| *** F PDF C Form 8453-EO | orm 990 Online Filers: Please sign and date in Part II and then email copy of the signed form to signatureforms@form990.org or fax it to Exempt Organization Declaration and Signature Electronic Filing For calendar year 2017, or tax year beginning 07/01, 2017, and ending 06/30 For use with Forms 990, 990-EZ, 990-PF, 1120-POL, and 8868 | 866-699-3 e for | 0MB No |). 1545-1879 |
|---|--|--------------------|----------------------------|---------------|
| Name of exempt organizatio | in la | Employer ide | ntification n | umber |
| PHEASANTS FOREVE | RINC | | 41-142914 | 9 |
| Check the box for the check the box on line leave line 1b , 2b , 3b , | Return and Return Information (Whole Dollars Only) e type of return being filed with Form 8453-EO and enter the applicable amou 1a, 2a, 3a, 4a, or 5a below and the amount on that line of the return being fil 4b, or 5b, whichever is applicable, blank (do not enter -0-). If you entered -0- o Do not complete more than one line in Part I. | ed with this | form was | s blank, then |
| 1a Form 990 check 2a Form 990-EZ ch 3a Form 1120-POL 4a Form 990-PF ch 5a Form 8868 check | b Total revenue, if any (Form 990-EZ, line 9) check here ▶ □ b Total tax (Form 1120-POL, line 22) neck here ▶ □ b Tax based on investment income (Form 990-PF, Part V) | /I, line 5) | 1b 2b 3b 4b 5b | 76,082,998 |

Part II Declaration of Officer

- 6 I authorize the U.S. Treasury and its designated Financial Agent to initiate an Automated Clearing House (ACH) 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.
 - If a copy of this return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I certify that I executed the electronic disclosure consent contained within this return allowing disclosure by the IRS of this Form 990/990-EZ/ 990-PF (as specifically identified in Part I above) to the selected state agency(ies).

Under penalties of perjury, I declare that I am an officer of the above named organization and that I have examined a copy of the organization's 2017 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.

| Sign | | A | markstral | 3/5/19 | James Koerber, CFO | |
|------|---|--------------|-----------|--------|--------------------|--|
| Here | 1 | Signature of | officer | Date | Title | |

Part III Declaration of Electronic Return Originator (ERO) and Paid Preparer (see instructions)

I declare that I have reviewed the above organization's return and that the entries on Form 8453-EO are complete and correct to the best of my knowledge. If I am only a collector, I am not responsible for reviewing the return and only declare that this form accurately reflects the data on the return. The organization officer will have signed this form before I submit the return. I will give the officer a copy of all forms and information to be filed with the IRS, and have followed all other requirements in Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS *e-file* Providers for Business Returns. If I am also the Paid Preparer, under penalties of perjury I declare that I have examined the above organization's return and accompanying schedules and statements, and, to the best of my knowledge and belief, they are true, correct, and complete. This Paid Preparer declaration is based on all information of which I have any knowledge.

| ERO's | ERO's signature | | Date | Check if also paid preparer | Check if self- employed | ERO's SSN or PTIN | |
|---------------|--|-------------|--|-----------------------------------|-------------------------------|-------------------------------|------|
| Use Only | Firm's name (or yours if self-employed), address, and ZIP code |) | | EIN Phone no. | | | |
| | | | nined the above return and according the above return and acco | | | | |
| Paid Prepa | Print/Type prep | arer's name | Preparer's signature | | Date | Check if self- employed | PTIN |
| Use O | Classic states h | | | | | Firm's EIN ► | |
| 036 0 | Firm's address | - | | | | Phone no. | |

For Privacy Act and Paperwork Reduction Act Notice, see back of form.

Form 8453-EO (2017)

| | 000 |
|------|-----|
| Form | JJU |

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

Department of the Treasury

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.

2017 Open to Public Inspection

OMB No. 1545-0047

| inter | nai nevei | nue Service | Co to www.iis.gov/i offilised for instructions and the latest | internation. | | mspection |
|--------------------------------|--------------|----------------|---|------------------|--------------------------|--------------------------|
| Α | For the | e 2017 cale | ndar year, or tax year beginning 07/01 , 2017, and endi | ng O | 6/30 | , 20 18 |
| в | Check if | f applicable: | C Name of organization PHEASANTS FOREVER INC | | er identification number | |
| | Address | s change | Doing business as | | | 41-1429149 |
| | Name c | hange | Number and street (or P.O. box if mail is not delivered to street address) Room/se | uite | E Telepho | ne number |
| | Initial re | eturn | 1783 BUERKLE CIRCLE | | | 651-773-2000 |
| | Final retu | urn/terminated | City or town, state or province, country, and ZIP or foreign postal code | | | |
| | Amende | ed return | ST PAUL, MN, 55110-5254 | | G Gross re | eceipts \$ 100,812,317 |
| | Applicat | tion pending | F Name and address of principal officer: Howard K Vincent | H(a) Is this a g | group return for | subordinates? 🗌 Yes 🗹 No |
| | | | 1783 Buerkle Circle, St Paul, MN 55110 | ` ' | | s included? 🗌 Yes 🗌 No |
| <u> </u> | Tax-exe | empt status: | ✓ 501(c)(3) 501(c) () ◄ (insert no.) 4947(a)(1) or 527 | If "No," att | ach a list. (s | ee instructions) |
| J | Website | | w.pheasantsforever.org | H(c) Group | exemption | number 🕨 |
| | | organization: | ✓ Corporation Trust Association Other ► L Year of formation | tion: 1982 | M State | of legal domicile: MN |
| P | art I | Summ | - | | | |
| | 1 | | escribe the organization's mission or most significant activities: Phea | | | |
| Activities & Governance | | | tion of pheasants, quail and other wildlife through habitat improvements, | public aware | ness, e <mark>du</mark> | cation and land |
| nar | | | nent policies and programs. | | | |
| ver | 2 | | is box \blacktriangleright if the organization discontinued its operations or disposed | | | its net assets. |
| ő | 3 | | of voting members of the governing body (Part VI, line 1a) | | | 18 |
| کە م | 4 | | of independent voting members of the governing body (Part VI, line 1b) | | | 17 |
| itie | 5 | | nber of individuals employed in calendar year 2017 (Part V, line 2a) | | | 396 |
| ċţi | 6 | | nber of volunteers (estimate if necessary) | | | 4,000 |
| Ă | 7a | | elated business revenue from Part VIII, column (C), line 12 | | | 1,150,316 |
| | b | Net unre | ated business taxable income from Form 990-T, line 34 | | 7b | -1,822 |
| | | | | Prior Y | | Current Year |
| e | 8 | | tions and grants (Part VIII, line 1h) | | 0,185,160 | 55,950,537 |
| Revenue | 9 | | service revenue (Part VIII, line 2g) | | 5,820,291 | 7,433,241 |
| Re | 10 | | ent income (Part VIII, column (A), lines 3, 4, and 7d) | | 90,619 | 2,395,807 |
| | 11 | | renue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) | | 1,001,258 | 10,303,413 |
| | 12 | | enue-add lines 8 through 11 (must equal Part VIII, column (A), line 12) | 6 | 7,097,328 | 76,082,998 |
| | 13 | | nd similar amounts paid (Part IX, column (A), lines 1–3) | | 0 | 0 |
| | 14 | | paid to or for members (Part IX, column (A), line 4) | | 0 | 0 |
| ses | 15 | | other compensation, employee benefits (Part IX, column (A), lines 5–10) | 10 | 6,413,925 | 18,723,550 |
| Expenses | 16a | | onal fundraising fees (Part IX, column (A), line 11e) | | 0 | 0 |
| ЦХр | b | | draising expenses (Part IX, column (D), line 25) 7 ,891,003 | | | E (00 (057 |
| _ | 17 | | penses (Part IX, column (A), lines 11a–11d, 11f–24e) | | 9,643,703 | 56,394,257 |
| | 18 | | benses. Add lines 13–17 (must equal Part IX, column (A), line 25) | | 6,057,628 | 75,117,807 |
| | 19 | Revenue | less expenses. Subtract line 18 from line 12 | Beginning of C | 1,039,700 | 965,191 End of Year |
| Net Assets or Fund Balances | 20 | Total acc | ata (Dart V, lina 16) | | | |
| Asse Bala | 20 | | ets (Part X, line 16) | | 4,849,472 | 46,291,693 |
| Net / | 21 | | ilities (Part X, line 26) | | 0,897,713 | 11,363,148 |
| | 22 art II | | ts or fund balances. Subtract line 21 from line 20 | | 3,951,759 | 34,928,545 |

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 James Koerber, CFO Type or print name and title | | | Date | | |
|------------------|--|-----------------------------------|-----------------|--------|---------------------------|------------------------|
| Paid Preparer | Print/Type preparer's name | Preparer's signature | Date | | Check if if self-employed | PTIN |
| Use Only | Firm's name | | | Firm's | s EIN 🕨 | |
| | Firm's address 🕨 | | | Phon | e no. | |
| May the IRS | discuss this return with the preparer | shown above? (see instructions) . | | | | . 🗌 Yes 🗌 No |
| For Paperwo | rk Reduction Act Notice, see the separa | ate instructions. | Cat. No. 11282Y | , | | Form 990 (2017) |

| | 0 (2017) Page |
|--------|--|
| Part I | |
| 1 | Check if Schedule O contains a response or note to any line in this Part III |
| • | |
| | Pheasants Forever is dedicated to the conservation of pheasants, quail and other wildlife through habitat improvements, public |
| | awareness, education and land management policies and programs. |
| 2 | Did the organization undertake any significant program services during the year which were not listed on the |
| | prior Form 990 or 990-EZ? |
| 3 | Did the organization cease conducting, or make significant changes in how it conducts, any program services? |
| | If "Yes," describe these changes on Schedule O. |
| | Describe the organization's program service accomplishments for each of its three largest program services, as measured expenses. Section 501(c)(3) and 501(c)(4) organizations are required to report the amount of grants and allocations to other the total expenses, and revenue, if any, for each program service reported. |
| 4a | (Code:) (Expenses \$ 53,780,427 including grants of \$ 0) (Revenue \$ 6,159,914) |
| | Wildlife Habitat Initiatives: During the 2018 fiscal year, Pheasants Forever, Inc. completed more than 11,000 habitat projects |
| | impacting 195,000 acres and made 29,613 landowner contacts impacting another 1,009,000 acres. Since its inception in 1982, |
| | Pheasants Forever has spent \$770 million and completed 542,000 habitat projects. These projects include land acquisitions, |
| | shelterbelts, wetlands, food plots, nesting cover, tree planting, maintenance and include the purchase of habitat equipment. |
| | Following are current year end historical highlights of the various projects completed by Pheasants Forever: Land |
| | Acquisitions-Land acquired by, or with the help of, Pheasants Forever is generally donated to state and federal wildlife agencies |
| | for public wildlife management areas. During the year, Pheasants Forever spent \$23.4 million to help purchase 6,768 acres of land, |
| | including conservation easements Since inception, Pheasants Forever has helped purchase, and put into public domain, more |
| | than 192,000 acres of land at a cost of \$205 million. Shelterbelts- A well designed shelterbelt can effectively protect wildlife from |
| | exposure to harsh weather conditions. Shelterbelts also provide loafing, feeding, roosting and escape cover for pheasants and |
| | other upland wildlife throughout the year. In harsh winters, shelterbelts become rescue cover, allowing a nucleus of breeding |
| | (Continued on Schedule O, Statement 1) |
| 4b | (Code:) (Expenses \$ 7,773,719 including grants of \$0) (Revenue \$0) |
| | Public Awareness, Education and Outreach: The education and outreach component of Pheasants Forever provides year-round |
| | youth programs that offer a pathway of activities that cultivate and grow land stewards and hunting conservationists of all ages. |
| | The focus is on hunter recruitment, retention, and reactivation. This initiative is carried on in part through the No Child Left |
| | Indoors(R) Initiative and other outreach activities. The organization's publications, The Pheasants Forever Journal of Upland |
| | Conservation (published four times a year) and The Quail Forever Journal of Quail Conservation (published four times a year) and |
| | |
| | the joint Upland Hunting SUPER issue (published once for both PF and QF audiences) are distributed to members along with a |
| | variety of printed and electronic communications disseminated to educators, chapter leaders, and other stakeholders. These |
| | periodicals contain information pertaining to the need for wildlife habitat development and restoration, the benefits of water and |
| | soil conservation, current issues and policies affecting conservation and the tradition of hunting, chapter activities and other |
| | special features. More than 336,000 youth and 116,000 adults were introduced to hunting, shooting sports and conservation |
| | during the 2018 fiscal year through Pheasants Forever and Quail Forever programs and events that include workshops, |
| | (Continued on Schedule O, Statement 2) |
| 4c | (Code:) (Expenses \$2,209,425 including grants of \$0) (Revenue \$1,273,327) |
| | Field Operations: Pheasants Forever's wildlife biologists provide support, information, hands-on education to the public, and work |
| | on implementation of wildlife habitat development and restoration. PF's biologists also assist members and chapter volunteers to |
| | improve wildlife habitat in the most efficient and effective way. |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| 4d | Other program services (Describe in Schedule O.) See Schedule O, Statement 3 |
| | (Expenses \$ 1,222,334 including grants of \$ 0) (Revenue \$ 0) |
| 4e | Total program service expenses ► 64,985,905 |

| [∋] orm 99 Part | 0 (2017) V Checklist of Required Schedules | | | Page 3 |
|------------------------------------|--|------------|-----|----------|
| Part | 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)? If "Yes," | | | |
| • | complete Schedule A | 1 | ~ | |
| 2 3 | Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)? 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> | 2 | | ~ |
| 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? If "Yes," complete Schedule C, Part II | 4 | ~ | |
| 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> | 5 | | ~ |
| 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> | 6 | | ~ |
| 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> | 7 | ~ | |
| 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> | 8 | | ~ |
| 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> . | 9 | | ~ |
| 10 | Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V \therefore | 10 | ~ | |
| 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. | | | |
| а | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI | 11a | ~ | |
| 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> | 11b | | ~ |
| с | 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> . | 11c | ~ | |
| 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> | 11d | | ~ |
| e f | Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i> 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> . | 11e 11f | ~ | ~ |
| 12 a | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII | 112a | ~ | |
| b | Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional | 12b | | ~ |
| 13 | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | | ~ |
| 14 a | | 14a | | ~ |
| 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> | 14b | | ~ |
| 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> | 115 | | ~ |
| 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> | 16 | | ~ |
| 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> (see instructions) | 17 | | ~ |
| 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> . | 18 | ~ | |
| 19 | Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III | 19 | ~ | |
| | | | 000 | <u> </u> |

