	174,222.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE FOREST PRESERVE DISTRICT OF COOK COUNTY - 536 NORTH HARLEM - RIVER FOREST, IL 60305	45-4509939	501(C)(3)	159,839.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE FOREST STEWARDS GUILD 2019 GALISTEO STREET SANTA FE, NM 87505	85-0446866	501(C)(3)	203,269.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE GREENWAY FOUNDATION 1855 S PEARL ST. DENVER, CO 80210	51-0193575	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE INSTITUTE FOR BIRD POPULATION PO BOX 1346 POINT REYES STATION, CA 94956	68-0175012	501(C)(3)	5,165.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE JANE GOODALL INSTITUTE 1595 SPRING HILL ROAD SUITE 550 VIENNA, VA 22182	94-2474731	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE LONG LEAF ALLIANCE INC. 12130 DIXON CENTER ROAD ANDALUSIA, AL 64668	75-3263645	501(C)(3)	14,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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THE MISSION PROJECT INC 8445 LINDEN LANE PRAIRIE VILLAGE, KS 66207	83-0393426	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE OKLAHOMA ASSOCIATION OF CONSERVATION DISTRICTS - PO BOX 2775 - OKLAHOMA CITY, OK 73101	73-0801393	501(C)(3)	50,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE PARK CITY FOUNDATION PO BOX 681499 PARK CITY, UT 84068	30-0171971	501(C)(3)	23,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE PERMACULTURE INSTITUTE INCORPORATED - 4245A MANCHESTER AVENUE - ST LOUIS, MO 63110	74-2818653	501(C)(3)	7,400.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE REGENTS OF THE UNIVERSITY OF CALIFORNIA - 9500 GILMAN DRIVE MC 0009 - LA JOLLA, CA 92093-0009	95-6006144	CALIFORNIA	48,493.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE REGENTS OF THE UNIVERSITY OF CALIFORNIA SACRAMENTO - PO BOX 989062 - WEST SACRAMENTO, CA 95798-9062	38-1612715	CALIFORNIA	33,515.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE STUDENT CONSERVATION ASSOCIATION INC - 299 MOUNTAIN REST ROAD - NEW PALTZ, NY 12561	91-0880684	501(C)(3)	197,702.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE TRUST FOR PUBLIC LAND 2610 UNIVERSITY AVENUE WEST ST PAUL, MN 55114	23-7222333	501(C)(3)	482,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE TRUSTEES OF COLUMBIA UNIVERSITY - PO BOX 29789 GPO - NEW YORK, NY 10087	13-5598093	501(C)(3)	105,961.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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THE TRUSTEES OF PRINCETON UNIVERSITY - 701 CARNEGIE CENTER - PRINCETON, NJ 08540	21-0634501	501(C)(3)	22,100.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THE WETLANDS CONSERVANCY 4640 SOUTHWEST MACADAM AVENUE SUITE PORTLAND, OR 97239	93-0797197	501(C)(3)	6,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
THREE RIVERS LAND TRUST PO BOX 295 ALFRED, ME 04002	01-0539771	501(C)(3)	119,456.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TIERRA INTERNATIONAL FOUNDATION 1310 ST ANDREW STREET NEW ORLEANS, LA 70130	81-1757210	501(C)(3)	107,968.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TORREY HOUSE PRESS 2806 EAST MELONY DRIVE SALT LAKE CITY, UT 84124	47-5055025	501(C)(3)	6,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TOWER FOUNDATION OF SAN JOSE STATE UNIVERSITY - ONE WASHINGTON SQUARE - SAN JOSE, CA 95192-0183	93-6026088	501(C)(3)	78,814.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TOWN OF BROOKHAVEN ONE INDEPENDENCE HILL FARMINGVILLE, NY 11738	11-6001925	NEW YORK	250,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TOWN OF NEWMARKET 186 MAIN STREET NEWMARKET, NH 03857	02-6000643	NEW HAMPSHIRE	5,981.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TOWN OF VAIL 75 SOUTH FRONTAGE ROAD VAIL, CO 81657	84-0571385	COLORADO	6,416.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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TREEFOLKS INC PO BOX 1395 DEL VALLE, TX 78617	74-2569827	501(C)(3)	56,125.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TRINITY UNITED CHURCH OF CHRIST 400 WEST 95TH STREET CHICAGO, IL 60628	36-2879787	501(C)(3)	7,186.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TROUT UNLIMITED INC 1777 NORTH KENT STREET SUITE 100 ARLINGTON, VA 22209	38-1612715	501(C)(3)	197,860.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TROY TOWN TREASURER N8870 BRIGGS STREET EAST TROY, WI 53120	39-6005144	WISCONSIN	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TRUCKEE DONNER LAND TRUST 10069 WEST RIVER STREET SUITE C TRUCKEE, CA 96161	68-0245327	501(C)(3)	3,063,178.	0.	N/A	N/A	CONSERVATION ACTIVITIES
TRUSTEES OF THE UNIVERSITY OF PENNSYLVANIA - 3025 WALNUT STREET - PHILADELPHIA, PA 19104	23-1352685	PENNSYLVANIA	46,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UC DAVIS 647 D STREET DAVIS, CA 95616	17-5743168	501(C)(3)	8,839.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UC REGENTS 3201 SAASB SANTA BARBARA, CA 93106	95-6006145	501(C)(3)	443,262.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNITED NATIONS FOUNDATION INC 1750 PENNSYLVANIA AVENUE NORTHWEST WASHINGTON, DC 20006	58-2368165	501(C)(3)	110,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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UNITY HEALTH CARE INC 1100 NEW JERSEY AVENUE SOUTHEAST WASHINGTON, DC 20003	52-1572431	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF CALIFORNIA AT S1156 HIGH STREET SANTA CRUZ, CA 95064	94-1539563	CALIFORNIA	157,435.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF CALIFORNIA SANTA BARBARA - 111 FRANKLIN STREET 5TH FLOOR - OAKLAND, CA 94607	95-6006145	CALIFORNIA	175,253.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF CONNECTICUT 1080 SHENNECOSSETT ROAD GROTON, CT 06340-6048	82-1447276	CONNECTICUT	101,668.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF HAWAII 2440 CAMPUSROAD HONOLULU, HI 96822	99-6000354	HAWAII	141,666.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF IDAHO 875 PERIMETER DRIVE MS 3020 MOSCOW, ID 83844-3020	82-6000945	IDAHO	51,384.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF IDAHO FOUNDATION INC 875 PERIMETER DRIVE MS 3143 MOSCOW, ID 83844-3143	23-7098404	501(C)(3)	33,333.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF ILLINOIS WEST PEABODY DRIVE URBANA, IL 61801	37-6000511	ILLINOIS	166,998.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF LOUISVILLE 2301 SOUTH 3RD STREET LOUISVILLE, KY 40292	61-1014882	KENTUCKY	441,976.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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UNIVERSITY OF MARYLAND 2020 HORNS POINT ROAD CAMBRIDGE, MD 21613	52-6002033	MARYLAND	75,940.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF MASSACHUSETTS AMHERST - 100 VENTURE WAY - HADLEY, MA 01035-9462	04-3167352	MASSACHUSETTS	50,848.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF MONTANA 32 CAMPUS DRIVE UNIVERSITY CENTER R MISSOULA, MT 59812	81-6001713	MONTANA	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF NEW HAMPSHIRE 59 COLLEGE ROAD TAYLOR HALL DURHAM, NH 03824	47-1841490	NEW HAMPSHIRE	61,218.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF NOTRE DAME DU LAC 1400 EAST ANGELA BOULEVARD SOUTH BEND, IN 46617	35-0868188	501(C)(3)	9,883.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF RHODE ISLAND 2 BUTTERFIELD ROAD KINGSTON, RI 02881	05-6000522	RHODE ISLAND	22,280.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF TENNESSEE MORGAN HALL KNOXVILLE, TN 37996	62-6001636	TENNESSEE	49,059.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF TOLEDO 2801 WEST BANCROFT STREET TOLEDO, OH 43606	34-6401483	OHIO	49,073.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF UTAH 260 SOUTH CENTRAL CAMPUS DRIVE SALT LAKE CITY, UT 84112	87-6000525	UTAH	28,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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UNIVERSITY OF VERMONT 590 MAIN ST. RM 310 BURLINGTON, VT 05405	26-4228349	VERMONT	11,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF VERMONT & STATE AGRICULTURAL COLLEGE - 85 SOUTH PROSPECT STREET - BURLINGTON, VT 05405-0160	03-0179440	VERMONT	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF VIRGINIA 1001 NORTH EMMET STREET CHARLOTTESVILLE, VA 22903	54-6001796	VIRGINIA	113,740.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF WASHINGTON 1501 EAST MADISON STREET SEATTLE, WA 98122	91-6001537	WASHINGTON	551,219.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF WASHINGTON FOUNDATION - BOX 353055 - SEATTLE, WA 98195-3055	94-3079432	501(C)(3)	60,780.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UNIVERSITY OF WISCONSIN MILWAUKEE PO BOX 500 MILWAUKEE, WI 53201-0500	87-0527602	WISCONSIN	18,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