Form **990** (2017)

Page 3

| Form 99 | 00 (2017) | | | Page 4 |
|----------|--|------------|-----|---------------|
| Part | V Checklist of Required Schedules (continued) | | X | |
| 20 a | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | Yes | No V |
| | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? . Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or | 20b | | |
| 22 | domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i> Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on | 21 | | ~ |
| 23 | Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i> | 22 | | ~ |
| | organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J | 23 | ~ | |
| 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 | | ~ |
| | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? | 24b 24c | | |
| d 25a | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? 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> | 24d 25a | | ~ |
| 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 | | ~ |
| 26 | Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? <i>If "Yes," complete Schedule L, Part II</i> | 26 | | ~ |
| 27 | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> | 27 | | ~ |
| 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 b | A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> | 28a 28b | | ~ |
| с | An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i> | 28c | | ~ |
| 29 30 | Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> | 29 30 | ~ | ~ |
| 31 | Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I | 31 | | ~ |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II | 32 | | r |
| 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 | ~ | |
| 34 | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1 | 34 | | ~ |
| 35a b | Did the organization have a controlled entity within the meaning of section 512(b)(13)? | 35a 35b | | ~ |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2 | 350 | | ~ |
| 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> | | | ~ |
| 38 | Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O. | 37 38 | ~ | |
| | | | | (2017) |

| Form 99 | 0 (2017) | | I | Page 5 |
|---------|---|----------|-----|--------|
| Part | V Statements Regarding Other IRS Filings and Tax Compliance | | | |
| | Check if Schedule O contains a response or note to any line in this Part V | | | |
| | | | Yes | No |
| 1a | Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable 1a 1018 | | | |
| b | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable 1b 51 | | | |
| С | Did the organization comply with backup withholding rules for reportable payments to vendors and | | | |
| | reportable gaming (gambling) winnings to prize winners? | 1c | ~ | |
| 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 396 | | | |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? . | 2b | ~ | |
| 0- | Note. If the sum of lines 1a and 2a is greater than 250, you may be required to <i>e-file</i> (see instructions) | | | |
| 3a | Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3a | ~ | |
| b | If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O. | 3b | ~ | |
| 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 | | | |
| | | 4a | | ~ |
| b | If "Yes," enter the name of the foreign country: | 40 | | • |
| U | 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 | | ~ |
| b | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | | ~ |
| С | 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 | | ~ |
| b | If "Yes," did the organization include with every solicitation an express statement that such contributions or | | | |
| _ | gifts were not tax deductible? | 6b | | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | | |
| а | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor? | 70 | ~ | |
| b | If "Yes," did the organization notify the donor of the value of the goods or services provided? | 7a 7b | ~ | |
| c | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was | 10 | • | |
| - | required to file Form 8282? | 7c | | ~ |
| d | If "Yes," indicate the number of Forms 8282 filed during the year | | | |
| e | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7e | | ~ |
| f | Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract? | 7f | | ~ |
| g | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7g | | |
| h | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C? | 7h | | |
| 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 | | |
| 9 | Sponsoring organizations maintaining donor advised funds. | | | |
| а | Did the sponsoring organization make any taxable distributions under section 4966? | 9a | | |
| b | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? | 9b | | |
| 10 | Section 501(c)(7) organizations. Enter: | | | |
| a | Initiation fees and capital contributions included on Part VIII, line 12 | | | |
| b | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities . 10b Section 501(c)(12) organizations. Enter: | | | |
| 11 | Gross income from members or shareholders | | | |
| a b | Gross income from other sources (Do not net amounts due or paid to other sources | | | |
| | against amounts due or received from them.) | | | |
| 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. | | | |
| а | 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 | | | |
| С | Enter the amount of reserves on hand | | | |
| 14a | Did the organization receive any payments for indoor tanning services during the tax year? | 14a | | ~ |
| b | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O . | 14b | | |

| Form 99 | 00 (2017) | | I | Page 6 |
|-------------|---|------------|----------|--------|
| Part | VI Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. S | | | |
| | Check if Schedule O contains a response or note to any line in this Part VI | | | ~ |
| Secti | on A. Governing Body and Management | | | |
| | | | Yes | No |
| 1 a | Enter the number of voting members of the governing body at the end of the tax year 1a 18 If there are material differences in voting rights among members of the governing body, or | | | |
| | if the governing body delegated broad authority to an executive committee or similar | | | |
| | committee, explain in Schedule O. | | | |
| b | Enter the number of voting members included in line 1a, above, who are independent . 1b 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 | | ~ |
| 3 | Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person? | | | |
| 4 | Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? | 3 4 | | ~ |
| 5 | Did the organization have any significant changes to its governing documents since the proof of the organization's assets? | 5 | | ~ |
| 6 | Did the organization have members or stockholders? | 6 | | ~ |
| 7a | Did the organization have members, stockholders, or other persons who had the power to elect or appoint | | | |
| | one or more members of the governing body? | 7a | | ~ |
| b | Are any governance decisions of the organization reserved to (or subject to approval by) members, | | | |
| 8 | stockholders, or persons other than the governing body? | 7b | | ~ |
| U | the year by the following: | | | |
| а | The governing body? | 8a | ~ | |
| b | Each committee with authority to act on behalf of the governing body? | 8b | ~ | |
| 9 | Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at | | | |
| <u>Cast</u> | the organization's mailing address? If "Yes," provide the names and addresses in Schedule O. | 9 | | ~ |
| Secu | on B. Policies (This Section B requests information about policies not required by the Internal Reven | ue C | Yes | No |
| 10a | Did the organization have local chapters, branches, or affiliates? | 10a | v | |
| b | If "Yes," did the organization have written policies and procedures governing the activities of such chapters, | | | |
| | affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? | 10b | ~ | |
| 11a | Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? | 11a | ~ | |
| b | Describe in Schedule O the process, if any, used by the organization to review this Form 990. | | | |
| 12a b | Did the organization have a written conflict of interest policy? <i>If "No," go to line 13</i> | 12a 12b | レ レ | |
| C D | Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," | 120 | | |
| v | describe in Schedule O how this was done | 12c | ~ | |
| 13 | Did the organization have a written whistleblower policy? | 13 | ~ | |
| 14 | Did the organization have a written document retention and destruction policy? | 14 | ~ | |
| 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? | | | |
| _ | | 150 | V | |
| a b | The organization's CEO, Executive Director, or top management official | 15a 15b | - | ~ |
| ~ | If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions). | | | |
| 16a | Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement | | | |
| | with a taxable entity during the year? | 16a | | ~ |
| b | If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its | | | |
| | participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? | 166 | | |
| Secti | on C. Disclosure | 16b | | |
| 17 | List the states with which a copy of this Form 990 is required to be filed See Schedule O, Statement 4 | | | |
| 18 | Section 6104 requires an organization to make its Forms 1023 (or 1024 if applicable), 990, and 990-T (Section | n 501(| c)(3)s | only) |
| | available for public inspection. Indicate how you made these available. Check all that apply. | | | |
| 19 | ✓ Own website ✓ Another's website ✓ Upon request ○ Other (explain in Schedule O) Describe in Schedule O whether (and if so, how) the organization made its governing documents, conflict of int | erest | policy | /, and |

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

²⁰ State the name, address, and telephone number of the person who possesses the organization's books and records: ► James M Koerber, (651)773-2000

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

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.

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

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

| | , | | | (| C) | | | , | | | |
|-------------------|--|---------------------------------|-----------------------|---------|--------------|------------------------------|--------|--|---|---|--|
| (A) | (B) | (-1 | -4 -1- | | sition | | | (D) | (E) | (F) | |
| Name and Title | Average | (do not check more than one | | | | | | Reportable | Reportable | Estimated | |
| | hours per | officer and a director/trustee) | | | | | ee) | | compensation from | amount of | |
| | week (list any hours for related organizations below dotted line) | | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | from the organization (W-2/1099-MISC) | related organizations (W-2/1099-MISC) | other compensation from the organization and related organizations | |
| Nancy Anisfield | 5.00 | | | | | | | | | | |
| Secretary | 0 | ~ | | V | | | | 0 | 0 | 0 | |
| Richard Bell | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Jerrod Burke | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Jon Lee | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Matt Kucharski | 5.00 | | | | | | | | | | |
| Vice Chair | 0 | ~ | | ~ | | | | 0 | 0 | 0 | |
| R Charles McLravy | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| John Thames | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Tom Henning | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Kent Forney | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Paul Gross | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Joseph Hosmer | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Brett Reber | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Jeff Erickson | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |
| Jon Kohler | 3 | | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 | |

| Part VII Section A. Officers, Directors, Trus | stees, Key E | mplo | yees | s, ar | nd H | lighes | st C | ompensated E | mployees (contin | nued) |
|--|--|---|-----------------------|---------|--------------|------------------------------|----------|--|---|---|
| | | | | (0 | C) | | | | | |
| (A) Name and title | (B) Average hours per | Position (do not check more than one box, unless person is both an officer and a director/trustee) | | | | | an | (D) Reportable compensation | (E) Reportable compensation from | (F) Estimated amount of |
| | week (list any hours for related organizations below dotted line) | ndividua or directo | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | from the organization (W-2/1099-MISC) | related organizations (W-2/1099-MISC) | other compensation from the organization and related organizations |
| Shefali Mehta | 3 | - | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 |
| Marilyn Vetter | 3 | | | | | | | | | |
| Director | 0 | ~ | | | | | | 0 | 0 | 0 |
| Bruce Hertzke | 5.00 | | | | | | | | | |
| Treasurer | 0 | ~ | | ~ | | | | 0 | 0 | 0 |
| Tim Kessler | 5.00 | | | | | | | | | |
| Chair | 0 | ~ | | ~ | | | | 0 | 0 | 0 |
| Howard K Vincent | 50 | | | | | | | | | |
| President and CEO | 0 | ~ | | ~ | ~ | | | 317,990 | 0 | 31,881 |
| James M Koerber | 50 | ł | | | | | | | | |
| Chief Financial Officer | 0 | | | ~ | ~ | | | 198,775 | 0 | 17,229 |
| David E Nomsen | 50 | - | | | | | | | | |
| VP of Governmental Affairs | 0 | | | | ~ | | | 196,598 | 0 | 17,193 |
| Richard Young | 50 | - | | | | | | | | |
| VP of Field Operations | 0 | | | | ~ | | | 160,107 | 0 | 16,574 |
| David Bue | 50 | ł | | | | | | | | |
| VP Development | 0 | | | | ~ | | | 151,279 | 0 | 23,138 |
| Robert St Pierre | 50 | - | | | | | | | | |
| Vice President of Marketing | 0 | | | | | ~ | | 127,531 | 0 | 14,419 |
| Timothy Schultz | 50 | ł | | | | | | | | |
| Director of Finance | 0 | | | | | ~ | Ļ | 111,223 | 0 | 8,149 |
| 1b Sub-total | | • • | • | · | • • | • | | 1,263,503 | 0 | 128,583 |
| c Total from continuation sheets to Par | | | • | · | • • | • | | 1.0(0.500 | | 400 500 |
| d Total (add lines 1b and 1c) | | | | | | | <u> </u> | 1,263,503 | 0 | 128,583 |
| 2 Total number of individuals (including bu reportable compensation from the organ | | to th | lose | list | ed | above | e) w | ho received me 7 | ore than \$100,00 | U of |
| reportable compensation nom the organ | | | | | | | | 1 | | |

| | | - | Yes | No |
|---|---|---|-----|----|
| 3 | Did the organization list any former officer, director, or trustee, key employee, or highest compensated | | | |
| | employee on line 1a? If "Yes," complete Schedule J for such individual | 3 | | ~ |
| 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 | 4 | ~ | |
| 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 | 5 | | ~ |

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 |
|--|---------------------------------------|----------------------------|
| Pinpoint 360, 7407 Washington Avenue South, Edina, MN 55439-2410 | Printing Services | 1,083,040 |
| RSM US LLP, 5155 Paysphere Circle, Chicago, IL 60674-0051 | IT Consulting Services | 303,940 |
| Quad Graphics Inc, PO Box 644840, Pittsburgh, PA 15264-4840 | Printing and Graphics Service | 465,811 |
| Robert Kroupa Farms LLC, 35281 242nd Street, Pukwana, SD 57370-6108 | Native Grass Seed Planting S | 284,875 |
| Anthony John Hoff, 23797 315th Ave, Henderson, MN 56044-3311 | Excavation Services | 211,406 |
| 2 Total number of independent contractors (including but not limited to | | |
| received more than \$100,000 of compensation from the organization \blacktriangleright | | |

Form 990 (2017)

Part VIII Statement of Revenue

| | | Check if Schedule C |) contains a res | oonse 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 |
| nts nts | 1 a | Federated campaigns | s 1a | 12,546 | | | | |
| ìrar oun | b | Membership dues . | 1b | 4,761,332 | | | | |
| Am G | с | Fundraising events . | 1c | 0 | | | | |
| ar / | d | Related organizations | | 0 | | | | |
| nii O | е | Government grants (con | | 42,363,800 | | | | |
| io Si | f | All other contributions, g | | | | | | |
| but | | and similar amounts not inc | | 8,812,859 | | | | |
| <u>i</u> i | g | Noncash contributions includ | ded in lines 1a-1f: \$ | 721,869 | | | | |
| Contributions, Gifts, Grants and Other Similar Amounts | ĥ | Total. Add lines 1a-1 | | 🕨 | 55,950,537 | | | |
| | | | | Business Code | | | | |
| Program Service Revenue | 2a | Habitat Project Reven | ue | 900099 | 6,159,914 | 6,159,914 | 0 | 0 |
| Re | b | Membership Dues | | 900099 | 1,273,327 | 1,273,327 | 0 | 0 |
| vice | с | | | | | | | |
| Ser | d | | | | | | | |
| E | е | | | | | | | |
| uBo | f | All other program ser | vice revenue . | | 0 | 0 | 0 | 0 |
| ę | g | Total. Add lines 2a-2 | | | 7,433,241 | | | |
| | 3 | Investment income | | | | | | |
| | | and other similar amo | , | 🕨 | 80,225 | 0 | 0 | 80,225 |
| | 4 | Income from investmen | • | · · | 0 | 0 | 0 | 0 |
| | 5 | Royalties | | | 229,594 | 0 | 0 | 229,594 |
| | | - | (i) Real | (ii) Personal | | | | |
| | 6a | Gross rents | 131,347 | 0 | | | | |
| | b | Less: rental expenses | 29,920 | 0 | | | | |
| | c | Rental income or (loss) | 101,427 | 0 | | | | |
| | d | Net rental income or Gross amount from sales of | (IOSS) (i) Securities | ► | 101,427 | 0 | 0 | 101,427 |
| | 7a | assets other than inventory | | | | | | |
| | b | Less: cost or other basis | 3,782,779 | 2,261,876 | | | | |
| | | and sales expenses . | 3,729,073 | 0 | | | | |
| | с | Gain or (loss) . | 53,706 | 2,261,876 | | | | |
| | d | Net gain or (loss) | | | 2,315,582 | 2,261,876 | 0 | 53,706 |
| Other Revenue | 8a | Gross income from fu events (not including \$ | undraising 0 | | 2,010,002 | 2/201/070 | | 00,700 |
| Ř | | of contributions report | | | | | | |
| hei | | See Part IV, line 18 . | | ,, | | | | |
| ð | | Less: direct expenses | | | | | | |
| | | Net income or (loss) f Gross income from ga | | events . 🕨 | 4,087,204 | | 0 | 4,087,204 |
| | 98 | See Part IV, line 19 | | 10 040 010 | | | | |
| | h | Less: direct expenses | | | | | | |
| | C D | Net income or (loss) f | | | 3,268,285 | 0 | 0 | 2 240 205 |
| | 10a | | | | 3,200,203 | 0 | 0 | 3,268,285 |
| | | returns and allowance Less: cost of goods s | es a | | | | | |
| | b c | Net income or (loss) f | | | 1,548,262 | 1,314,242 | 234,020 | 0 |
| | | Miscellaneous F | | Business Code | 1,070,202 | 1,014,242 | 234,020 | 0 |
| | 11a | Advertising - Publicati | ions | 541800 | 887,746 | 0 | 887,746 | 0 |
| | b | Web Advertising | | 541800 | 28,550 | 0 | 28,550 | 0 |
| | с | Million Community | | 900099 | 97,047 | 97,047 | 0 | 0 |
| | d | All other revenue . | | | 55,298 | 55,298 | 0 | 0 |
| | е | Total. Add lines 11a- | 11d | 🕨 | 1,068,641 | | | |
| | 12 | Total revenue. See in | nstructions. | ► | 76,082,998 | 11,161,704 | 1,150,316 | 7,820,441 |
| | | | | | | | | Form 990 (2017) |

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 tinclude amounts reported on lines 6b, 7b, | (A) Total expenses | (B) Program service | (C) | (D) |
|--------|---|-----------------------|-----------------------------|---------------------------------|-------------------------|
| 8b, 9b | o, and 10b of Part VIII. | Total expenses | Program service expenses | Management and general expenses | Fundraising expenses |
| 1 | Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 | 0 | 0 | | |
| 2 | Grants and other assistance to domestic individuals. See Part IV, line 22 | 0 | 0 | | |
| 3 | Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 | 0 | 0 | | |
| 4 5 | Benefits paid to or for members Compensation of current officers, directors, trustees, and key employees | 0 1,129,853 | 0 639,682 | 271,927 | 218,24 |
| 6 | Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) | 0 | 0 | 0 | |
| 7 | Other salaries and wages | 14,657,104 | 10,980,758 | 1,075,965 | 2,600,38 |
| 8 | Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) | 699,993 | 473,028 | 90,857 | 136,10 |
| 9 | Other employee benefits | 1,105,156 | 858,992 | 73,786 | 172,37 |
| 10 | Payroll taxes | 1,131,444 | 839,520 | 91,823 | 200,10 |
| 11 | Fees for services (non-employees): | | | | |
| а | Management | 275,714 | 10,843 | 77,374 | 187,4 |
| b | | 6,234 | 0 | 4,193 | 2,04 |
| С | | 124,247 | 0 | 124,247 | |
| d | | 0 | 0 | 0 | |
| e | Professional fundraising services. See Part IV, line 17 | 0 | | | |
| f g | Investment management fees | 0 | 0 | 0 | |
| 12 | Advertising and promotion | 925,318 | 0 | 0 | 925,3 |
| 13 | Office expenses | 2,370,663 | 1,609,853 | 133,260 | 627,5 |
| 14 | Information technology | 0 | 0 | 0 | 021,3 |
| 15 | Royalties | 0 | 0 | 0 | |
| 16 | Occupancy | 58,879 | 21,003 | 9,888 | 27,9 |
| 17 | Travel | 1,923,470 | 1,263,909 | 69,504 | 590,0 |
| 18 | Payments of travel or entertainment expenses for any federal, state, or local public officials | 0 | 0 | 0 | |
| 19 | Conferences, conventions, and meetings . | 196,531 | 124,221 | 63,625 | 8,6 |
| 20 | Interest | 10,991 | 0 | 10,991 | · · · · · |
| 21 | Payments to affiliates | 0 | 0 | 0 | |
| 22 | Depreciation, depletion, and amortization . | 232,448 | 149,651 | 29,202 | 53,5 |
| 23 | Insurance | 464,354 | 390,365 | 17,846 | 56,1 |
| 24 | Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.) | | | | |
| а | Habitat Conservation | 42,457,955 | 42,457,955 | 0 | |
| b | Conservation Education | 4,197,582 | 4,197,582 | 0 | |
| с | Direct Mail Expense | 1,149,481 | 0 | 0 | 1,149,48 |
| d | Equipment Rental & Maintenance | 375,090 | 312,901 | 42,881 | 19,3 |
| е | All other expenses | 1,625,300 | 655,642 | 53,530 | 916,1 |
| 25 | Total functional expenses. Add lines 1 through 24e | 75,117,807 | 64,985,905 | 2,240,899 | 7,891,0 |
| 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) | | | | |

Form 990 (2017)

| | 990 (20 1 rt X | | | | Page 11 |
|-------------|--------------------------|---|--------------------------|----------------|--------------------|
| 1 0 | | Check if Schedule O contains a response or note to any line in this Pa | rt X | | |
| | | | (A) Beginning of year | - | (B) End of year |
| | 1 | Cash-non-interest-bearing | 12,783,665 | 1 | 5,704,089 |
| | 2 | Savings and temporary cash investments | 4,220,612 | 2 | 5,072,806 |
| | 3 | Pledges and grants receivable, net | 437,627 | 3 | 683,590 |
| | 4 | Accounts receivable, net | 6,647,991 | 4 | 8,886,664 |
| | 5 | Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L | 0 | 5 | C |
| | 6 | Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employees and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions). Complete Part II of Schedule L | | 6 | |
| l ët | 7 | Notes and loans receivable, net | 0 | 7 | 0 |
| Assets | 8 | | - | 8 | 0 |
| | | | 1,508,409 | - | 2,098,957 |
| | 9 10a | Prepaid expenses and deferred charges | 958,066 | 9 | 918,787 |
| | b | Less: accumulated depreciation 10b 3,659,562 | 1,443,474 | 10c | 1,530,684 |
| | 11 | Investments-publicly traded securities | 7,479,558 | 11 | 14,369,960 |
| | 12 | Investments-other securities. See Part IV, line 11 | 0 | 12 | C |
| | 13 | Investments-program-related. See Part IV, line 11 | 7,795,331 | 13 | 5,384,831 |
| | 14 | Intangible assets | 0 | 14 | C |
| | 15 | Other assets. See Part IV, line 11 | 1,574,739 | 15 | 1,641,325 |
| | 16 | Total assets. Add lines 1 through 15 (must equal line 34) | 44,849,472 | 16 | 46,291,693 |
| | 17 | Accounts payable and accrued expenses | 6,861,935 | 17 | 7,017,582 |
| | 18 | Grants payable | 0 | 18 | 0 |
| | 19 | Deferred revenue | 385,936 | 19 | 337,163 |
| | 20 | Tax-exempt bond liabilities | 0 | 20 | CC1,100 |
| | 21 | Escrow or custodial account liability. Complete Part IV of Schedule D. | 0 | 21 | C |
| Liabilities | 22 | Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and | | | |
| lab | | disqualified persons. Complete Part II of Schedule L | 0 | 22 | 0 |
| | 23 | Secured mortgages and notes payable to unrelated third parties | 292,501 | 23 | 151,516 |
| | 24 | Unsecured notes and loans payable to unrelated third parties | 0 | 24 | 0 |
| | 25 | Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X | | | |
| | | | 3,357,341 | 25 | 3,856,887 |
| | 26 | Total liabilities. Add lines 17 through 25 | 10,897,713 | 26 | 11,363,148 |
| č | 0 - | complete lines 27 through 29, and lines 33 and 34. | | | |
| alai | 27 | Unrestricted net assets | 26,429,957 | 27 | 26,615,396 |
| ŏ | 28 | Temporarily restricted net assets | 6,806,289 | 28 | 7,594,886 |
| E | 29 | Permanently restricted net assets | 715,513 | 29 | 718,263 |
| s o | 30 | Capital stock or trust principal, or current funds | | 30 | |
| set | 31 | Paid-in or capital surplus, or land, building, or equipment fund | | 31 | |
| AS | 32 | Retained earnings, endowment, accumulated income, or other funds . | | 32 | |
| | 33 | Total net assets or fund balances | 33,951,759 | 33 | 34,928,545 |
| | 34 | Total liabilities and net assets/fund balances | 44,849,472 | 34 | 46,291,693 |
| | <u>.</u> | | 44,047,472 | <u><u></u></u> | 40,291,09 |

Form **990** (2017)

| | 90 (2017) | | | Pa | ige 1 2 |
|----------|---|---------|----|-------|-------------------|
| Par | 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 | | 76,08 | 2,998 |
| 2 | Total expenses (must equal Part IX, column (A), line 25) | 2 | | 75,11 | 7,807 |
| 3 | Revenue less expenses. Subtract line 2 from line 1 | 3 | | 96 | 5,19 ⁻ |
| 4 | Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) | 4 | | 33,95 | 1,759 |
| 5 | Net unrealized gains (losses) on investments | 5 | | 1 | 1,59 |
| 6 | Donated services and use of facilities | 6 | | | (|
| 7 | Investment expenses | 7 | | | 0 |
| 8 | Prior period adjustments | 8 | | | 0 |
| 9 | Other changes in net assets or fund balances (explain in Schedule O) | 9 | | | 0 |
| 10 | Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line | | | | |
| | 33, column (B)) | 10 | | 34,92 | 8,545 |
| 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 Cash Control Conter | | | | |
| | If the organization changed its method of accounting from a prior year or checked "Other," exp Schedule O. | lain in | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? | | 2a | | ~ |
| _0 | If "Yes," check a box below to indicate whether the financial statements for the year were comp | | | | - |
| | 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? | | 2b | V | |
| ~ | If "Yes," check a box below to indicate whether the financial statements for the year were audited | | | • | |
| | separate basis, consolidated basis, or both: | a en a | | | |
| | Separate basis Consolidated basis Both consolidated and separate basis | | | | |
| ^ | If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for over | ersiaht | | | |
| Ŭ | of the audit, review, or compilation of its financial statements and selection of an independent accourt | | 2c | ~ | |
| | If the organization changed either its oversight process or selection process during the tax year, exp | | 20 | • | |
| | Schedule O. | | | | |
| 3a | As a result of a federal award, was the organization required to undergo an audit or audits as set f | orth in | | | |
| Ja | the Single Audit Act and OMB Circular A-133? | | 3a | ~ | |
| b | If "Yes," did the organization undergo the required audit or audits? If the organization did not under | | Ja | v | |
| b | required audit or audits, explain why in Schedule O and describe any steps taken to undergo such au | | 3b | ~ | |
| | required duals of addite, explain why in conceduce of and docories any stope taken to undergo such ad | | 50 | 000 | |

Form **990** (2017)

SCHEDULE A (Form 990 or 990-EZ)

Public Charity Status and Public Support

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

► Attach to Form 990 or Form 990-EZ.