US FISH AND WILDLIFE SERVICE 585 SHEPARD WAY, SUITE 1 HELENA, MT 59601	53-0201504	FEDERAL	185,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
US FISH AND WILDLIFE SERVICE 10721 MARK ROAD CEDAR FALLS, IA 50613	48-5983141	FEDERAL	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
US GEOLOGICAL SURVEY CALIFORNIA 3020 STATE UNIVERSITY DRIVE SACRAMENTO, CA 95819	53-0196958	CALIFORNIA	40,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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USDA FOREST SERVICE PO BOX 301550 LOS ANGELES, CA 90030-1550	72-0564834	FEDERAL	273,629.	0.	N/A	N/A	CONSERVATION ACTIVITIES
USGS SEQUOIA KINGS CANYON FIELD STATION 47050 GENERALS HIGHWAY 4 - THREE RIVERS,	53-0196958	FEDERAL	142,735.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UTAH CLEAN ENERGY ALLIANCE INC 1014 2ND AVENUE SALT LAKE CITY, UT 84106	37-1438788	501(C)(3)	328,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UTAH DINE BIKEYAH 211 EAST BROADWAY SALT LAKE CITY, UT 84111	61-1729917	501(C)(3)	181,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UTAH DIVISION OF WILDLIFE RESOURCES - 195 NORTH 1950 WEST - SALT LAKE CITY, UT 84114-4870	87-0403151	UTAH	100,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
UTAH STATE UNIVERSITY 4420 OLD MILL HILL LOGAN, UT 84322	87-6000528	UTAH	9,435.	0.	N/A	N/A	CONSERVATION ACTIVITIES
VAN BUREN CONSERVATION DISTRICT 1035 E. MICHIGAN AVENUE PAW PAW, MI 49079	38-2986937	501(C)(3)	28,625.	0.	N/A	N/A	CONSERVATION ACTIVITIES
VERMILION COUNTY SOIL & WATER CONSERVATION DISTRICT - 1905 A US RT150 - DANVILLE, IL 61832	37-0812502	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
VERMONT LAND TRUST 8 BAILEY AVENUE MONTPELIER, VT 05602	68-0256214	501(C)(3)	120,829.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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VERMONT NATURAL RESOURCES COUNCIL INC - 9 BAILEY AVENUE - MONTPELIER, VT 05602	03-0223731	501(C)(3)	60,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
VIRGINIA MARINE RESOURCES COMMISSION - 380 FENWICK ROAD - FORT MONROE, VA 23651	27-4506183	501(C)(3)	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
VIRGINIA OUTDOORS FOUNDATION 900 SOUTH MAIN STREET BLACKSBURG, VA 24060	54-1038487	501(C)(3)	82,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
VIRGINIA TECH TREASURER 112 LANSLOWNE STREET BLACKSBURG, VA 24061	54-6001805	501(C)(3)	10,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WASHINGTON ENVIRONMENTAL COUNCIL 1402 THIRD AVENUE #1400 SEATTLE, WA 98101	91-0839385	501(C)(3)	50,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WASHINGTON RESOURCE CONSERVATION & DEVELOPMENT COUNCIL - 109 SOUTH THIRD STREET - YAKIMA, WA 98901	91-1810332	501(C)(3)	47,218.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WATER PROTECTION ASSOCIATION OF CENTRAL KANSAS - 306A NORTH MAIN STREET - ST. JOHN, KS 67576	48-1101486	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WATERSHED RESEARCH AND TRAINING CENTER - PO BOX 356 - HAYFORK, CA 96041	94-3116339	501(C)(3)	681,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WATTIME CORPORATION 1111 BROADWAY FL 3 OAKLAND, CA 94607-4139	47-1444637	501(C)(3)	60,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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WELLS NATIONAL ESTUARINE 342 LAUDHOLM FARM ROAD WELLS, ME 04090	01-0459976	501(C)(3)	9,875.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WEST HARLEM ENVIRONMENTAL ACTION 1854 AMSTERDA, AVE., 2ND FLOOR NEW YORK, NY 10031	13-3800068	501(C)(3)	5,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WEST TENNESSEE RIVER BASIN AUTHORITY - 3628 EAST END DRIVE - HUMBOLDT, TN 38343	62-6001445	501(C)(3)	17,139.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WESTERN FOOTHILLS LAND TRUST PO BOX 107 NORWAY, ME 04268	01-6083123	501(C)(3)	50,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WESTERN MARYLAND RC & D INC 1260 MARYLAND AVENUE HAGERSTOWN, MD 21740	52-1859219	501(C)(3)	19,344.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WESTERN WISCONSIN CONSERVATION COUNCIL - 2061 30TH AVENUE - BALDWIN, WI 54002	82-3042873	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILD RIVER LAND TRUSTS 16271 S HIGHWAY 101 BROOKINGS, OR 97415	93-1289894	501(C)(3)	52,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILD UTAH PROJECT 824 SOUTH 400 WEST SALT LAKE CITY, UT 84101	83-0468561	501(C)(3)	18,300.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILDLAND RESTORATION INTERNATIONAL INC - PO BOX 1983 - DUXBURY, MA 02331-1983	46-3077252	501(C)(3)	11,821.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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WILDLANDS CONSERVANCY INC 3701 ORCHID PLACE EMMAUS, PA 18049	23-7401326	501(C)(3)	13,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILDLANDS RESTORATION VOLUNTEERS 3012 STERLING CIRCLE BOULDER, CO 80301	46-0505155	501(C)(3)	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILDLIFE CONSERVATION SOCIETY 2300 SOUTHERN BOULEVARD BRONX, NY 10460-1068	13-1740011	501(C)(3)	10,281.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILLAMETTE PARTNERSHIP 4640 SOUTHWEST MACADAM AVENUE PORTLAND, OR 97239	33-1103430	501(C)(3)	60,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WISCONSIN POTATO AND VEGETABLE GROWERS ASSN INC - PO BOX 327 - ANTIGO, WI 54409	39-0777398	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WORLD RELIEF CORPORATION 841 CENTRAL AVENUE NORTH KENT, WA 98032	23-6393344	501(C)(3)	8,093.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WORLD RESOURCES INSTITUTE 1735 NEW YORK AVENUE NW WASHINGTON, DC 20006	63-0779657	501(C)(3)	101,809.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WORLD WILDLIFE FUND US INC 1250 TWENTYFOURTH STREET NORTHWEST WASHINGTON, DC 20037	52-1693387	501(C)(3)	42,674.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WWRC ACTION FUND 1402 THIRD AVE #507 SEATTLE, WA 98101	91-1445276	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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XERCES SOCIETY INC 628 NORTHEAST BROADWAY PORTLAND, OR 97232	51-0175253	501(C)(3)	19,275.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YAHARA PRIDE FARMS INC 229 DOUGLAS DRIVE BROOKLYN, WI 53521	61-1770827	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YALE UNIVERSITY PO BOX 1873 NEW HAVEN, CT 06508-1873	06-0646973	501(C)(3)	110,242.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YAVAPAI-APACHE NATION 2400 WEST DATSI STREET CAMP VERDE, AZ 86322	86-0210241	501(C)(3)	52,570.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YORK LAND TRUST 1 LONG NECK MARSH ROAD YORK, ME 03909	22-2793161	501(C)(3)	17,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YOUTH EMPLOYMENT PROGRAM INC 601 LENA SALMON, ID 83467	82-0483392	501(C)(3)	27,547.	0.	N/A	N/A	CONSERVATION ACTIVITIES