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

OMB No. 1545-0047

Inspection

PHEASANTS FOREVER INC

Employer identification number

41-1429149

| Part I | Reason for Public Charit | Status (All organizations must com | nplete this part.) See instructions. |
|--------|--------------------------|------------------------------------|--------------------------------------|

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

- 1 A church, convention of churches, or association of churches described in section 170(b)(1)(A)(i).
- 2 A school described in section 170(b)(1)(A)(ii). (Attach Schedule E (Form 990 or 990-EZ).)
- 3 A hospital or a cooperative hospital service organization described in section 170(b)(1)(A)(iii).
- 4 A medical research organization operated in conjunction with a hospital described in section 170(b)(1)(A)(iii). Enter the hospital's name, city, and state:
- 5 An organization operated for the benefit of a college or university owned or operated by a governmental unit described in section 170(b)(1)(A)(iv). (Complete Part II.)
- 6 A federal, state, or local government or governmental unit described in section 170(b)(1)(A)(v).
- 7 An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in section 170(b)(1)(A)(vi). (Complete Part II.)
- 8 A community trust described in section 170(b)(1)(A)(vi). (Complete Part II.)
- 9 An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university:
- 10 ☐ An organization that normally receives: (1) more than 331/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 331/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975. See **section 509(a)(2)**. (Complete Part III.)
- 11 An organization organized and operated exclusively to test for public safety. See section 509(a)(4).
- 12 An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2). See section 509(a)(3). Check the box in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.
 - a Type I. A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. You must complete Part IV, Sections A and B.
 - **b** Type II. A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). You must complete Part IV, Sections A and C.
 - c Type III functionally integrated. A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). You must complete Part IV, Sections A, D, and E.
 - d Type III non-functionally integrated. A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). You must complete Part IV, Sections A and D, and Part V.

. .

- e Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f $\;$ Enter the number of supported organizations $\;$. $\;$. $\;$. $\;$.
- g Provide the following information about the supported organization(s).

| (i) Name of supported organization | (ii) EIN | (iii) Type of organization (described on lines 1–10 above (see instructions)) | (iv) Is the o | organization ur governing ment? | (v) Amount of monetary support (see instructions) | (vi) Amount of other support (see instructions) |
|------------------------------------|----------|---|---------------|---------------------------------------|---|---|
| | | | Yes | No | | |
| (A) | | | | | | |
| (B) | | | | | | |
| (C) | | | | | | |
| (D) | | | | | | |
| (E) | | | | | | |
| Total | | | | | | |

 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
 (a) 2013
 (b) 2014
 (c) 2015
 (d) 2016
 (e) 2017
 (f) Total

| Calen | dar year (or fiscal year beginning in) 🕨 | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total | | | |
|----------|---|------------------|------------------|------------------|-------------------|-------------------|------------------|--|--|--|
| 1 | Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") | 53,714,201 | 20 221 215 | 50 925 240 | E1 414 4E2 | 57 222 944 | 252,399,393 | | | |
| 2 | Tax revenues levied for the organization's benefit and either paid to or expended on its behalf | 0 | 39,221,315 | 50,825,360 | 51,414,653 | 57,223,864 | 0 | | | |
| 3 | The value of services or facilities furnished by a governmental unit to the organization without charge | 0 | 0 | 0 | 0 | 0 | 0 | | | |
| 4 | Total. Add lines 1 through 3 | 53,714,201 | 39,221,315 | 50,825,360 | 51,414,653 | 57,223,864 | 252,399,393 | | | |
| 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) | | | | | | | | | |
| 6 | Public support. Subtract line 5 from line 4 | | | | | | 252,399,393 | | | |
| | on B. Total Support | | | | | | | | | |
| | dar year (or fiscal year beginning in) 🕨 | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total | | | |
| 7 | Amounts from line 4 | 53,714,201 | 39,221,315 | 50,825,360 | 51,414,653 | 57,223,864 | 252,399,393 | | | |
| 8 | Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources | 1,388,389 | 3,878,142 | 6,630,006 | 6,646,926 | 4,223,945 | 22,767,408 | | | |
| 9 | Net income from unrelated business activities, whether or not the business is regularly carried on | 3,137,529 | 2,951,046 | 3,126,034 | 3,474,395 | 3,208,688 | 15,897,692 | | | |
| 10 | Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) | 232,228 | 132,135 | 130,182 | 113,268 | 132,345 | 740,158 | | | |
| 11 | Total support. Add lines 7 through 10 | | | | | | 291,804,651 | | | |
| 12 13 | Gross receipts from related activities, etc First five years. If the Form 990 is for the organization, check this box and stop he | ne organization | i's first, secon | d, third, fourth | , or fifth tax ye | | | | | |
| Secti | on C. Computation of Public Suppor | | | | | | | | | |
| 14 | Public support percentage for 2017 (line 6 | | | 1, column (f)) | | 14 | 86.5 % | | | |
| 15 | Public support percentage from 2016 Sch | | | | | 15 | 86.89 % | | | |
| 16a | 331/3% support test-2017. If the organi | | | | | | | | | |
| | box and stop here. The organization qua | lifies as a publ | icly supported | organization | | | 🕨 🔽 | | | |
| b | b 33 ¹ / ₃ % support test – 2016. 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 | 17a 10%-facts-and-circumstances test—2017. 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 | | | | | | | | | | |
| 18 | Private foundation. If the organization di | | | | | | | | | |
| | instructions | | | | | | | | | |
| | | | | | | edule A (Form 990 | | | | |

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.)

| Secti | on A. Public Support | | | | | | |
|-------------------|---|-----------------|-----------------|------------------|----------------|----------------|-------------|
| Calen | dar year (or fiscal year beginning in) 🕨 | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (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 | | | | | | |
| 5 | 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 | | | | | | |
| 74 | 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 | | | | | | |
| - | Add lines 7a and 7b | | | | | | |
| с 8 | Public support. (Subtract line 7c from | | | | | | |
| 0 | line 6.) | | | | | | |
| Sacti | on B. Total Support | Ĺ | | | | | |
| | dar year (or fiscal year beginning in) | (a) 2013 | (b) 2014 | (c) 2015 | (d) 2016 | (e) 2017 | (f) Total |
| 9 | Amounts from line 6 | (a) 2013 | (b) 2014 | (0) 2013 | (u) 2010 | (e) 2017 | (1) 101ai |
| | | | | | | | |
| 10a | Gross income from interest, dividends, payments received on securities loans, rents, | | | | | | |
| | royalties, and income from similar sources. | | | | | | |
| b | - | | | | | | |
| b | Unrelated business taxable income (less section 511 taxes) from businesses | | | | | | |
| | acquired after June 30, 1975 | | | | | | |
| - | · · · | i | | | | | |
| | 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 | | | | | | |
| 40 | ξ, | | | | | | |
| 12 | Other income. Do not include gain or | | | | | | |
| | loss from the sale of capital assets | | | | | | |
| 40 | (Explain in Part VI.) | | | | | | |
| 13 | Total support. (Add lines 9, 10c, 11, and 12.) | | | | | | |
| 44 | First five years. If the Form 990 is for the | | a'a firat aaaan | d third fourth | | | = 501(a)(2) |
| 14 | organization, check this box and stop he | 0 | • | | | | ()() |
| Socti | on C. Computation of Public Suppor | | | | | | |
| 15 | Public support percentage for 2017 (line 8 | - | | 3 column (fl) | | 15 | % |
| 16 | Public support percentage for 2017 (inter Public support percentage from 2016 Sch | | | | | | % |
| | on D. Computation of Investment In | | | | | 10 | 70 |
| <u>3ecu</u> 17 | Investment income percentage for 2017 (| | | v line 13 colu | mn (f)) | 17 | % |
| 17 | Investment income percentage for 2017 (Investment income percentage from 2016 | | | - | | 18 | <u>%</u> |
| 18 19a | 33 ¹ / ₃ % support tests – 2017. If the organ | | | | | | |
| 198 | 17 is not more than $33^{1}/_{3}$ %, check this box | | | | | | |
| b | 33 ¹ / ₃ % support tests – 2016. If the organiz | - | - | - | | - | |
| u | line 18 is not more than 33 ¹ / ₃ %, check this l | | | | | | |
| 20 | | _ | - | - | | | |
| 20 | Private foundation. If the organization di | и пот спеск а | box on line 14 | , 198, OF 190, 0 | SHECK THIS DOX | and see instri | uctions 🕨 🗋 |

Schedule A (Form 990 or 990-EZ) 2017

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

- 1 Are all of the organization's supported organizations listed by name in the organization's governing documents? 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.
- 2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in **Part VI** how the organization determined that the supported organization was described in section 509(a)(1) or (2).
- **3a** Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below.
- **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)? If "Yes," describe in **Part VI** when and how the organization made the determination.
- **c** Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in **Part VI** what controls the organization put in place to ensure such use.
- **4a** Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.
- **b** Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? 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.
- **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)? 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.
- 5a Did the organization add, substitute, or remove any supported organizations during the tax year? 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).
- **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? *If "Yes," provide detail in Part VI.*
- 7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).*
- 8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? *If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).*
- **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))? If "Yes," provide detail in **Part VI**.
- **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? *If "Yes," provide detail in Part VI.*
- **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? *If "Yes," provide detail in Part VI.*
- **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)? If "Yes," answer 10b below.
 - **b** Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)

Yes No

1

2

3a

3b

3c

4a

4b

4c

5a

5b 5c

6

7

8

9a

9b

9c

10a

10b

Part IV Supporting Organizations (continued) 11 Has the organization accepted a gift or contribution from any of the following persons? Yes No 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 11a b A family member of a person described in (a) above? 11b 11c 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 Yes Yes Yes

- 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.
- 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.

Section C. Type II Supporting Organizations

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).

Section D. All Type III Supporting Organizations

- Yes No
 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?
 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).
 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.

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.
- **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.*
- 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.*
- **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.*

1

2

2

3

2a

2b

3a

3b

Yes No

Page 5

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

itegrated 509(a)(3) Supporting Organizations

| 1 Check here if the organization satisfied the Integral Part Test as a qualifying trust | t on Nov. 20, 1970 (explai | n in Part VI). See | | |
|---|----------------------------|---------------------------|--|--|
| instructions. All other Type III non-functionally integrated supporting organizations must complete Sections A through E. | | | | |
| | | (B) Current Year | | |

| 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 have if the summer user is the summination's first as a new functional | - المعالية | | las superinsting (|

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) 2017

| | le A (Form 990 or 990-E2) 2017 | | | Page |
|----------|---|-----------------------------|--------------------------------|----------------------------------|
| Part | | b) Supporting Organi | zations (continued) | Current Veer |
| | ion D - Distributions | | | Current Year |
| 1 | Amounts paid to supported organizations to accomplish e | | ut a al | |
| 2 | Amounts paid to perform activity that directly furthers exe organizations, in excess of income from activity | orted | | |
| 3 | Administrative expenses paid to accomplish exempt purp | nizations | | |
| 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 whic (provide details in Part VI). See instructions. | h the organization is res | sponsive | |
| 9 | Distributable amount for 2017 from Section C, line 6 | | | |
| 10 | Line 8 amount divided by line 9 amount | | | |
| | | | (ii) | (iii) |
| S | ection E - Distribution Allocations (see instructions) | (i) Excess Distributions | Underdistributions Pre-2017 | Distributable Amount for 2017 |
| 1 | Distributable amount for 2017 from Section C, line 6 | | | |
| 2 | Underdistributions, if any, for years prior to 2017 (reasonable cause required—explain in Part VI). See instructions. | | | |
| 3 | Excess distributions carryover, if any, to 2017 | | | |
| а | | | | |
| b | From 2013 | | | |
| C | From 2014 | | | |
| d | From 2015 | | | |
| e | From 2016 | | | |
| f | Total of lines 3a through e | | | |
| g | Applied to underdistributions of prior years | | | |
| h | Applied to 2017 distributable amount | | | |
| i | Carryover from 2012 not applied (see instructions) | | | |
| ÷ | Remainder. Subtract lines 3g, 3h, and 3i from 3f. | | | |
| 4 | Distributions for 2017 from | | | |
| 4 | Section D, line 7: \$ | | | |
| а | Applied to underdistributions of prior years | | | |
| - | Applied to 2017 distributions of phot years | | | |
| c | Remainder. Subtract lines 4a and 4b from 4. | | | |
| | Remaining underdistributions for years prior to 2017, if | | | |
| 5 | any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions. | | | |
| 6 | Remaining underdistributions for 2017. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions. | | | |
| 7 | Excess distributions carryover to 2018 . Add lines 3j and 4c. | | | |
| 8 | Breakdown of line 7: | | | |
| a | Excess from 2013 | | | |
| b | Excess from 2014 | | | |
| <u>с</u> | Excess from 2015 | | | |
| | Excess from 2016 | | | |
| ~ | Excess from 2017 | | | |

Schedule A (Form 990 or 990-EZ) 2017

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 - Calendar and Rooster Road Trip sponsorship and misc other income |
|---|
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |

| SCHEDULE C | Political | С |
|----------------------|-----------|---|
| (Form 990 or 990-EZ) | | - |

Political Campaign and Lobbying Activities

OMB No. 1545-0047

Open to Public

Inspection

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

Department of the Treasury Internal Revenue Service 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 | Employer identi | fication number | |
|------|--|-------------------|--------------------|-----------|
| PHEA | SANTS FOREVER INC | 4 | 1-1429149 | |
| Part | I-A Complete if the organization is exempt under section 501(c) or is a section 501(c) or i | ection 527 or | ganization. | |
| 1 | Provide a description of the organization's direct and indirect political campaign actidefinition of "political campaign activities") | | · | |
| 2 | Political campaign activity expenditures (see instructions) | 🕨 💲 | | |
| 3 | Volunteer hours for political campaign activities (see instructions) | | | |
| 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 495 | 5 🕨 🕯 | | |
| 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 No |
| b | If "Yes," describe in Part IV. | | | |
| Part | I-C Complete if the organization is exempt under section 501(c), except s | section 501(d | c)(3). | |
| 1 | Enter the amount directly expended by the filing organization for section 527 exemp activities | | | |
| 2 | Enter the amount of the filing organization's funds contributed to other organizations for 527 exempt function activities | * | | |
| 3 | Total exempt function expenditures. Add lines 1 and 2. Enter here and on Form 1 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 p | olitical organiza | ations to which th | ne filing |

b Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments. For each organization listed, enter the amount paid from the filing organization's funds. Also enter the amount of political contributions received that were promptly and directly delivered to a separate political organization, such as a separate segregated fund or a political action committee (PAC). If additional space is needed, provide information in Part IV.

| (a) Name | (b) Address | (c) EIN | (d) Amount paid from filing organization's funds. If none, enter -0 | (e) Amount of political contributions received and promptly and directly delivered to a separate political organization. If none, enter -0 |
|-----------------|--------------------|----------------|--|---|
| (1) | | | | |
| (2) | | | | |
| (3) | | | | |
| (4) | | | | |
| (5) | | | | |
| (6) | | | | |

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

| Pa | art II-A | Complete if the organization section 501(h)). | is exempt under section 501(c)(3) and filed | d Form 5768 (elec | tion under |
|----|----------------|---|--|-----------------------|----------------|
| Α | Check | | s to an affiliated group (and list in Part IV each affil | liated group membe | r's name, |
| | | address, EIN, expenses, and s | hare of excess lobbying expenditures). | | |
| В | Check | ▶ ☐ if the filing organization checke | ed box A and "limited control" provisions apply. | | |
| | | - | ring Expenditures | (a) Filing | (b) Affiliated |
| | | (The term "expenditures" me | ans amounts paid or incurred.) | organization's totals | group totals |
| • | l a Tot | al lobbying expenditures to influence p | oublic opinion (grass roots lobbying) | 0 | |
| | b Tot | al lobbying expenditures to influence a | a legislative body (direct lobbying) | 906,248 | |
| | c Tot | tal lobbying expenditures (add lines 1a | and 1b) | 906,248 | |
| | d Oth | ner exempt purpose expenditures | | 64,079,657 | |
| | e Tot | al exempt purpose expenditures (add | lines 1c and 1d) | 64,985,905 | |
| | f Lo | obying nontaxable amount. Enter th | ne amount from the following table in both | | |
| | co | umns. | | 1,000,000 | |
| | lf th | e 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. | | |
| | Ove | er \$500,000 but not over \$1,000,000 | \$100,000 plus 15% of the excess over \$500,000. | | |
| | Ove | er \$1,000,000 but not over \$1,500,000 | \$175,000 plus 10% of the excess over \$1,000,000. | | |
| | Ove | er \$1,500,000 but not over \$17,000,000 | \$225,000 plus 5% of the excess over \$1,500,000. | | |
| | Ove | er \$17,000,000 | \$1,000,000. | | |
| | g Gra | assroots nontaxable amount (enter 259 | % of line 1f) | 250,000 | |
| | h Su | btract line 1g from line 1a. If zero or les | ss, enter -0 | 0 | |
| | i Su | btract line 1f from line 1c. If zero or les | s, enter -0 | 0 | |
| | j lft | here is an amount other than zero of | on either line 1h or line 1i, did the organization | file Form 4720 | |
| | rep | orting 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) 2014 | (b) 2015 | (c) 2016 | (d) 2017 | (e) Total | | |
| 2a | Lobbying nontaxable amount | 1,000,000 | 1,000,000 | 1,000,000 | 1,000,000 | 4,000,000 | | |
| b | Lobbying ceiling amount (150% of line 2a, column (e)) | | | | | 6,000,000 | | |
| c | Total lobbying expenditures | 830,442 | 834,296 | 831,143 | 906,248 | 3,402,129 | | |
| d | Grassroots nontaxable amount | 250,000 | 250,000 | 250,000 | 250,000 | 1,000,000 | | |
| е | Grassroots ceiling amount (150% of line 2d, column (e)) | | | | | 1,500,000 | | |
| f | Grassroots lobbying expenditures | 0 | 0 | 0 | 0 | 0 | | |

Schedule C (Form 990 or 990-EZ) 2017

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 e | or each "Yes," response on lines 1a through 1i below, provide in Part IV a detailed | | I) | (b) | |
|-------|---|---------|-------|--------|--|
| | iption of the lobbying activity. | 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: | | | | |
| а | Volunteers? | | | | |
| b | Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? | | | | |
| С | Media advertisements? | | | | |
| d | Mailings to members, legislators, or the public? | | | | |
| е | Publications, or published or broadcast statements? | | | | |
| f | Grants to other organizations for lobbying purposes? | | | | |
| g | Direct contact with legislators, their staffs, government officials, or a legislative body? | | | | |
| h | Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? | | | | |
| i | Other activities? | | | | |
| j | Total. Add lines 1c through 1i | | | | |
| 2a | Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? | | | | |
| b | If "Yes," enter the amount of any tax incurred under section 4912 | | | | |
| с | 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 501(c)(6). |)(5), c | or se | ction | |

| | | | 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 501(c)(6) a answered | nd if eith | | | | | line 3 | , is |
|------------|-------------------------------------|------------|--|--|--|--|--------|------|
| | - | | | | | | | |

| 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). | | |
| а | Current year | 2a | |
| b | Carryover from last year | 2b | |
| С | 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.

SCHEDULE D (Form 990)

Department of the Treasury

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 |
|------------------------------|
| 2017 |
| Open to Public Inspection |

| Internal | Revenue Service | Go to www.irs.gov/Form | 990 for instructions and the latest inform | nation. | Inspection |
|----------|---------------------|--|--|-------------|--|
| Name o | of the organization | | | Employer | r identification number |
| PHEA | SANTS FOREVE | R INC | | | 41-1429149 |
| Par | t Organi | zations Maintaining Donor Adv | ised Funds or Other Similar Fun | ds or A | ccounts. |
| | | | 'Yes" on Form 990, Part IV, line 6. | | |
| | • | 5 | (a) Donor advised funds | | (b) Funds and other accounts |
| 1 | Total number a | at end of year | | | |
| 2 | | ue of contributions to (during year) | | | |
| 3 | | ue of grants from (during year) | | | |
| 4 | | Le at end of year | | | |
| 5 | | | advisors in writing that the assets h | eld in da | phor advised |
| Ŭ | 0 | | e organization's exclusive legal control | | |
| 6 | | | nd donor advisors in writing that grar | | |
| Ũ | | | it of the donor or donor advisor, or fe | | |
| | | | | | |
| Par | t II Conse | rvation Easements. | | · · · | |
| rai | | | 'Yes" on Form 990, Part IV, line 7. | | |
| | | conservation easements held by the | | | |
| 1 | • • • • | - | | f a biatar | ically important land area |
| | | | tion or education) | | |
| | | of natural habitat | | r a certifi | ed historic structure |
| • | | on of open space | | | forms of a componentian |
| 2 | | | eld a qualified conservation contribution | on in the | |
| | | he last day of the tax year. | | | Held at the End of the Tax Year |
| а | | | | | 2a 10 |
| b | - | - | S | | 2b 6,672 |
| С | | | nistoric structure included in (a) | | 2c 0 |
| d | | | (c) acquired after 7/25/06, and not | | |
| 3 | | | sferred, released, extinguished, or terr | | 2d 0 by the organization during the |
| | tax year 🕨 | 0 | _ | | |
| 4 | Number of sta | tes where property subject to conse | rvation easement is located > | 4 | |
| 5 | Does the orga | anization have a written policy reg | parding the periodic monitoring, ins | pection, | handling of |
| | violations, and | enforcement of the conservation ea | sements it holds? | | · · · · 🗹 Yes 🗌 No |
| 6 | Staff and volunt | eer hours devoted to monitoring, inspect | ing, handling of violations, and enforcing o | conservat | ion easements during the year |
| | ▶ 60 | | | | |
| 7 | Amount of expe | enses incurred in monitoring, inspectin | g, handling of violations, and enforcing | conserva | tion easements during the year |
| | ▶\$ | 5,000 | | | |
| 8 | Does each cor | nservation easement reported on line | 2(d) above satisfy the requirements of | section | 170(h)(4)(B)(i) |
| | and section 17 | '0(h)(4)(B)(ii)? | | | · · · · Ves 🗌 No |
| 9 | In Part XIII, des | scribe how the organization reports o | conservation easements in its revenue | and exp | ense statement, and |
| | balance sheet, | , and include, if applicable, the text c | f the footnote to the organization's fin | ancial st | atements that describes the |
| | organization's | accounting for conservation easeme | ents. | | |
| Part | illi Organi | zations Maintaining Collection | s of Art, Historical Treasures, or | Other \$ | Similar Assets. |
| | Comple | ete if the organization answered ' | 'Yes" on Form 990, Part IV, line 8. | | |
| 1a | If the organiza | tion elected, as permitted under SF. | AS 116 (ASC 958), not to report in its | revenue | e statement and balance sheet |
| | works of art, I | historical treasures, or other similar | assets held for public exhibition, ec | lucation, | or research in furtherance of |
| | public service, | provide, in Part XIII, the text of the f | ootnote to its financial statements that | t describ | es these items. |
| b | If the organiza | ation elected, as permitted under S | FAS 116 (ASC 958), to report in its | revenue | statement and balance sheet |
| | - | - | assets held for public exhibition, ec | | |
| | | provide the following amounts relation | | | |
| | (i) Revenue in | cluded on Form 990, Part VIII, line 1 | | | . ► \$ |
| | (ii) Assets inclu | uded in Form 990, Part X | | | . ► \$ |
| 2 | | | historical treasures, or other similar | | |
| | • | | FAS 116 (ASC 958) relating to these it | | |
| а | - | | | | . ► \$ |
| b | Assets include | ed in Form 990, Part X | | | . • \$ |

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

| Schedu | le D (Form 990) 2017 | | | | | | | Page 2 |
|--------|--|----------------------------|--------------------|-----------|------------------------|----------|-------------------------|------------------------------|
| Part | III Organizations Maintaining | Collections of | Art, Histor | rical T | reasures, | or Ot | her Similar Ass | ets (continued) |
| 3 | Using the organization's acquisition, collection items (check all that apply): | | her records | , chec | k any of the | e follov | ving that are a sig | inificant use of its |
| а | Public exhibition | | d 🗌 | Loan | or exchang | e prog | rams | |
| b | Scholarly research | | e 🗌 | Other | | | | |
| с | Preservation for future generations | 6 | | | | | | |
| 4 | Provide a description of the organizat | | and explain | how th | ney further t | the org | anization's exem | pt purpose in Part |
| 5 | During the year, did the organization | solicit or receive | donations of | of art. I | historical tre | easure | s. or other similar | |
| | assets to be sold to raise funds rather | | | | | | | 🗌 Yes 🗌 No |
| Part | IV Escrow and Custodial Arra | angements. | | | | | | |
| | Complete if the organization 990, Part X, line 21. | answered "Yes" | " on Form | 990, F | Part IV, line | 9, or | reported an amo | ount on Form |
| 1a | Is the organization an agent, trustee, included on Form 990, Part X? | | | - | | | | t □ Yes □ No |
| b | If "Yes," explain the arrangement in Pa | | | | | | | |
| | | | | | | | Arr | nount |
| с | Beginning balance | | | | | 1c | | |
| d | | | | | | 1d | - | |
| е | Distributions during the year | | | | | 1e | | |
| f | Ending balance | | | | | 1f | | |
| 2a | Did the organization include an amour | nt on Form 990, Pa | art X, line 21 | l, for e | scrow or cu | istodia | account liability? | Yes 🗌 No |
| b | If "Yes," explain the arrangement in Pa | art XIII. Check here | e if the expl | anatior | n has been j | provide | ed on Part XIII | 🛛 |
| Par | t V Endowment Funds. | | | | | | | |
| | Complete if the organization | answered "Yes" | " on Form | 990, F | Part IV, line | 910. | | |
| | | (a) Current year | (b) Prior y | ear | (c) Two years | s back | (d) Three years back | (e) Four years back |
| 1a | Beginning of year balance | 2,188,566 | 1,94 | 43,850 | 1,46 | 65,741 | 1,275,768 | 970,267 |
| b | Contributions | 72,162 | ç | 94,984 | 58 | 83,283 | 235,221 | 185,184 |
| С | Net investment earnings, gains, and | | | | | | | |
| | losses | 137,180 | 20 | 06,070 | -6 | 60,112 | -10,298 | 149,379 |
| d | Grants or scholarships | 0 | | 0 | | 0 | 0 | 0 |
| е | Other expenditures for facilities and | | | | | | | |
| | programs | 66,629 | | 56,338 | 4 | 45,062 | 34,950 | 29,062 |
| f | Administrative expenses | 0 | | 0 | | 0 | 0 | 0 |
| g | End of year balance | 2,331,279 | | 38,566 | | 43,850 | 1,465,741 | 1,275,768 |
| 2 | Provide the estimated percentage of t | - | | line 1g | , column (a) |) held a | as: | |
| a | Board designated or quasi-endowmer | | <u>1</u> % | | | | | |
| b | | .81 % | | | | | | |
| С | Temporarily restricted endowment ► The percentages on lines 2a, 2b, and | | 000/ | | | | | |
| 30 | Are there endowment funds not in the | | | ion the | at are held a | and ad | ministered for the | |
| Ja | organization by: | | is organizat | | | | | Yes No |
| | (i) unrelated organizations | | | | | | | 3a(i) V |
| | (ii) related organizations | | | | | | | 3a(ii) V |
| b | If "Yes" on line 3a(ii), are the related o | | | | | | | 3b |
| 4 | Describe in Part XIII the intended uses | | | | | | | |
| Part | VI Land, Buildings, and Equip | - | | | | | | |
| | Complete if the organization | | " on Form | 990, F | Part IV, line | e 11a. | See Form 990, I | ² art X, line 10. |
| | Description of property | (a) Cost or ot (investm | her basis (b) |) Cost o | r other basis ther) | (c) | Accumulated epreciation | (d) Book value |
| 1a | Land | | 0 | | 410,000 | | | 410,000 |
| b | Buildings | | 0 | | 967,625 | | 370,923 | 596,702 |
| c | Leasehold improvements | | 0 | | 67,398 | | 16,683 | 50,715 |
| d | Equipment | | 0 | | 3,745,223 | | 3,271,956 | 473,267 |
| e | Other | | 0 | | 0 | | 0 | |
| | Add lines 1a through 1e. (Column (d) n | | - | column | - | c.). | - | 1,530,684 |