Schedule I (Form 990)

Public Disclosure Copy

Schedule I (Form 990) (2019)

THE NATURE CONSERVANCY

53-0242652

Page 2

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 noncash assistance
DIRECT CASH ASSISTANCE TO SPONSOR CONSERVATION STUDY	1	5,750.	0.	N/A	CONSERVATION ACTIVITIES

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

PART I, LINE 2:

TNC HAS AN INTERNAL GRANTS MANUAL WHICH OUTLINES ITS GRANT MANAGEMENT

PRACTICES, STAFF RESPONSIBILITIES, AND STANDARD OPERATING PROCEDURES

("SOP"). THE GUIDANCE IN THE "SUBAWARDS AND GRANTS WITH PUBLIC AND PRIVATE

FUNDS" CHAPTER OF THE MANUAL OUTLINES TNC'S MONITORING FRAMEWORK FOR USE OF

ALL GRANT FUNDS, INCLUDING GRANTS IN THE UNITED STATES. AS A FIRST STEP,

TNC CONDUCTS DUE DILIGENCE ON POTENTIAL GRANTEES TO EVALUATE FINANCIAL,

ORGANIZATIONAL, AND PROGRAMMATIC CAPACITY TO MANAGE FUNDS. GRANTEES ARE

ASSIGNED A RISK RANKING BASED ON THIS EVALUATION, AND THE RISK RANKING AND

Part IV	Supplemental Information
----------------	---------------------------------

AMOUNT OF FUNDING PROVIDED TOGETHER DETERMINE THE MONITORING ACTIVITIES FOR

THE GRANT. MONITORING ACTIVITIES INCLUDE: (1) REVIEW AND ANALYSIS OF

SUBRECIPIENT PROGRAMMATIC/TECHNICAL REPORTS, (2) REVIEW AND ANALYSIS OF

SUBRECIPIENT FINANCIAL REPORTS, (3) COLLECTION AND REVIEW OF EXTERNAL AUDIT

REPORTS, (4) SITE VISITS, AND (5) DESK REVIEWS. BUSINESS UNIT DIRECTORS,

GRANT SPECIALIST AND THE INTERNAL AUDIT DEPARTMENT/SUBRECIPIENT MONITORING

UNIT ALL HAVE CLEARLY DEFINED MONITORING RESPONSIBILITIES. SUBRECIPIENTS

PROVIDE, AT A MINIMUM, ONE FINAL WRITTEN REPORT, AND FOR SUBAWARDS OF MORE

THAN 12 MONTHS, AN ANNUAL REPORT EVERY 12 MONTHS AS WELL AS A FINAL REPORT.

TNC DETERMINES THE FREQUENCY OF REPORTING TO ENSURE THAT PROJECT ACTIVITIES

ARE ON TRACK, THAT ANY FUNDER REQUIREMENTS ARE MET, IF APPLICABLE, (TO

ENSURE THAT PROJECT COSTS ARE APPROPRIATE AND DOCUMENTED.

**SCHEDULE J
(Form 990)**

Department of the Treasury
Internal Revenue Service

**Public Disclosure Copy
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.
 ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2019

Open to Public
Inspection

Name of the organization

THE NATURE CONSERVANCY

Employer identification number

53-0242652

Part I Questions Regarding Compensation

1a 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.

- | | |
|---|---|
| ☐ First-class or charter travel | ☒ Housing allowance or residence for personal use |
| ☐ Travel for companions | ☐ Payments for business use of personal residence |
| ☒ Tax indemnification and gross-up payments | ☐ Health or social club dues or initiation fees |
| ☐ Discretionary spending account | ☐ Personal services (such as maid, chauffeur, chef) |

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?

3 Indicate which, if any, of the following the 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.

- | | |
|---|---|
| ☒ Compensation committee | ☐ Written employment contract |
| ☒ Independent compensation consultant | ☒ Compensation survey or study |
| ☒ Form 990 of other organizations | ☒ Approval by the board or compensation committee |

4 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:

a Receive a severance payment or change-of-control payment?

b Participate in, or receive payment from, a supplemental nonqualified retirement plan?

c Participate in, or receive payment from, an equity-based compensation arrangement?

If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.

5 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:

a The organization?

b Any related organization?

If "Yes" on line 5a or 5b, describe in Part III.

6 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:

a The organization?

b Any related organization?

If "Yes" on line 6a or 6b, describe in Part III.