Schedule D (Form 990) 2017

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 (b) Book value (c) Method of valuation: (including name of security) Cost or end-of-year market value (1) Financial derivatives (2) Closely-held equity interests (3) Other (A) (B) (C) (D) (E) (F) (G) (H) Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶ Investments-Program Related. Part VIII Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13. (a) Description of investment (c) Method of valuation: (b) Book value Cost or end-of-year market value (1) Land Held for Resale 5,384,831 End-of-Year Market Value (2) (3) (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col. (B) line 13.) ► 5,384,831 Other Assets. Part IX Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15. (a) Description (b) Book value (1) (2) (3) (4) (5) (6) (7) (8) (9) **Total.** (Column (b) must equal Form 990, Part X, col. (B) line 15.) . . 🕨 Other Liabilities. Part X 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 0 (2) **Unearned Revenue** 3,671,645 (3) **Charitable Gift Annuity - Long Term** 185,242 (4) (5) (6) (7) (8) (9) Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ► 3,856,887

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

| Schedu | le D (Form 990) 2017 | | | | Page 4 |
|--------|---|---------|-----------------------|--------|-----------------------|
| Part | XI Reconciliation of Revenue per Audited Financial Stateme | nts V | Vith Revenue per l | Retu | 'n. |
| | Complete if the organization answered "Yes" on Form 990, P | Part IN | /, line 12a. | | |
| 1 | Total revenue, gains, and other support per audited financial statements . | | | 1 | 96,554,737 |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12: | | | | |
| а | Net unrealized gains (losses) on investments | 2a | 11,595 | | |
| b | Donated services and use of facilities | 2b | 16,477,855 | | |
| С | Recoveries of prior year grants | 2c | 0 | | |
| d | Other (Describe in Part XIII.) | 2d | -1,351,842 | | |
| е | Add lines 2a through 2d | | | 2e | 15,137,608 |
| 3 | Subtract line 2e from line 1 | | | 3 | 81,417,129 |
| 4 | Amounts included on Form 990, Part VIII, line 12, but not on line 1: | | | | |
| а | Investment expenses not included on Form 990, Part VIII, line 7b | 4a | 0 | | |
| b | Other (Describe in Part XIII.) | 4b | -5,334,131 | | |
| с | Add lines 4a and 4b | | | 4c | -5,334,131 |
| 5 | Total revenue. Add lines 3 and 4c. (This must equal Form 990, Part I, line 1 | 12.) | | 5 | 76,082,998 |
| Part | XII Reconciliation of Expenses per Audited Financial Statem | ents | With Expenses pe | r Ret | urn. |
| | Complete if the organization answered "Yes" on Form 990, P | Part IN | /, line 12a. | | |
| 1 | Total expenses and losses per audited financial statements | | | 1 | 96,369,297 |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25: | | | | |
| а | Donated services and use of facilities | 2a | 16,477,855 | | |
| b | Prior year adjustments | 2b | 0 | | |
| с | Other losses | 2c | 0 | | |
| d | Other (Describe in Part XIII.) | 2d | 5,334,131 | | |
| е | Add lines 2a through 2d | | | 2e | 21,811,986 |
| 3 | Subtract line 2e from line 1 | | | 3 | 74,557,311 |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1: | | | | |
| а | Investment expenses not included on Form 990, Part VIII, line 7b | 4a | 0 | | |
| b | Other (Describe in Part XIII.) | 4b | 560,496 | | |
| с | | | | 4c | 560,496 |
| 5 | Total expenses. Add lines 3 and 4c. (This must equal Form 990, Part I, line | 9 18.) | | 5 | 75,117,807 |
| Part | XIII Supplemental Information. | | | | |
| Drovic | le the descriptions required for Part II, lines 3, 5, and 0; Part III, lines 1, and | | rt IV lines 1h and 2h | · Dart | V line 1. Part X line |

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.

Schedule D, Part II, Line 5 - Pheasants Forever, Inc. believe that the long-term control of wildlife habitat is often in the best interest of both the public and wildlife. Conservation easements provide one mechanism by which the organization can facilitate long-term control without the upfront expense and long term operational costs of land ownership. On-going monitoring and enforcement are important components of successful conservation easements. The following steps will be conducted for each Pheasant Forever owned conservation easement. Baseline survey - Pheasants Forever staff will evaluate the property with the owners to document the property's resource values (current and potential), boundaries, and potential threats and hazards. The Baseline Survey will be conducted using The Forever Land Trust Baseline Documentation Checklist. The Baseline Survey should be conducted within one year of acquiring the interest and the landowner should be involved whenever possible. Monitoring - Pheasants Forever staff and/or volunteers will conduct annual on-site or aerial monitoring of all conservation easements to evaluate current resource conditions and to document existing or potential threats to the easement. To the extent practicable, the persons involved in monitoring should have pertinent information from the Baseline Survey for comparison with current conditions. A monitoring report will be filed and maintained along with the Baseline Survey in Pheasant Forever's files at the National Office. The Public Finance Director will immediately be notified of any perceived threats. Enforcement - Any necessary enforcement action is to be undertaken by Pheasants Forever's Public Finance Director in conjunction with local staff. Easement Modifications - Easements may be modified only if the protected resources will benefit from a modification. Any modification request should be sent to the Public Finance Director for evaluation. The Chief Executive Officer must approve any modification.

Schedule D, Part II, Line 9 - A conservation easement is a voluntary, legal enforceable agreement between a landowner and another entity in which the landowner gives up certain rights to use or modify their land subject to the terms of the easement. The entity agrees to monitor and enforce conditions within the agreement throughout the life of the easement (usually in perpetuity). In certain cases, the Organization acquires, or accepts as a donation, easements that provide conservation benefits consistent with the Organization's mission. Conservation easements that are purchased are recorded as program expense in the year acquired. Contributed easements are recorded as contribution income and program expense based on appraisal or other estimated value.

Schedule D, Part V, Line 4 - Wildlife Conservation Experience Fund - The Wildlife Conservation Experience Fund is meant to perpetually fund an annual Conservation Career Day for high school aged students in the host community of Pheasants Fest or other national events.

Part XIII - Supplemental Information (Continued)

| Students are provided the opportunity to explore a variety of careers in conservation and the outdoor recreation industry. Resource professionals and representatives from the outdoor recreation industry provide sessions that emphasize the opportunities and career paths students can pursue. Students are provided the opportunity to visit the Youth Village and the show floor to experience "hands on" activities. Forever Shooting Sports Fund - The Forever Shooting Sports Fund will perpetually fund the Chapter incentive portion of PF & QF's Forever Shooting Sports Program. The chapter incentive program consists of an ammunition match grant that partially reimburses chapters for ammunition costs associated with local shooting events for kids and their families. Chapters are required to submit a post event report form, ammo grant request form and a copy of the ammo receipt. Dependent upon organizational chapter priorities, this program may provide other incentives for shooting sports initiatives in the future. Habitat Education Fund - This fund is used to fund opportunities to educate youth and others about conservation programs. Forever Stewardship Fund - The Forever Stewardship Fund is used to fund the obligation that Organization has for on-going monitoring and enforcement of the easements acquired. |
|---|
| Schedule D. Det V. Line 2. The Organization has been granted exempt status for federal and state corrected income taxes numeroes under |
| Schedule D, Part X, Line 2 - The Organization has been granted exempt status for federal and state corporate income taxes purposes under Section 501(c)(3) of the Internal Revenue Code and applicable state codes. It has been classified as an organization that is not a private foundation. Therefore, charitable contributions are tax deductible. The Organization follows the guidance outlined in the Income Tax Topic |
| of FASB Accounting Standards Codification. The Organization is subject to unrelated business income tax on advertising revenues and merchandise sales. The two single member limited liability companies owned by Organization are disregarded entities for income tax |
| purposes and follow the same tax treatment as the Organization. |
| Schedule D, Part XI, Line 2d - Cost of membership premiums -\$560,496; Change in temporarily restricted net assets -\$788,596; Change in permanently restricted assets -\$2,750. |
| Schedule D, Part XI, Line 4b - Cost of habitat seed sold -\$5,334,131. |
| Schedule D, Part XII, Line 2d - Cost of habitat seed sold \$5,334,131. |
| Schedule D, Part XII, Line 4b - Cost of membership premium \$560,496. |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |

| | | | ental Informati the organization a organization ente | or 19, or if the | OMB No. 1545-0047 | | | |
|-------|---------------------------------------|---------------------|--|------------------|---|-----------------------------------|--|--|
| | | | | ttach to Form | | | | Open to Public |
| | Revenue Service | | Go to www | v.irs.gov/Form | 990 for the la | test instructions. | Employer identi | Inspection fication number |
| | SANTS FOREVE | | | | | | | 1-1429149 |
| Part | | | Complete if th | ne organiza | ation ansv | vered "Yes" on I | - Form 990, Part IV | |
| i di | | 0-EZ filers are n | • | • | | | | , |
| 1 | | | | | | owing activities. C | heck all that apply | |
| а | Mail solicita | • | | e [| | on of non-govern | | |
| b | Internet and | d email solicitatio | ns | f | | on of government | • | |
| с | Phone solid | citations | | g 🗌 | Special f | fundraising events | 5 | |
| d | 🗌 In-person s | solicitations | | | | | | |
| 2a | | | | | | | cers, directors, tru | |
| | | | | • | | • | fundraising service | |
| b | | | | | draisers) pı | ursuant to agreem | ents under which | the fundraiser is to be |
| | compensated | at least \$5,000 by | the organization | on. | | | | |
| | | | 1 | | | 1 | | |
| | (i) Name and addres or entity (fun | | (ii) Activity | custody o | draiser have or control of outions? | (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 | | | |
| 1 | | | | | | 1 | | |
| | | | | | | | | |
| 2 | | | | | | | | |
| | | | | | | | | |
| 3 | | | | | | | | |
| | | | | | | | | |
| 4 | | | | | | | | |
| | | | | | | | | _ |
| 5 | | | | | | | | |
| 6 | | | | | | | | |
| 0 | | | | | | | | |
| 7 | | | | | | | | |
| • | | | | | | | | |
| 8 | | | | | | | | |
| | | | | | | | | |
| 9 | | | | | | | | |
| | | | | | | | | |
| 10 | | | | | | | | |
| | | | | | | | | |
| | | | | | | | | |
| Total | | | | | 🕨 | | - | |
| 3 | | | nization is regis | stered or lic | ensed to s | olicit contribution | s or has been noti | fied it is exempt from |
| | registration or | licensing. | | | | | | |

 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 | (b) Event #2 | (c) Other events | (d) Total events |
|-----------------|--------------|------------------------------------|---------------|-------------------------|------------------|------------------------------|
| | | | Pheasant Fest | hwest Georgia Chapter # | 588 | (add col. (a) through |
| | | | (event type) | (event type) | (total number) | col. (c)) |
| Revenue | 1 | Gross receipts | 1,314,869 | 105,783 | 11,043,546 | 12,464,198 |
| | 2 | Less: Contributions | 0 | 0 | 0 | 0 |
| | 3 | Gross income (line 1 minus line 2) | 1,314,869 | 105,783 | 11,043,546 | 12,464,198 |
| | 4 | Cash prizes | 0 | | 0 | 0 |
| | 5 | Noncash prizes | 72,995 | 23,523 | 3,401,799 | 3,498,317 |
| sesu | 6 | Rent/facility costs | 135,329 | 0 | 0 | 135,329 |
| Direct Expenses | 7 | Food and beverages | 157,316 | 27,434 | 1,596,904 | 1,781,654 |
| Direct | 8 | Entertainment | 0 | 0 | 0 | 0 |
| | 9 | Other direct expenses . | 254,710 | 12,874 | 2,694,112 | 2,961,696 |
| | 10 | Direct expense summary. Add | - | . , | | 8,376,996 |
| | 11 rt III | Net income summary. Subtrac | | | 🕨 | 4,087,202 |

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

| Revenue | | | (a) Bingo | (b) Pull tabs/instant bingo/progressive bingo | (c) Other gaming | (d) Total gaming (add col. (a) through col. (c)) |
|-----------------|----|-----------------------------------|----------------------------|---|---|---|
| Rev | 1 | Gross revenue | 0 | 0 | 10,248,919 | 10,248,919 |
| ses | 2 | Cash prizes | 0 | 0 | 0 | 0 |
| Direct Expenses | 3 | Noncash prizes | 0 | 0 | 6,938,338 | 6,938,338 |
| lirect E | 4 | Rent/facility costs | 0 | 0 | 0 | 0 |
| | 5 | Other direct expenses . | 0 | 0 | 42,296 | 42,296 |
| | 6 | Volunteer labor | □ Yes% ☑ No | ☐ Yes% ☑ No | ✓ Yes 100 % ❑ No | |
| | 7 | Direct expense summary. Ac | ld lines 2 through 5 in c | olumn (d) . . . | | 6,980,634 |
| | 8 | Net gaming income summar | y. Subtract line 7 from li | ne 1, column (d) | | 3,268,285 |
| 9 | Er | nter the state(s) in which the or | anization conducts a | ming activities: See Sc | hedule G. Part IV. Statem | ent 1 |

| 9 | Enter the state(s) in which the organization conducts gaming activities: See Schedule G, Part IV, Statement 1 | |
|-----|---|------------|
| а | 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: | |
| | | |
| | | |

| le G (Form 990 or 990-EZ) 2017 Page 3 |
|--|
| Does the organization conduct gaming activities with nonmembers? ✓ Yes No Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity ✓ Yes No formed to administer charitable gaming? ✓ Yes ✓ No |
| Indicate the percentage of gaming activity conducted in: The organization's facility 13a An outside facility 13a Image: An outside facility 13b Image: An outside facility 100 % Image: An outside facility 100 % < |
| Name Various volunteers at local chapter Address 1783 Beurkle Circle St Paul, MN 55110 |
| Does the organization have a contract with a third party from whom the organization receives gaming revenue? |
| Name |
| Gaming manager information: Name ► Various volunteers at local chapter Gaming manager compensation ► \$0 Description of services provided ► |
| Director/officer |
| Mandatory distributions: Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? Yes No 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 ▶ 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. |
| Jule G, Part III, Line 17a - Pheasants Forever raises funds through gaming activities, including raffles. The revenue from raffles held a state are often required to be spent within the state on the Organization's mission. |
| |
| |

Schedule G (Form 990 or 990-EZ) 2017

Schedule G, Part IV, Statement 1

Form: Schedule G (2017)

Page: 2

EIN: 41-1429149

Part III, Line 9

| States Where Gaming Conducted | | States | Where | Gaming | Conducted | |
|-------------------------------|--|--------|-------|--------|-----------|--|
|-------------------------------|--|--------|-------|--------|-----------|--|

| | 0 | |
|----------|---|--|
| States | | |
| AL | | |
| AR | | |
| AZ | | |
| CA | | |
| со | | |
| FL | | |
| GA | | |
| IA | | |
| ID | | |
| IL | | |
| IN | | |
| KS | | |
| KY | | |
| LA | | |
| MD | | |
| MI | | |
| MN | | |
| MO | | |
| MT | | |
| NC | | |
| ND | | |
| NE | | |
| NM | | |
| NY | | |
| OH | | |
| OK | | |
| PA | | |
| SC | | |
| SD | | |
| TN | | |
| TX UT | | |
| VA | | |
| WA | | |
| WI | | |
| WY | | |
| ** 1 | | |
| | | |

| SCHEDULE J | | Compensation Information | | | | OMB No. 1545-0047 | | |
|--|---|---|--|-------------------|--------------|-------------------|----|--|
| (Form 990) | | For certain Officers, Direc | tain Officers, Directors, Trustees, Key Employees, and Highest | | | | 7 | |
| | | | npensated Employees n answered "Yes" on Form 990, Part IV | / line 23 | 20 | | - | |
| Department of the Treasury | | · · · · · · · · · · · · · · · · · · · | Attach to Form 990. | Open | | | | |
| | ► Go to www.irs.gov/Form990 for instructions and the latest information. Employer identification Employer identification | | | | _ | | | |
| | SANTS FOREVE | RINC | | 41-1 | 429149 | | | |
| Part | | Regarding Compensation | | | | | | |
| | | | | | | Yes | No | |
| 1a | | ropriate box(es) if the organization pro ection A, line 1a. Complete Part III to pr | | | orm | | | |
| | First-class | or charter travel | Housing allowance or residence f | or personal use | | | | |
| | Travel for c | ompanions | Payments for business use of per | rsonal residence | | | | |
| | | ification and gross-up payments | Health or social club dues or initia | | | | | |
| | Discretiona | ry spending account | Personal services (such as, maid, | chauffeur, chef) | | | | |
| h | If any of the l | | | | | | | |
| b | | poxes on line 1a are checked, did th nent or provision of all of the exp | | | | | | |
| | | | | | . 1b | | | |
| | | | | | | | | |
| 2 | directors, trus | nization require substantiation prior tees, and officers, including the CEO | /Executive Director, regarding the it | | | | | |
| | 1a? | | | | · 2 | | | |
| | | | | | | | | |
| 3 | | if any, of the following the filing orga CEO/Executive Director. Check all the | | | | | | |
| | | zation to establish compensation of the | | | a | | | |
| | - | | Written employment contract | | | | | |
| | • | | Compensation survey or study | | | | | |
| | • | • | Approval by the board or comper | nsation committee | | | | |
| | | | | | | | | |
| 4 | | ar, did any person listed on Form 990, r a related organization: | Part VII, Section A, line 1a, with resp | ect to the filing | | | | |
| а | | erance payment or change-of-control | | | . 4a | | ~ | |
| b | • | or receive payment from, a suppleme | | | | ~ | | |
| С | | | | | | | ~ | |
| | 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 | | | | | | | | |
| | compensation | contingent on the revenues of: | | | | | | |
| а | - | on? | | | | | ~ | |
| b | | ganization? | | | . 5 b | | ~ | |
| | If "Yes" on line | e 5a or 5b, describe in Part III. | | | | | | |
| 6 | | sted on Form 990, Part VII, Section A, contingent on the net earnings of: | line 1a, did the organization pay or a | accrue any | | | | |
| а | | ion? | | | . 6a | | ~ | |
| b | • | ganization? | | | | 1 | ~ | |
| | If "Yes" on line | e 6a or 6b, describe in Part III. | | | | | | |
| _ | | | | | | | | |
| 7 | | isted on Form 990, Part VII, Section described on lines 5 and 6? If "Yes," | | | | | ~ | |
| 8 | payments not described on lines 5 and 6? If "Yes," describe in Part III | | | | | | | |
| to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe | | | | | | | | |
| | in Part III | · · · · · · · · · · · · · · · | | | · 8 | | ~ | |
| - | | | | | | | | |
| 9 | | ne 8, did the organization also follo | | | | | | |
| | Regulations se | ection 53.4958-6(c)? | | · · · · · · | . 9 | | | |

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.

| | | | f W-2 and/or 1099-MIS | | (C) Retirement and | (D) Nontaxable | (E) Total of columns | (F) Compensation |
|-----------------------------|------|--------------------------|--|---|--------------------------------|----------------|------------------------------------|--|
| (A) Name and Title | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | other deferred compensation | benefits | (E) Total of columns (B)(i)–(D) | in column (B) reported as deferred on prior Form 990 |
| Howard K Vincent, President | (i) | 283,251 | 14,489 | 20,250 | 15,091 | 16,789 | 349,870 | 0 |
| and CEO 1 | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| James M Koerber, Chief | (i) | 189,752 | 3,481 | 5,542 | 9,649 | 7,580 | 216,004 | 0 |
| Financial Officer 2 | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| David E Nomsen, VP of | (i) | 186,554 | 3,713 | 6,331 | 9,500 | 7,692 | 213,790 | 0 |
| Governmental Affairs | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Richard Young, VP of Field | (i) | 157,963 | 0 | 2,144 | 7,885 | 8,689 | 176,681 | 0 |
| Operations 4 | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| David Bue, VP Development | (i) | 149,497 | 0 | 1,782 | 7,462 | 15,676 | 174,417 | 0 |
| 5 | (ii) | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| | (i) | | | | | | | |
| 6 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 7 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 8 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 9 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 10 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 11 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 12 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 13 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 14 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 15 | (ii) | | | | | | | + |
| | (i) | | | | | | | |
| 16 | (ii) | | | | | | | † |
| | | | | | | | | • |

Schedule J (Form 990) 2017

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.

Schedule J, Part I, Line 3 - Compensation for the President/CEO is set by the executive committee and is based on the review of compensation data from other nonprofit organizations of similar size and scope as well as data from several published compensation surveys. The Committee reviews the President/CEOs achievement of goals for the year along with the compensation data described above to determine salary adjustments as well as any inventive compensation to be awarded. This review process takes place annually. Compensation for other officers and key employees is set by the President/CEO and is performed using the same compensation data sources described above for the applicable positions.

Schedule J, Part I, Line 4 - Pheasants Forever has a split dollar life insurance benefit that is available to executive leadership. Both the eligible employees and Pheasants Forever contribute to the premium costs of the policies. For calendar year 2017 the following amounts were included in the employees' compensation: Howard Vincent - \$15,908; James Koerber -\$5,542; Dave Nomsen - \$6,331; Richard Young - \$2,144; & David Bue - \$1,782.

| |
|------|
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |
| |

Schedule J (Form 990) 2017

SCHEDULE M (Form 990)

Noncash Contributions

OMB No. 1545-0047

Department of the Treasury Internal Revenue Service 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 the latest information.

es 29 or 30. 2017 Open to Public Inspection

| Name o | f the organization | | | | Employer ic | lentificat | ion numb | er | | |
|----------|---|--------------------------------------|---|---|---------------------|------------------|---------------------------------------|--------|-----|----|
| PHEA | SANTS FOREVER INC | | | | | 41- | -1429149 | , | | |
| Part | Types of Property | | | | | | | | | |
| | | (a) Check if applicable | (b) Number of contributions or items contributed | (c) Noncash cont amounts repo Form 990, Part V | orted on | | (d ethod of c sh contrib | deterr | | • |
| 1 | Art-Works of art | | | | | | | | | |
| 2 | Art—Historical treasures | | | | | | | | | |
| 3 | Art—Fractional interests | | | | | | | | | |
| 4 | Books and publications | | | | | <u> </u> | | | | |
| 5 | Clothing and household | | | | | | | | | |
| - | goods | | | | | | | | | |
| 6 | Cars and other vehicles | ~ | 1 | | 42,000 | Retail | value | | | |
| 7 | Boats and planes | | | | | <u> </u> | | | | |
| 8 | Intellectual property | | | | | <u> </u> | | | | |
| 9 | Securities – Publicly traded | | | | | | | | | |
| 10 11 | Securities—Closely held stock . Securities—Partnership, LLC, | | | | | <u> </u> | | | | |
| | or trust interests | | | | | | | | | |
| 12 | Securities-Miscellaneous | | | | | | | | | |
| 13 | Qualified conservation | | | | | | | | | |
| | contribution — Historic | | | | | | | | | |
| | structures | | | | | | | | | |
| 14 | Qualified conservation | | | | | | | | | |
| | contribution-Other | ~ | 1 | | 278,000 | Appra | ised Valu | ue | | |
| 15 | Real estate-Residential | | | | | | | | | |
| 16 | Real estate - Commercial | | | | | | | | | |
| 17 | Real estate-Other | ~ | 13 | | 341,600 | Appra | ised valu | ue | | |
| 18 | Collectibles | | | | | | | | | |
| 19 | Food inventory | | | | | | | | | |
| 20 | Drugs and medical supplies | | | | | | | | | |
| 21 | Taxidermy | | | | | | | | | |
| 22 | Historical artifacts | | | | | L | | | | |
| 23 | Scientific specimens | | | | | | | | | |
| 24 | Archeological artifacts | | | | | | | | | |
| 25 | Other ► (Polaris ATVs) | <i>v</i> | 5 | | 37,848 | Retail | | | | |
| 26 07 | Other ► (Shotguns) | ~ ~ | 4 | | 7,468 | Retail | | | | |
| 27 28 | Other ► (<u>Irish Setter Boots</u>) | ~ | 27 | | 5,400 | Retail Retail | | | | |
| 29 | Other ► (Zeiss Optics) Number of Forms 8283 received | - | _ | ear for contribu | 1,197 Itions for | Retail | value | | | |
| | which the organization completed | | | | | 29 | | | | 3 |
| | 5 | | , , | 5 | | 20 | | • | Yes | No |
| 30a | During the year, did the organizat | ion receive | by contribution any prope | erty reported in | Part I. lines | 31 thro | uah | | | |
| | 28, that it must hold for at least th | | , , , , , , | | | | - U | | | |
| | to be used for exempt purposes f | | | | | | | 0a | | ~ |
| b | If "Yes," describe the arrangemen | t in Part II. | | | | | | | | |
| 31 | Does the organization have a | gift accept | otance policy that require | es the review | of any ne | onstanc | Jard | | | |
| | | | | | | | - | 31 | ~ | |
| 32a | Does the organization hire or use | e third part | ies or related organization | s to solicit, pro | cess, or se | ell nonc | ash | | | |
| | | | | | | • • | · 3 | 2a | | ~ |
| b | If "Yes," describe in Part II. | | | | | | | | | |

| Part II | Form 990) 2017 Page 2 Supplemental Information. Provide the information required by Part I, lines 30b, 32b, and 33, and whether |
|---------|--|
| Part II | 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. |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |

| SCHE | DUL | E (|) |
|-------|-----|-----|--------|
| (Form | 990 | or | 990-EZ |

Department of the Treasury

Internal Revenue Service Name of the organization

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.



Employer identification number

41-1429149

PHEASANTS FOREVER INC

Form 990, Part VI, Section B, Line 11b - The Form 990 was prepared by qualified staff and reviewed by upper management for accuracy. All members of the Board of Directors received a copy prior to filing and were given an overview by management and were provided an opportunity to ask questions of management before the return was filed.