7 For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III

8 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

9 If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

Yes No

1b	X	
2	X	
4a	X	
4b		X
4c		X
5a		X
5b		X
6a		X
6b		X
7		X
8		X
9		

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

Schedule J (Form 990) 2019

Public Disclosure Copy

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 aren't 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				
(1) SALLY JEWELL	(i)	202,175.	0.	1,658.	0.	4,251.	208,084.	0.
DIRECTOR/INTERIM CEO	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) MARK TERCEK	(i)	488,623.	0.	7,994.	20,100.	14,756.	531,473.	0.
DIRECTOR, PRES & CEO (THRU 7/19)	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) LEONARD WILLIAMS	(i)	364,506.	0.	11,512.	19,856.	5,961.	401,835.	0.
CHIEF FINANCE OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) GIULIO BOCCALETTI	(i)	408,523.	0.	14,889.	0.	2,345.	425,757.	0.
CSO & GLOBAL AMBASSADOR OF WATER	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) BRIAN MCPEEK	(i)	400,520.	0.	768,280.	22,400.	15,565.	1,206,765.	0.
CHIEF CONSERVATION OFF(THRU 7/19)	(ii)	0.	0.	0.	0.	0.	0.	0.
(6) CHARLES BEDFORD	(i)	342,253.	0.	470,996.	22,400.	23,226.	858,875.	0.
REGIONAL DIRECTOR	(ii)	0.	0.	0.	0.	0.	0.	0.
(7) JAMES WILLIS ASP	(i)	592,516.	0.	13,856.	22,400.	9,831.	638,603.	0.
CHIEF DEVELOPMENT OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
(8) WISLA HENEGHAN	(i)	491,546.	0.	1,518.	22,400.	15,143.	530,607.	0.
CHIEF OPERATING OFFICER AND GENERAL	(ii)	0.	0.	0.	0.	0.	0.	0.
(9) SANTIAGO GOWLAND	(i)	430,932.	86.	3,808.	19,000.	101.	453,927.	0.
EXECUTIVE VICE PRESIDENT	(ii)	0.	0.	0.	0.	0.	0.	0.
(10) DAVID BANKS	(i)	393,774.	25,000.	11,018.	22,400.	16,844.	469,036.	0.
INTERIM CHIEF CONSERVATION OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
(11) RICHARD LOOMIS	(i)	360,058.	63,496.	2,838.	14,166.	5,961.	446,519.	0.
CHIEF MARKETING OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
(12) MARIA DAMANAKI	(i)	405,257.	0.	14,769.	0.	4,209.	424,235.	0.
GLOBAL MANAGING DIR, FOR OCEANS	(ii)	0.	0.	0.	0.	0.	0.	0.
(13) MARC TOUITOU	(i)	317,756.	0.	93,007.	22,400.	16,750.	449,913.	0.
CHIEF INFORMATION OFFICER(THRU 11/19)	(ii)	0.	0.	0.	0.	0.	0.	0.
(14) MICHAEL SWEENEY	(i)	389,007.	0.	10,915.	22,400.	15,143.	437,465.	0.
STATE DIRECTOR	(ii)	0.	0.	0.	0.	0.	0.	0.
(15) WILLIAM ULFELDER	(i)	386,349.	0.	10,607.	22,400.	16,844.	436,200.	0.
NEW YORK EXECUTIVE DIRECTOR	(ii)	0.	0.	0.	0.	0.	0.	0.
(16) LYNN SCARLETT	(i)	361,217.	0.	20,328.	22,400.	5,961.	409,906.	0.
CO-CHIEF EXTERNAL AFFAIRS OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.

Public Disclosure Copy

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 aren't 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				
(17) THOMAS NEISES	(i)	378,657.	0.	990.	19,000.	8,654.	407,301.	0.
VP & ASSOCIATE CHIEF DEV OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
(18) MARK BURGET	(i)	364,107.	0.	9,016.	22,400.	18,614.	414,137.	0.
EXEC VP AND REG DIRECTOR (THRU 3/20)	(ii)	0.	0.	0.	0.	0.	0.	0.
(19) GLENN PRICKETT	(i)	120,476.	0.	250,467.	9,846.	16,108.	396,897.	0.
CHIEF EXT AFFAIRS OFFICER (THRU 3/20)	(ii)	0.	0.	0.	0.	0.	0.	0.
(20) HUGH POSSINGHAM	(i)	322,422.	0.	27,916.	0.	3,772.	354,110.	0.
CHIEF SCIENTIST	(ii)	0.	0.	0.	0.	0.	0.	0.
(21) HEATHER TALLIS	(i)	336,083.	0.	8,975.	19,000.	19,135.	383,193.	0.
CHIEF SCIENTIST/STRATEGY INNOVATION	(ii)	0.	0.	0.	0.	0.	0.	0.
(22) AURELIO RAMOS	(i)	309,476.	0.	24,808.	19,000.	13,875.	367,159.	0.
REGIONAL MANAGING DIRECTOR	(ii)	0.	0.	0.	0.	0.	0.	0.
(23) SEEMA PAUL	(i)	318,195.	13,886.	388,049.	22,400.	7,000.	749,530.	0.
MANAGING DIRECTOR	(ii)	0.	0.	0.	0.	0.	0.	0.
(24) JAN MITTAN	(i)	356,112.	5,000.	11,344.	22,400.	9,831.	404,687.	0.
CHIEF PHILANTHROPY OFFICER, NEW YORK	(ii)	0.	0.	0.	0.	0.	0.	0.
(25) ANGELA WOO SOSDIAN	(i)	322,875.	0.	8,181.	22,400.	5,961.	359,417.	0.
EXECUTIVE DIRECTOR, GIFT PLANNING	(ii)	0.	0.	0.	0.	0.	0.	0.
(26) MICHAEL TETREULT	(i)	318,429.	0.	5,089.	22,400.	15,143.	361,061.	0.
CHIEF PEOPLE OFFICER	(ii)	0.	0.	0.	0.	0.	0.	0.
(27) COLLEEN JOHNSON	(i)	315,173.	0.	990.	19,000.	15,143.	350,306.	0.
DIRECTOR OF PRINCIPAL GIFTS	(ii)	0.	0.	0.	0.	0.	0.	0.
(28) KAREN BERKY	(i)	0.	0.	224,900.	0.	0.	224,900.	0.
FORMER DIVISION DIRECTOR	(ii)	0.	0.	0.	0.	0.	0.	0.
(29) ADDISON DANA	(i)	129,662.	0.	27,114.	10,604.	8,410.	175,790.	0.
FORMER VP & DIRECTOR OF INVESTMENTS	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

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.

PART I, LINE 1A:

FIRST CLASS TRAVEL - AIR TRAVEL MUST BE IN COACH/ECONOMY CLASS AT THE

LOWEST AVAILABLE FARES PER THE CONSERVANCY'S STANDARD OPERATING PROCEDURE

FOR TRAVEL AND REPORTING AND THE FINANCIAL MANAGEMENT HANDBOOKS. PERSONS

LISTED ON THE 990 MAY RECEIVE FIRST CLASS TRAVEL IN LIMITED CIRCUMSTANCES,

WHICH INCLUDE (1) WHEN NO ECONOMY FARE WAS AVAILABLE, OR (2) WHEN THERE WAS

NO PRICE DIFFERENCE.

HOUSING - EMPLOYEES WORKING OUTSIDE OF THE US MAY RECEIVE HOUSING

ALLOWANCES AS A PARTICIPANT IN THE CONSERVANCY'S GLOBAL MOBILITY PROGRAM.

ONE KEY EMPLOYEE AND ONE HIGHEST PAID EMPLOYEE RECEIVED THIS BENEFIT. THIS

BENEFIT WAS INCLUDED IN TAXABLE INCOME AS REQUIRED BY LAW.

TAX EQUALIZATION - EMPLOYEES WORKING OUTSIDE OF THE US MAY RECEIVE A TAX

EQUALIZATION BENEFIT AS A PARTICIPANT IN THE CONSERVANCY'S GLOBAL MOBILITY

PROGRAM. ONE KEY EMPLOYEE AND ONE HIGHEST PAID EMPLOYEE RECEIVED THIS

BENEFIT. THIS BENEFIT WAS INCLUDED IN TAXABLE INCOME AS REQUIRED BY LAW.

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.

PART I, LINE 3:

THE PRESIDENT AND CHIEF EXECUTIVE OFFICER'S, AS WELL AS THE EXECUTIVE
TEAM'S PERFORMANCES AND COMPENSATION ARE REVIEWED ANNUALLY BY THE BOARD OF
DIRECTORS.

PART I, LINE 4A:

FORMER REGIONAL MANAGING DIRECTOR, KAREN BERKY, RECEIVED A SEPARATION
PAYMENT IN THE AMOUNT OF \$224,900, DURING 2019.

FORMER CHIEF CONSERVATION OFFICER, BRIAN MCPEEK, RECEIVED A SEPARATION
PAYMENT IN THE AMOUNT OF \$700,000, DURING 2019.

FORMER CHIEF OF EXTERNAL AFFAIRS, GLENN PRICKETT, RECEIVED A SEPARATION
PAYMENT IN THE AMOUNT OF \$250,000, DURING 2019.

FORMER CHIEF INFORMATION OFFICER, MARC TOUITOU, RECEIVED A SEPARATION
PAYMENT IN THE AMOUNT OF \$40,000, DURING 2019.

THE TERMS AND CONDITIONS OF THESE CONFIDENTIAL SEPARATION AGREEMENTS ARE
AVAILABLE TO THE IRS UPON REQUEST.

Public Disclosure Copy

SCHEDULE K
(Form 990)
Department of the Treasury
Internal Revenue Service

Supplemental Information on Tax-Exempt Bonds

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 24a. Provide descriptions, explanations, and any additional information in Part VI.**
▶ **Attach to Form 990.** ▶ **Go to www.irs.gov/Form990 for instructions and the latest information.**

OMB No. 1545-0047

2019
Open to Public Inspection

Name of the organization

THE NATURE CONSERVANCY

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) Pooled financing	
						Yes	No	Yes	No	Yes	No
A COLORADO EDUCATIONAL AND CULTURAL FACILITIES AUTHORITY AUTHORITY	84-0896726	19645RPA3	12/01/12	144,435,000.	REFUNDING OF 2008 TE BOND SERIES		X		X		X
B											
C											
D											

Part II Proceeds

	A	B	C	D
1 Amount of bonds retired	35,680,000.			
2 Amount of bonds legally defeased				
3 Total proceeds of issue	144,435,000.			
4 Gross proceeds in reserve funds				
5 Capitalized interest from proceeds				
6 Proceeds in refunding escrows				
7 Issuance costs from proceeds	915,000.			
8 Credit enhancement from proceeds				
9 Working capital expenditures from proceeds				
10 Capital expenditures from proceeds	143,520,000.			
11 Other spent proceeds				
12 Other unspent proceeds				
13 Year of substantial completion	2012			
	Yes	No	Yes	No
14 Were the bonds issued as part of a refunding issue of tax-exempt bonds (or, if issued prior to 2018, a current refunding issue)?	X			
15 Were the bonds issued as part of a refunding issue of taxable bonds (or, if issued prior to 2018, 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			

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

Schedule K (Form 990) 2019

Public Disclosure Copy

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							
3a Are there any management or service contracts that may result in private business use of bond-financed property?		X						
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?								
c Are there any research agreements that may result in private business use of bond-financed property?		X						
d 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?								
4 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		.03 %		%		%		%
5 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		%		%		%		%
6 Total of lines 4 and 5		.03 %		%		%		%
7 Does the bond issue meet the private security or payment test?	X							
8a Has there been a sale or disposition of any of the bond-financed property to a non-governmental person other than a 501(c)(3) organization since the bonds were issued?		X						
b If "Yes" to line 8a, enter the percentage of bond-financed property sold or disposed of		%		%		%		%
c If "Yes" to line 8a, was any remedial action taken pursuant to Regulations sections 1.141-12 and 1.145-2?								
9 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

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
1 Has the issuer filed Form 8038-T, Arbitrage Rebate, Yield Reduction and Penalty in Lieu of Arbitrage Rebate?		X						
2 If "No" to line 1, did the following apply?								
a Rebate not due yet?		X						
b Exception to rebate?		X						
c No rebate due?		X						
If "Yes" to line 2c, provide in Part VI the date the rebate computation was performed								
3 Is the bond issue a variable rate issue?	X							

Public Disclosure Copy

Part IV Arbitrage (continued)

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
4a Has the organization or the governmental issuer entered into a qualified hedge with respect to the bond issue?		X						
b Name of provider								
c Term of hedge								
d Was the hedge superintegrated?								
e Was the hedge terminated?								
5a Were gross proceeds invested in a guaranteed investment contract (GIC)?		X						
b Name of provider								
c Term of GIC								
d Was the regulatory safe harbor for establishing the fair market value of the GIC satisfied?								
6 Were any gross proceeds invested beyond an available temporary period?		X						
7 Has the organization established written procedures to monitor the requirements of section 148?	X							

Part V Procedures To Undertake Corrective Action

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
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 isn't available under applicable regulations?	X							

Part VI Supplemental Information. Provide additional information for responses to questions on Schedule K. See instructions

SCHEDULE L
(Form 990 or 990-EZ)**Transactions With Interested Persons**

OMB No. 1545-0047

Department of the Treasury
Internal Revenue Service▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V, line 38a or 40b.**▶ **Attach to Form 990 or Form 990-EZ.**▶ **Go to www.irs.gov/Form990 for instructions and the latest information.****2019****Open To Public
Inspection**

Name of the organization

THE NATURE CONSERVANCY

Employer identification number

53-0242652

Part I Excess Benefit Transactions (section 501(c)(3), section 501(c)(4), and section 501(c)(29) organizations only).

Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b.

1 (a) Name of disqualified person	(b) Relationship between disqualified person and organization	(c) Description of transaction	(d) Corrected?	
			Yes	No

2 Enter the amount of tax incurred by the organization managers or disqualified persons during the year under section 4958 ▶ \$

3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization ▶ \$

Part II Loans to and/or From Interested Persons.

Complete if the organization answered "Yes" on Form 990-EZ, Part V, line 38a or Form 990, Part IV, line 26; or if the organization reported an amount on Form 990, Part X, line 5, 6, or 22.

(a) Name of interested person	(b) Relationship with organization	(c) Purpose of loan	(d) Loan to or from the organization?		(e) Original principal amount	(f) Balance due	(g) In default?		(h) Approved by board or committee?		(i) Written agreement?	
			To	From			Yes	No	Yes	No	Yes	No
SHIRLEY HARRY H	MR. HAGE	0% INTER	X		10,000,000.	10,000,000.		X	X		X	
Total						▶ \$ 10,000,000.						

Part III Grants or Assistance Benefiting Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of assistance	(d) Type of assistance	(e) Purpose of assistance

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

Schedule L (Form 990 or 990-EZ) 2019

SEE PART V FOR CONTINUATIONS

Part IV Business Transactions Involving Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 28a, 28b, or 28c.

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues?	
				Yes	No

Part V Supplemental Information.

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

SCHEDULE L, PART II, LOANS TO AND FROM INTERESTED PERSONS:

(A) NAME OF PERSON: SHIRLEY HARRY HAGEY COMM PROP TRUST

(B) RELATIONSHIP WITH ORGANIZATION: MR. HAGEY IS A MEMBER OF THE BOARD OF

DIRECTORS

(C) PURPOSE OF LOAN: 0% INTEREST LOAN TO FUND CONSERVATION IN IDAHO

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Noncash Contributions

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

OMB No. 1545-0047

2019

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- ▶ Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
- ▶ Attach to Form 990.
- ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Name of the organization **THE NATURE CONSERVANCY** Employer identification number **53-0242652**

Part I Types of Property

	(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1 Art - Works of art				
2 Art - Historical treasures				
3 Art - Fractional interests				
4 Books and publications				
5 Clothing and household goods				
6 Cars and other vehicles	X	3	71,322.	COMPARABLE SALES
7 Boats and planes	X	1	4,250.	COMPARABLE SALES
8 Intellectual property				
9 Securities - Publicly traded	X	1,654	63,553,683.	AVERAGE SALES PRICE
10 Securities - Closely held stock	X	2	4,529,499.	APPRAISED VALUE
11 Securities - Partnership, LLC, or trust interests				
12 Securities - Miscellaneous				
13 Qualified conservation contribution - Historic structures				
14 Qualified conservation contribution - Other ...	X	64	84,716,155.	APPRAISED VALUE
15 Real estate - Residential	X	9	2,714,000.	COMPARABLE SALES
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 ▶ (IT HARDWARE &)	X	8	11,726,532.	COMPARABLE SALES
26 Other ▶ (MISCELLANEOUS)	X	265	1,116,235.	COMPARABLE SALES
27 Other ▶ ()				
28 Other ▶ ()				

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement **29** 61

	Yes	No
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 isn't required to be used for exempt purposes for the entire holding period?		X
b If "Yes," describe the arrangement in Part II.		
31 Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions?	X	
32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?		X
b If "Yes," describe in Part II.		
33 If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.		

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

Schedule M (Form 990) 2019

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.

SCHEDULE M, PART I, COLUMN (B):

THE AMOUNTS REPORTED IN PART I, COLUMN B REPRESENT THE NUMBER OF

CONTRIBUTIONS RECEIVED. FOR PUBLICLY TRADED STOCK GIFTS, THE COUNT IS

BASED ON THE NUMBER OF TRANSACTIONS.

SCHEDULE O
(Form 990 or 990-EZ)Department of the Treasury
Internal Revenue Service**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.

▶ Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2019Open to Public
Inspection

Name of the organization

THE NATURE CONSERVANCY

Employer identification number

53-0242652

FORM 990, PART III, LINE 4A, PROGRAM SERVICE ACCOMPLISHMENTS:

AND ARE THE LEAST PROTECTED OF THE EARTH'S NATURAL SYSTEMS. TNC, WITH

THE PEW CHARITABLE TRUSTS, CREATED A NEW MARKET FOR MORE THAN 100

STRUGGLING OYSTER FARMERS IN ME, NH, MA, NY, NJ, MD AND WA STATE DURING

THE COVID-19 PANDEMIC. THESE SHELLFISH GROWERS SOLD THEIR HEALTHY

SURPLUS OYSTERS TO THIS PROJECT, CALLED SUPPORTING OYSTER AQUACULTURE

AND RESTORATION ("SOAR"), WHICH THEN TRANSPLANTS THEM TO NEARBY

REEF-RESTORATION SITES. A SINGLE OYSTER CAN FILTER 50 GALLONS OF WATER

IN ONE DAY, AND AN ENTIRE OYSTER REEF CAN BE CRITICAL TO THE HEALTH OF

BAYS AND ESTUARIES. ENTERPRISING OYSTER FARMS PROVIDED THESE ECOLOGICAL

BENEFITS AND THIS ALSO CONTRIBUTES TO RURAL ECONOMIES. FULFILLING

SOAR'S MISSION OF BUYING 5 MILLION OYSTERS OVER A TWO-YEAR PERIOD MEANS

PRODUCERS WILL BE ABLE TO STAY AFLOAT WHILE LONG-TERM EFFORTS TO

RESTORE LOCAL REEFS GET A HELPFUL BOOST.

FORM 990, PART III, LINE 4B, PROGRAM SERVICE ACCOMPLISHMENTS:

TNC WORKED WITH THE LARGEST FARM IN THE REGION TO SWITCH TO BARLEY,

WHICH CONSUMES HALF THE WATER OF CROPS LIKE ALFALFA AND CORN. THE SHIFT

TO HIGH-QUALITY HAS SAVED A MILLION GALLONS OF WATER AND KEPT THE VERDE

RIVER FLOWING. TNC HELPED TO TEMPORARILY STOP A PROPOSED PEBBLE MINE

THAT THREATENED THE SUSTAINABLE HARVEST OF WILD SALMON IN ALASKA'S

BRISTOL BAY.

FORM 990, PART III, LINE 4C, PROGRAM SERVICE ACCOMPLISHMENTS:

TNC CONTINUES TO WORK TO PRESERVE COASTAL RAINFORESTS ON THE EMERALD

EDGE IN PARTNERSHIP WITH FIRST NATIONS PEOPLES HONORS A VISION OF

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

Schedule O (Form 990 or 990-EZ) (2019)

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Schedule O (Form 990 or 990-EZ) (2019)

Page **2**

Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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INDIGENOUS-LED STEWARDSHIP WHILE SECURING FORESTS AS STOREHOUSES OF

CARBON. THE TEMPERATE RAINFORESTS OF THE EMERALD EDGE HOLD ONE OF THE

WORLD'S LARGEST STORES OF CARBON AND THESE FORESTS ARE AT RISK.

FORM 990, PART III, LINE 4D, OTHER PROGRAM SERVICES:

BUILD HEALTHY CITIES -

WE HAVE HELPED INTEGRATE URBAN FORESTS, RAIN GARDENS, PARKS AND

WETLANDS INTO SUSTAINABLE CITY PLANNING TO BRING NATURE'S BENEFITS TO

URBAN RESIDENTS. WE HAVE HELPED PROMOTE GREEN CITY DESIGNS LIKE

PERMEABLE SURFACES AND RAIN GARDENS THAT CAN MANAGE STORMWATER WHILE

PROVIDING HEALTH BENEFITS AND REDUCING POLLUTION IN OUR RIVERS. WE HAVE

WORKED WITH CITIES FROM NEW ORLEANS TO BEIJING TO USE NATURE AS THE

FIRST LINE OF DEFENSE AGAINST THE EFFECTS OF CLIMATE CHANGE, AND

BECAUSE PEOPLE IN CITIES ARE INCREASINGLY DISCONNECTED FROM GREEN

SPACES, WE HAVE HELPED FACILITATE ACCESS TO AND ENGAGEMENT NATURE.

FORM 990, PART III, LINE 4

THE AMOUNTS PRESENTED ON PART III LINE 4A REPRESENT THE TOTAL FOR ALL

OF THE PROGRAMS.

FORM 990, PART V, LINE 4B, LIST OF FOREIGN COUNTRIES:

ARGENTINA, AUSTRALIA, BAHAMAS, BELIZE,

BOLIVIA, BRAZIL, CANADA, CHILE,

CHINA, COLOMBIA, COSTA RICA, DOMINICAN REPUBLIC,

ECUADOR, GABON, GERMANY, GREECE,

GREECE, GUATEMALA, HONDURAS, HONDURAS,

HUNGARY, INDIA, INDIA, JAPAN,

KENYA, SOUTH KOREA, MADAGASCAR, MEXICO,

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Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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FED ST OF MICRONESIA, MOROCCO, MALAYSIA, NIUE,

NIGERIA, NORWAY, PARAGUAY, PARAGUAY,

PAPUA-NEW GUINEA, PERU, PORTUGAL, QATAR,

RUSSIA, SOMALIA, SOMALIA, SWEDEN,

TAIWAN, TANZANIA, TURKEY, UNITED ARAB EMIRATES,

UNITED KINGDOM, ZAMBIA

FORM 990, PART VI, SECTION B, LINE 11B:

THE FORM 990 IS PREPARED BY COHN REZNICK, BASED ON FINANCIAL STATEMENTS

AUDITED BY PRICEWATERHOUSECOOPERS, AND OTHER INTERNALLY GENERATED

INFORMATION BY THE CONSERVANCY'S TAX SERVICES TEAM. THE PREPARED 990 FORM

IS REVIEWED BY THE CONSERVANCY'S TAX SERVICES TEAM AND MEMBERS OF SENIOR

MANAGEMENT. THE BOARD AUDIT COMMITTEE THEN REVIEWS FOR ANY SIGNIFICANT

ISSUES OR JUDGMENTS RELATING TO DISCLOSURES. COPIES ARE PROVIDED TO THE

FULL BOARD OF DIRECTORS PRIOR TO FILING WITH THE IRS.

FORM 990, PART VI, SECTION B, LINE 12C:

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

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Schedule O (Form 990 or 990-EZ) (2019)

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Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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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

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Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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PROPOSED MITIGATION AS SUFFICIENT. SIGNATURE ON THE APPROVAL FORM INDICATES

THIS APPROVAL. REGIONAL LEVEL APPROVAL ALSO IS REQUIRED. C. CONFLICTS

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. 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.

FORM 990, PART VI, SECTION B, LINE 15:

THE PRESIDENT AND CHIEF EXECUTIVE OFFICER'S, AS WELL AS, MEMBERS OF THE

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Schedule O (Form 990 or 990-EZ) (2019)

Page 2

Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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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.

FORM 990, PART VI, LINE 17, LIST OF STATES RECEIVING COPY OF FORM 990:

AK,AL,AR,AS,AZ,CA,CO,CT,DC,DE,FL,GA,GU,HI,IA,ID,IL,IN,KS,KY,LA,MA,MD,ME,MH

MI,MN,MO,MP,MS,MT,NC,ND,NE,NH,NJ,NM,NV,NY,OH,OK,OR,PA,PR,PW,RI,SC,SD,TN,TX,

UT,VA,VI,VT,WA,WI,WV,WY

FORM 990, PART VI, SECTION C, LINE 19:

THE NATURE CONSERVANCY'S GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY

AND FINANCIAL STATEMENTS ARE AVAILABLE TO THE PUBLIC VIA OUR WEBSITE:

NATURE.ORG.

FORM 990, PART IX, LINE 11G, OTHER FEES:

CONTRACT/PROFESSIONAL FEES:

PROGRAM SERVICE EXPENSES 103,308,786.

MANAGEMENT AND GENERAL EXPENSES 10,597,968.

FUNDRAISING EXPENSES 2,473,933.

TOTAL EXPENSES 116,380,687.

TOTAL OTHER FEES ON FORM 990, PART IX, LINE 11G, COL A 116,380,687.

FORM 990, PART XI, LINE 9, CHANGES IN NET ASSETS:

CONSOLIDATED ENTITIES ADJUSTMENT -35,507,180.

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Schedule O (Form 990 or 990-EZ) (2019)

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Name of the organization	Employer identification number
THE NATURE CONSERVANCY	53-0242652

SPLIT INTEREST CHANGE IN VALUATION	20,528,054.
FOREIGN EXCHANGE GAIN/LOSSES	-618,273.
DISTRIBUTIONS FROM NONCONTROLLING INTERESTS	-400,000.
TOTAL TO FORM 990, PART XI, LINE 9	-15,997,399.

FORM 990 FILING

THE FORM 990 WAS PREPARED BASED ON THE BEST AVAILABLE INFORMATION

AVAILABLE AT THE TIME OF FILING. SHOULD ADDITIONAL INFORMATION BECOME

AVAILABLE THAT MATERIALLY IMPACTS THE ACCURACY OF THE FILING, IT WILL

BE AMENDED.

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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.

▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2019

Open to Public
Inspection

Name of the organization

THE 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) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
WOODLAND DEVELOPMENT COMPANY LLC - 55-0807256, 4245 NORTH FAIRFAX DRIVE, ARLINGTON, VA 22203	CONSERVATION	CHILE	0.	2,047,280.	THE NATURE CONSERVANCY
TNC CHINA LLC - 26-4484383 4245 N FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	DELAWARE	107,775.	3,233,152.	THE NATURE CONSERVANCY
THE NATURE CONSERVANCY IN EUROPE GEMEINNUTZIGE GMBH, C/O NABU CHARITESTR 3, BERLIN, GERMANY D10117	CONSERVATION	GERMANY	50,182.	539,942.	THE NATURE CONSERVANCY
FORTIN CHACABUCO LLC 4245 NORTH FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	DELAWARE	1,804.	1,490,236.	THE NATURE CONSERVANCY

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.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
THE NATURE CONSERVANCY DO BRASIL SIG QUADRA 01 LOTE 985 A 1005 SALA ED CENTRO , BRASILIA, DF, BRAZIL	CONSERVATION	BRAZIL			THE NATURE CONSERVANCY	X	
THE NATURE CONSERVANCY OF CALIFORNIA - 20-5797732, 201 MISSION STREET 4TH FLOOR, SAN FRANCISCO, CA 94105	FUNDRAISING	CALIFORNIA	501(C)(3)	LINE 11	THE NATURE CONSERVANCY	X	
THE NATURE CONSERVANCY LIMITED (AUSTRALIA) 245 RIVERSIDE DRIVE, WEST END QUEENSLAND QLD AUSTRALIA	CONSERVATION	AUSTRALIA			THE NATURE CONSERVANCY	X	
THE NATURE CONSERVANCY OF VENEZUELA AVE FRANCISCO DE MIRANDA URB LOS PALOS GRAND VENEZUELA	CONSERVATION	VENEZUELA			THE NATURE CONSERVANCY	X	

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

Schedule R (Form 990) 2019

SEE PART VII FOR CONTINUATIONS

Public Disclosure Copy

Schedule R (Form 990)

THE NATURE CONSERVANCY

53-0242652

Part II Continuation of Identification of Related Tax-Exempt Organizations

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization?	
						Yes	No
CONSERVATION FARMS & RANCHES - 27-0038237 201 MISSION STREET 4TH FLOOR SAN FRANCISCO, CA 94105	CONSERVATION	CALIFORNIA	501(C)(3)	LINE 12A, I	THE NATURE CONSERVANCY	X	
ECOLOGICAL TRUST FUND OF PANAMA - 31-1656561, 4245 N FAIRFAX DRIVE, ARLINGTON, VA 22203	GRANTMAKING	VIRGINIA	501(C)(4)		THE NATURE CONSERVANCY	X	
FUNDACION THE NATURE CONSERVANCY OF PANAMA CLAYTON CIUDAD DEL SABER CALLE PRINCIPAL CAS PANAMA	CONSERVATION	PANAMA			THE NATURE CONSERVANCY	X	
TNC CONSERVACIN DE LA NATURAZALA ASOCIACIN CIVIL, RIO SAN ANGEL 9 COLONIA GUADALUPE INN DELEGACION ALVAR OBREGON, MEXICO	CONSERVATION	MEXICO			THE NATURE CONSERVANCY	X	
NATURE UNITED (FORMERLY TNC CANADA) 250 CITY CENTRE AVENUE SUITE 506 CANADA	CONSERVATION	CANADA			THE NATURE CONSERVANCY	X	
TNC UK FOUNDATION LIMITED 10 QUEEN STREET PLACE LONDON EC4R 1BE, UNITE UNITED KINGDOM	CONSERVATION	UNITED KINGDOM			THE NATURE CONSERVANCY	X	
YAYASAN KONSERVASI ALAM NUSANTARA 3RD FLOOR, GRAHA ISKANDARSYAH JL ISKANDARSYA INDONESIA	CONSERVATION	INDONESIA			THE NATURE CONSERVANCY	X	
LOISABA COMMUNITY TRUST C/O TNC BELLA VILLA BROOKSIDE GROVE PO BOX 1 KENYA	CONSERVATION	KENYA			THE NATURE CONSERVANCY	X	
NATURE CONSERVATION WATER FUND PTY LTD 491 SMOLLETT STREET ALBURY, NSW 2640, AUSTRA AUSTRALIA	CONSERVATION	AUSTRALIA			THE NATURE CONSERVANCY	X	
THE NATURE CONSERVANCY HONG KONG FOUNDATION LIMITED, 2107 PROSPERITY MILLENNIA PLAZA 663 KINGS ROAD NORTH POINT, HONG KONG	CONSERVATION	HONG KONG			THE NATURE CONSERVANCY	X	
TNC NEW ZEALAND TRUST 50 CUSTOMHOUSE QUAY WELLINGTON CENTRALWELLINGTON, NEW ZEALAND 6011, NEW	CONSERVATION	NEW ZEALAND			THE NATURE CONSERVANCY	X	
THE NATURE CONSERVANCY TRUST 50 CUSTOMHOUSE QUAY WELLINGTON CENTRALWELLIN NEW ZEALAND	CONSERVATION	NEW ZEALAND			THE NATURE CONSERVANCY	X	

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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) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
PT PUTRI NAGA KOMODO LLC	CONSERVATION	INDONES	N/A	RELATED	0.	0.	X		N/A	X		60.00%
JL PURA SEGARA PELABUHAN RAYA												
JL PURA SEGARA PELABUHAN												
RAYA, BALI, INDONESIA												
CUMBERLANDS FOREST LP - 83-2851270, 4245 FAIRFAX DRIVE, ARLINGTON, VA 22203	CONSERVATION	VA	THE NATURE CONSERVANCY	RELATED	218,890.	39,884,879.	X		N/A	X		100%
KIPETO SPV LLC - 85-1284084 4245 FAIRFAX DRIVE ARLINGTON, VA 22203	INVESTMENT	VA	THE NATURE CONSERVANCY	RELATED	0.	0.	X		N/A	X		100%

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.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No
MONTARK INC - 13-3386301 1185 AVENUE OF THE AMERICAS NEW YORK, NY 10036	CONSERVATION	NY	THE NATURE CONSERVANCY	C CORP	0.	0.	100%	X	
THE NATURE CONSERVANCY OF NEW MEXICO - 91-1841899, 212 E MARCY STREET, MEXICO CHARITABLE REMAINDER TRUSTS (443) 4245 NORTH FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	NM	THE NATURE CONSERVANCY	C CORP	0.	462,986.	100%	X	
TNC ECO-CONSERVATION CONSULTING (BEIJING) B4-2 QIJIAYUAN DIPLOMATIC COMPOUND NO 9 JIANW CHINA	CHARITABLE REMAINDER TRUSTS	VA	N/A	TRUST					X
COLCHECCIO LIMITED P.O. BOX 19738-00100 GPO/NAIROBI KENYA	CONSERVATION	CHINA	THE NATURE CONSERVANCY	C CORP	412.	26,762.	100%	X	
	CONSERVATION	KENYA	LOISABA COMMUNITY	C CORP	0.	0.	100%	X	

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.

	Yes	No
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	1a	X
b Gift, grant, or capital contribution to related organization(s)	1b	X
c Gift, grant, or capital contribution from related organization(s)	1c	X
d Loans or loan guarantees to or for related organization(s)	1d	X
e Loans or loan guarantees by related organization(s)	1e	X
f Dividends from related organization(s)	1f	X
g Sale of assets to related organization(s)	1g	X
h Purchase of assets from related organization(s)	1h	X
i Exchange of assets with related organization(s)	1i	X
j Lease of facilities, equipment, or other assets to related organization(s)	1j	X
k Lease of facilities, equipment, or other assets from related organization(s)	1k	X
l Performance of services or membership or fundraising solicitations for related organization(s)	1l	X
m Performance of services or membership or fundraising solicitations by related organization(s)	1m	X
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n	X
o Sharing of paid employees with related organization(s)	1o	X
p Reimbursement paid to related organization(s) for expenses	1p	X
q Reimbursement paid by related organization(s) for expenses	1q	X
r Other transfer of cash or property to related organization(s)	1r	X
s Other transfer of cash or property from related organization(s)	1s	X
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) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) THE NATURE CONSERVANCY LIMITED (AUSTRALIA)	S	10,120,926.	FMV
(2) NATURE UNITED (FORMERLY TNC OF CANADA)	S	84,184.	FMV
(3) YAYASAN KONSERVASI ALAM NUSANTARA	S	3,008,804.	FMV
(4)			
(5)			
(6)			

Schedule R (Form 990) 2019

Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.

PART II, IDENTIFICATION OF RELATED TAX-EXEMPT ORGANIZATIONS:

NAME AND ADDRESS OF RELATED ORGANIZATION:

TNC NEW ZEALAND TRUST

50 CUSTOMHOUSE QUAY WELLINGTON CENTRALWELLINGTON, NEW ZEALAND 6011

NEW ZEALAND