Form 990, Part VI, Section B, Line 12c - Responsible Persons with respect to the conflict of interest policy include (a) any person who is, or was at any time during the past five years, in a position to exercise substantial influence over the affairs of the Corporation, or (b) a member of the family (spouses, children, grandchildren, great grandchildren, brothers and sisters, and spouses to any of them, and ancestors) or business partners or associates of an individual described in (a) above, or (c) a 35% controlled entity (a corporation, partnership, or trust or estate for which person(s) described in (a) or (b) above, control more than 35% of the voting rights, profit interests, and beneficial interests, respectively.) In addition, all voting members of the Board of Directors, presidents, CEOs, CFOs, COOs, treasurers, and other persons who have or share similar powers or responsibilities shall automatically be considered Responsible Persons by this policy with respect to this policy. All responsible persons are required to annually disclose in writing any potential conflicts of interest in accordance with the policy as well as disclosing any family or business relationships that they have with another Responsible Person. A responsible Person is immediately required to disclose to the Chief Executive Officer or the Chair of the Board of Directors any material transaction that he or she has entered into, or is contemplating entering into with the Corporation. If the transaction involves the Chief Executive Officer, he or she must disclose to the Chair of the Board of Directors or the Secretary of the Board of Directors the potential conflict. If the transaction involves the Chair of the Board of Directors, he or she shall disclose to the Chief Executive Officer or the Secretary of the Board of Directors the potential conflict. The person(s) receiving notice that a potential conflict of interest exists shall review the facts and circumstances of the transaction or matter and make a determination as to whether a conflict of interest exists as defined above. Contemporaneous documentation of the facts, circumstances and the decision reached shall be made in the minutes of the Board of Directors, or a Committee of the Board of Directors, or in other written documentation to be retained in the Corporation's permanent records. Upon the determination that a conflict of interest involving a Responsible Person does in fact exist, that person shall be notified as such, and he or she shall be precluded from voting on, or otherwise making, participating in, or attempting to influence a decision related to the transaction for which the conflict of interest exists.

Form 990, Part VI, Section B, Line 15 - Compensation for President/CEO is set by the Executive Committee of the Board, and is based on review of compensation data from other nonprofit organizations of similar size and scope as well as data from several published compensation surveys. The Committee reviews the President/CEO's achievement of goals for the year along with the compensation data described above to determine salary adjustments as well as any incentive compensation to be awarded. This review process takes place annually. Compensation for other officers and key employees is set by the President/CEO and is performed using the same compensation data sources described above for the applicable positions.

Form 990, Part VI, Section C, Line 19 - The organizing documents and financial statements are available to the public upon request.

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

Schedule O, Statement 1

Form: Form 990 (2017)

Page: 2

First Program Service Accomplishments Description

EIN: 41-1429149

Part III, Line 4a

Description

individuals to survive the winter and repopulate the rural landscape the next spring. During the year, Pheasants Forever expended \$535,908 to plant trees and has spent \$22.4 million on planted trees since 1982. Wetlands - Wetlands provide an excellent source of winter cover and provide the best overall survival rates for pheasants. A wetland's dense network of stems provides effective insulation from cold temperatures and wind chill, and provides shelter from blowing and drifting snow. Pheasants Forever restored 964 acres of wetlands during the year and 85,503 acres of wetlands since inception. Food Plots- Winter cover is much more effective with a high energy food source nearby. Well-placed food plots establish safe foraging patterns, restrict unnecessary movements, and provide a dependable food source. A dependable high energy food source is needed to carry female birds through harsh winters in good condition and leads to a reduction in mortality rate during the following spring nesting season. During the year, Pheasants Forever planted 55,979 acres of food plots and has planted 1,952,403 acres of food plots since 1982. Nesting Cover - Throughout the pheasant range, nesting cover is the single most important limiting factor for wildlife populations. Establishing the right vegetation and managing it properly will provide pheasants with concealment from predators and protection from various weather conditions. Additionally, our nesting and broodrearing projects that plant prairie grasses and forbs (flowering plants) also improves habitat for bees, butterflies and other pollinators. Pheasants Forever established or improved 45,710 acres of nesting cover during the year, and more than 3,076,000 acres since 1982. Maintenance - During fiscal year 2018 Pheasants Forever completed 1,463 projects to maintain guality habitat on over 90,000 acres. Since 1999 the organization has completed more than 50,000 maintenance projects covering more than 3,400,000 acres. Equipment - Pheasants Forever chapters purchase specialized habitat equipment which is either donated to local wildlife agencies or made available to local landowners to aid in establishing and/or maintaining their own habitat projects. During the year, Pheasants Forever expended \$620,171 to purchase habitat equipment and has spent \$17.7 million on habitat equipment since inception. Farm Bill Biologist Program - Pheasants Forever has developed a network of more than 170 trained biologists that work directly with local landowners around the country. These Farm Bill Biologists assist landowners in designing, developing, and funding habitat improvements on private lands. PF Farm Bill Biologists possess the knowledge of federal, state, and local programs to assist landowners in finding the right program to meet their personal habitat and land use goals. Since its inception the Farm Bill Biologist Program has made more than 175,000 landowner contacts impacting 6.7 million acres. Through a unique partnership, Farm Bill Biologists are located in local USDA service centers in priority habitat areas throughout the pheasant range.

Schedule O, Statement 2

Form: Form 990 (2017)

Page: 2

Second Program Service Accomplishments Description

Description

educational materials and resources. The No Child Left Indoors(R) Initiative engages PF and QF chapters in community activities that connect youth and their families to the outdoors. Chapters host more than 6,000 events per year that include hunter safety classes, youth mentor hunts, summer camps, shooting programs, outdoor field days and habitat projects. Youth 17 or younger can become Ringnecks and/or Whistler members. Over 16,000 youth members receive the youth magazine Upland Tales four times a year. Youth leadership is encouraged at the local level and through state youth leadership councils and a National Youth Leadership Council comprised of about 25 active young leaders from across the country. Educational brochures also are available on subjects such as habitat and pheasant population dynamics.

EIN: 41-1429149

Part III, Line 4b

| Schedule | O, Statement 3 | Pł | PHEASANTS FOREVER INC | | | | |
|------------------|--|-----------|-----------------------|-----------------|--|--|--|
| Form: For | rm 990 (2017) | | EIN: | 41-1429149 | | | |
| Page: 2 | | | Par | rt III, Line 4d | | | |
| | Other Program Services Accomplishments | | | | | | |
| Activity Code | Description | Expense | Grants | Revenue | | | |
| | Pheasants Forever provides support for and informs and updates, the more than 150,000 members and nearly 750 chapters, as to the need for ongoing work in wildlife conservation and provides assistance to accomplish that goal. | 1,222,334 | 0 | 0 | | | |
| Total: | | 1,222,334 | 0 | 0 | | | |

| Schedule O, Statement 4 | PHEASANTS FOREVER INC |
|-------------------------|--------------------------------------|
| Form: Form 990 (2017) | EIN: 41-1429149 |
| Page: 6 | Part VI, Section C, Line 17 |
| | States Where Copy Of Return Is Filed |
| States | |
| AR | |
| CA | |
| со | |
| IL | |
| IN | |
| KS | |
| KY | |
| MD | |
| MI | |
| MN | |
| MS | |
| NJ | |
| NY | |
| ОН | |
| ОК | |
| OR | |
| PA | |
| SC | |
| WI | |

SCHEDULE R (Form 990)

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.

Department of the Treasury Internal Revenue Service Name of the organization

PHEASANTS FOREVER INC

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 |
|---|-------------------------------------|---|----------------------------|----------------------------------|--|
| (1) Habitat Forever LLC (20-5803961) 1783 Buerkle Circle, St Paul, MN 55110 | Wildlife Habitat Development and | DE | 79,534 | 852,805 | N/A |
| (2) The Forever Land Trust LLC (20-5803401) 1783 Buerkle Circle, St Paul, MN 55110 | Long-term Land Protection | DE | 3,506 | 260,064 | N/A |
| (3) | | | | | |
| (4) | | | | | |
| (5) | | | | | |
| (6) | | | | | |

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 | Section 5 contr ent | g) 512(b)(13) rolled tity? |
|-----|---|--------------------------------|--|----------------------------|---|--|---------------------------|--|
| | | | | | | | Yes | No |
| (1) | | | | | | | | |
| (2) | | | | | | | | |
| (3) | | | | | | | | |
| (4) | | | | | | | | |
| (5) | | | | | | | | |
| (6) | | | | | | | | |
| (7) | | | | | | | | |



ipioyer identification num

41-1429149

| Part III Identification of I because it had on | Related Organization e or more related orga | s Taxable nizations | e as a Partners treated as a pa | ship. Complete it artnership during | f the organiza the tax year | ation answere | ed "Y | es" o | n Form 990, P | art IV | ', line | 34, | | | | |
|--|--|--|-------------------------------------|---|--------------------------------|---------------|---|-------|------------------|--------|------------------|-----|---------------------------------|--|---------------------------------------|---------------------------------------|
| (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) | 4) | | (h) Disproportionate allocations? | | Disproportionate | | Disproportionate | | h) (i) portionate Code V—UBI | | j) eral or aging mer? | (k) Percentage ownership |
| | | | | | | | Yes | No | | Yes | No | | | | | |
| (1) | | | | | | | | | | | | | | | | |
| (2) | | | | | | | | | | | | | | | | |
| (3) | | | | | | | | | | | | | | | | |
| (4) | | | | | | | | | | | | | | | | |
| (5) | | | | | | | | | | | | | | | | |
| (6) | | | | | | | | | | | | | | | | |
| (7) | | | | | | | | | | | | | | | | |

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. Part IV

| (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 5 contr enti | i) 512(b)(13) rolled ity? |
|---|--------------------------------|--|--|---|--|--|---------------------------------------|----------------------------------|--|
| | | | | | | | | Yes | No |
| (1) | | | | | | | | | |
| (2) | | | | | | | | | |
| (3) | | | | | | | | | |
| (4) | | | | | | | | | |
| (5) | | | | | | | | | |
| (6) | | | | | | | | | |
| (7) | | | | | | | | | |

Schedule R (Form 990) 2017

| Part | Transactions With Related Organizations. Complete if the organization answ | vered "Yes" on Forn | n 990, Part IV, line 3 | 4, 35b, or 36. | | |
|--------|---|--------------------------|---------------------------|-------------------------|----------|-----------|
| Note | Complete line 1 if any entity is listed in Parts II, III, or IV of this schedule. | | | | Y | es No |
| 1 | During the tax year, did the organization engage in any of the following transactions with one | or more related organ | nizations listed in Parts | s II–IV? | | |
| а | Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity | _ | | | 1a | |
| b | Gift, grant, or capital contribution to related organization(s) | | | | 1b | |
| с | Gift, grant, or capital contribution from related organization(s) | | | | 1c | |
| d | Loans or loan guarantees to or for related organization(s) | | | | 1d | |
| e | Loans or loan guarantees by related organization(s) | | | | 1e | |
| Ŭ | | | | | | |
| f | Dividends from related organization(s) | | | | 1f | |
| a | Sale of assets to related organization(s) | | | | 1g | |
| | Purchase of assets from related organization(s) | | | | 1h | |
| h : | | | | | 1i | |
| | Exchange of assets with related organization(s) | | | | | |
| J | Lease of facilities, equipment, or other assets to related organization(s) | | | | 1j | |
| | | | | | | |
| ĸ | Lease of facilities, equipment, or other assets from related organization(s) | | | | 1k | |
| I | Performance of services or membership or fundraising solicitations for related organization(s) | | | | 11 | |
| m | Performance of services or membership or fundraising solicitations by related organization(s) | | | | 1m | |
| n | Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) . $\ .$ | | | | 1n | |
| ο | Sharing of paid employees with related organization(s) | | | | 10 | |
| | | | | | | |
| р | Reimbursement paid to related organization(s) for expenses | | | | 1p | |
| q | Reimbursement paid by related organization(s) for expenses | | | [' | 1q | |
| | | | | | | |
| r | Other transfer of cash or property to related organization(s) | | | | 1r | |
| S | Other transfer of cash or property from related organization(s) | | | | 1s | |
| 2 | If the answer to any of the above is "Yes," see the instructions for information on who must o | complete this line, incl | uding covered relation | ships and transaction | thres | holds. |
| | (a) | (b) | (c) | (d) | | |
| | Name of related organization | Transaction | Amount involved | Method of determining a | amount i | nvolved |
| | | type (a-s) | | | | |
| | | | | | | |
| (1) | | | | | | |
| | | | | | | |
| (2) | | | | | | |
| _(=) | | | | | | |
| (3) | | | | | | |
| _(3) | | | | | | |
| (4) | | | | | | |
| (4) | | | | | | |
| (5) | | | | | | |
| (5) | | | | | | |
| (0) | | | | | | |
| (6) | | | | A · · · | | |
| | | | | Schedule R (| (⊢orm § | 990) 2017 |

Part VI Unrelated Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 37.

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

| (a) Name, address, and EIN of entity | (state or foreign income (rela country) unrelated, ex from tax ur | | Predominant income (related, unrelated, excluded from tax under | ted, section luded 501(c)(3) der organizations? | | (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 |
|---|---|--|--|---|----|--|---|---|----|---|---|----|--------------------------------|
| | | | sections 512-514) | Yes | No | | | Yes | No | | Yes | No | |
|) | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| <u> </u> | | | | | | | | | | | | | |
|) | | | | | | | | | | | | | |
| l | | | | | | | | | | | | | |
| l | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| 1 | | | | | | | | | | | | | |
| l | | | | | | | | | | | | | |
| l | | | | | | | | | | | | | |
| 1 | | | | | | | | | | | | | |
| l | | | | | | | | | | | | | |
| <u> </u> | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| l | | | | | | | | | | | | | |

| Part VII | Supplemental Information. Provide additional information for responses to questions on Schedule R. See instructions. |
|----------|---|
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |