

AMENDED RETURN

Return of Organization Exempt From Income Tax

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

Do not enter social security numbers on this form as it may be made public.

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

OMB No. 1545-0047

2019

Open to Public Inspection

Form 990 (Rev. January 2020)

Department of the Treasury Internal Revenue Service

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

B Check if applicable: C Name of organization THE NATURE CONSERVANCY D Employer identification number 53-0242652 E Telephone number 703-841-5300 G Gross receipts \$ 3,483,922,056 H(a) Is this a group return for subordinates? H(b) Are all subordinates included? I Tax-exempt status: J Website: K Form of organization: L Year of formation: M State of legal domicile: DC

Part I Summary

Table with columns: Activities & Governance, Revenue, Expenses, Net Assets or Fund Balances. Rows include mission statement, member counts, revenue breakdown, expenses, and net assets.

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 JEFF SCHUTES, ASST SEC DIR OF CAP MKTS & TAX Date 7/20/23. Paid Preparer: BRIAN NEWMAN, COHNREZNICK LLP, 1301 AVENUE OF THE AMERICAS, NEW YORK, NY 10019.

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





















**Part VIII Statement of Revenue**

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

			(A)	(B)	(C)	(D)	
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	<b>1 a</b> Federated campaigns .....	<b>1a</b>	3,247,428.				
	<b>b</b> Membership dues .....	<b>1b</b>					
	<b>c</b> Fundraising events .....	<b>1c</b>	347,775.				
	<b>d</b> Related organizations .....	<b>1d</b>					
	<b>e</b> Government grants (contributions) .....	<b>1e</b>	123,521,397.				
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above ...	<b>1f</b>	818,275,926.				
	<b>g</b> Noncash contributions included in lines 1a-1f	<b>1g</b>	\$ 168,431,676.				
	<b>h Total.</b> Add lines 1a-1f .....			945,392,526.			
	Program Service Revenue	<b>2 a</b> ACTIVITY FEES	Business Code				
		900099	75,098,347.	75,098,347.			
<b>b</b> LAND SALES TO GOV'T		531390	59,134,377.	59,134,377.			
<b>c</b> CONTRACT FEES		541990	16,122,459.	16,122,459.			
<b>d</b> FEES & CONTRACTS GOV'T		541700	3,299,150.	3,299,150.			
<b>e</b> .....							
<b>f</b> All other program service revenue .....							
<b>g Total.</b> Add lines 2a-2f .....			153,654,333.				
Other Revenue	<b>3</b> Investment income (including dividends, interest, and other similar amounts) .....		23,860,678.		<292,190.>	24,152,868.	
	<b>4</b> Income from investment of tax-exempt bond proceeds .....						
	<b>5</b> Royalties .....						
	<b>6 a</b> Gross rents .....	<b>6a</b>	(i) Real	1,812,742.			
			(ii) Personal				
	<b>b</b> Less: rental expenses ...	<b>6b</b>	271,569.				
	<b>c</b> Rental income or (loss)	<b>6c</b>	1,541,173.				
	<b>d</b> Net rental income or (loss) .....			1,541,173.	111,504.	1,429,669.	
	<b>7 a</b> Gross amount from sales of assets other than inventory	<b>7a</b>	(i) Securities	2347339782.	119,601.		
			(ii) Other				
	<b>b</b> Less: cost or other basis and sales expenses .....	<b>7b</b>	2224062981.	0.			
	<b>c</b> Gain or (loss) .....	<b>7c</b>	23,276,801.	119,601.			
	<b>d</b> Net gain or (loss) .....			123,396,402.		123,396,402.	
<b>8 a</b> Gross income from fundraising events (not including \$ 347,775. of contributions reported on line 1c). See Part IV, line 18 .....	<b>8a</b>		133,907.				
			448,290.				
<b>b</b> Less: direct expenses .....	<b>8b</b>						
<b>c</b> Net income or (loss) from fundraising events .....			<314,383.>		<314,383.>		
<b>9 a</b> Gross income from gaming activities. See Part IV, line 19 .....	<b>9a</b>						
<b>b</b> Less: direct expenses .....	<b>9b</b>						
<b>c</b> Net income or (loss) from gaming activities .....							
<b>10 a</b> Gross sales of inventory, less returns and allowances .....	<b>10a</b>		5,202,988.				
			68,036.				
<b>b</b> Less: cost of goods sold .....	<b>10b</b>						
<b>c</b> Net income or (loss) from sales of inventory .....			5,134,952.	5,134,952.			
Miscellaneous Revenue	<b>11 a</b> CAUSE RELATED MARKETIN	Business Code					
		900099	1,309,745.		105,333.	1,204,412.	
	<b>b</b> INTRA COMPANY SUPPORT	900099	289,820.			289,820.	
	<b>c</b> MEMBERSHIP RENTAL	900099	243,979.			243,979.	
	<b>d</b> All other revenue .....	900099	4,561,955.			4,561,955.	
<b>e Total.</b> Add lines 11a-11d .....			6,405,499.				
<b>12 Total revenue.</b> See instructions .....			1,259,071,180.	158,789,285.	<75,353.>	154,964,722.	

**Part IX Statement of Functional Expenses**

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

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

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...	46,694,142.	46,694,142.		
<b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22 .....	5,750.	5,750.		
<b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 .....	21,747,847.	21,747,847.		
<b>4</b> Benefits paid to or for members .....				
<b>5</b> Compensation of current officers, directors, trustees, and key employees .....	10,573,351.	6,335,411.	2,331,107.	1,906,833.
<b>6</b> Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) .....	400,690.	240,088.	88,340.	72,262.
<b>7</b> Other salaries and wages .....	320,709,020.	192,164,565.	70,706,728.	57,837,727.
<b>8</b> Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) .....	22,505,097.	13,484,754.	4,961,699.	4,058,644.
<b>9</b> Other employee benefits .....	35,736,475.	21,412,819.	7,878,822.	6,444,834.
<b>10</b> Payroll taxes .....	23,161,060.	13,877,798.	5,106,320.	4,176,942.
<b>11</b> Fees for services (nonemployees):				
<b>a</b> Management .....				
<b>b</b> Legal .....	1,483,947.	1,192,904.	122,320.	168,723.
<b>c</b> Accounting .....	1,625,211.	1,306,462.	133,964.	184,785.
<b>d</b> Lobbying .....	1,284,822.	1,032,833.	105,906.	146,083.
<b>e</b> Professional fundraising services. See Part IV, line 17 .....	7,731,238.			7,731,238.
<b>f</b> Investment management fees .....	18,283,835.	207,597.	18,033,874.	42,364.
<b>g</b> Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch. O.)	128,712,903.	94,303,282.	9,542,780.	24,866,841.
<b>12</b> Advertising and promotion .....	5,940,158.	988,658.	48,895.	4,902,605.
<b>13</b> Office expenses .....	36,976,354.	15,567,094.	9,028,985.	12,380,275.
<b>14</b> Information technology .....	7,557,986.	4,343,732.	2,397,071.	817,183.
<b>15</b> Royalties .....				
<b>16</b> Occupancy .....	26,830,436.	6,728,337.	19,048,896.	1,053,203.
<b>17</b> Travel .....	15,048,061.	11,136,727.	2,016,938.	1,894,396.
<b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials ...				
<b>19</b> Conferences, conventions, and meetings .....	8,506,561.	3,232,723.	4,614,137.	659,701.
<b>20</b> Interest .....	11,913,288.	10,947,346.	965,942.	
<b>21</b> Payments to affiliates .....				
<b>22</b> Depreciation, depletion, and amortization .....	9,910,373.	7,073,266.	2,755,104.	82,003.
<b>23</b> Insurance .....	6,640,330.	2,523,505.	3,601,854.	514,971.
<b>24</b> Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
<b>a</b> DONATED CONS. LAND	117,538,657.	117,538,657.		
<b>b</b> DONATED PERSONAL PROPER	12,914,839.	4,958,798.	5,806,122.	2,149,919.
<b>c</b> DUES, FEES, LICENSES	3,136,079.	1,191,795.	1,701,075.	243,209.
<b>d</b> CONSTRUCTION/RESTORATIO	1,926,834.	732,249.	1,045,155.	149,430.
<b>e</b> All other expenses	8,234,727.	3,129,420.	4,466,687.	638,620.
<b>25</b> Total functional expenses. Add lines 1 through 24e	913,730,071.	604,098,559.	176,508,721.	133,122,791.
<b>26</b> Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				

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

**Part X Balance Sheet**

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

		(A) Beginning of year		(B) End of year
<b>Assets</b>	<b>1</b> Cash - non-interest-bearing .....	107,402,632.	<b>1</b>	43,653,374.
	<b>2</b> Savings and temporary cash investments .....	145,586,660.	<b>2</b>	60,681,798.
	<b>3</b> Pledges and grants receivable, net .....	245,967,921.	<b>3</b>	263,259,387.
	<b>4</b> Accounts receivable, net .....	81,003,586.	<b>4</b>	170,687,182.
	<b>5</b> Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons .....		<b>5</b>	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B) .....		<b>6</b>	
	<b>7</b> Notes and loans receivable, net .....	43,883,661.	<b>7</b>	43,282,968.
	<b>8</b> Inventories for sale or use .....		<b>8</b>	
	<b>9</b> Prepaid expenses and deferred charges .....	7,679,155.	<b>9</b>	13,951,094.
	<b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D .....	<b>10a</b> 2,301,543,104.		
	<b>b</b> Less: accumulated depreciation .....	<b>10b</b> 136,601,680.	4,573,839,743.	<b>10c</b> 2,164,941,424.
	<b>11</b> Investments - publicly traded securities .....	1,451,302,198.	<b>11</b>	1,021,545,812.
	<b>12</b> Investments - other securities. See Part IV, line 11 .....	902,515,756.	<b>12</b>	1,546,372,306.
	<b>13</b> Investments - program-related. See Part IV, line 11 .....	52,158,590.	<b>13</b>	
	<b>14</b> Intangible assets .....	1,102,424.	<b>14</b>	983,789.
	<b>15</b> Other assets. See Part IV, line 11 .....	97,848,092.	<b>15</b>	2,556,949,237.
<b>16 Total assets.</b> Add lines 1 through 15 (must equal line 33) .....	7,710,290,418.	<b>16</b>	7,886,308,371.	
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses .....	86,852,551.	<b>17</b>	163,358,330.
	<b>18</b> Grants payable .....		<b>18</b>	
	<b>19</b> Deferred revenue .....	56,243,452.	<b>19</b>	70,921,076.
	<b>20</b> Tax-exempt bond liabilities .....	121,384,000.	<b>20</b>	115,337,000.
	<b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D .....		<b>21</b>	
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons .....	10,000,000.	<b>22</b>	10,000,000.
	<b>23</b> Secured mortgages and notes payable to unrelated third parties .....		<b>23</b>	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties .....	267,107,396.	<b>24</b>	188,742,195.
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D .....	452,067,930.	<b>25</b>	345,299,117.
	<b>26 Total liabilities.</b> Add lines 17 through 25 .....	993,655,329.	<b>26</b>	893,657,718.
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow FASB ASC 958, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27, 28, 32, and 33.</b>			
	<b>27</b> Net assets without donor restrictions .....	5,501,115,445.	<b>27</b>	5,654,070,346.
	<b>28</b> Net assets with donor restrictions .....	1,215,519,644.	<b>28</b>	1,338,580,307.
	<b>Organizations that do not follow FASB ASC 958, check here</b> <input type="checkbox"/> <b>and complete lines 29 through 33.</b>			
	<b>29</b> Capital stock or trust principal, or current funds .....		<b>29</b>	
	<b>30</b> Paid-in or capital surplus, or land, building, or equipment fund .....		<b>30</b>	
	<b>31</b> Retained earnings, endowment, accumulated income, or other funds .....		<b>31</b>	
	<b>32</b> Total net assets or fund balances .....	6,716,635,089.	<b>32</b>	6,992,650,653.
<b>33</b> Total liabilities and net assets/fund balances .....	7,710,290,418.	<b>33</b>	7,886,308,371.	

**Part XI Reconciliation of Net Assets**

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

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	1,259,071,180.
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	913,730,071.
<b>3</b>	Revenue less expenses. Subtract line 2 from line 1	<b>3</b>	345,341,109.
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	<b>4</b>	6,716,635,089.
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	<30,712,483.>
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	5,710,040.
<b>9</b>	Other changes in net assets or fund balances (explain on Schedule O)	<b>9</b>	<44,323,102.>
<b>10</b>	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	<b>10</b>	6,992,650,653.

**Part XII Financial Statements and Reporting**

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

- 1** Accounting method used to prepare the Form 990:  Cash  Accrual  Other \_\_\_\_\_  
If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.
- 2a** Were the organization's financial statements compiled or reviewed by an independent accountant? .....  
If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both:  
 Separate basis  Consolidated basis  Both consolidated and separate basis
- b** Were the organization's financial statements audited by an independent accountant? .....  
If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both:  
 Separate basis  Consolidated basis  Both consolidated and separate basis
- c** If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? .....  
If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.
- 3a** As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? .....
- b** If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits .....

	Yes	No
<b>2a</b>		X
<b>2b</b>	X	
<b>2c</b>	X	
<b>3a</b>	X	
<b>3b</b>	X	

Form 990 (2019)

**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](http://www.irs.gov/Form990) for instructions and the latest information.

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

**Part I Reason for Public Charity Status** (All organizations must complete this part.) See instructions.

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

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

f Enter the number of supported organizations .....

g Provide the following information about the supported organization(s).

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

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

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

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....	729,132,653.	774,976,293.	929,394,968.	723,474,604.	945,392,526.	4102371044.
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge .....						
<b>4 Total.</b> Add lines 1 through 3 .....	729,132,653.	774,976,293.	929,394,968.	723,474,604.	945,392,526.	4102371044.
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) .....						117,839,500.
<b>6 Public support.</b> Subtract line 5 from line 4.						3984531544.

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
<b>7</b> Amounts from line 4 .....	729,132,653.	774,976,293.	929,394,968.	723,474,604.	945,392,526.	4102371044.
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....	22,574,850.	22,395,446.	24,440,921.	29,524,074.	25,854,106.	124,789,397.
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on .....	396,799.	0.	237,798.	460,015.	170,960.	1,265,572.
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....	2,555,984.	4,128,592.	6,616,400.	9,297,861.	6,300,166.	28,899,003.
<b>11 Total support.</b> Add lines 7 through 10						4257325016.
<b>12</b> Gross receipts from related activities, etc. (see instructions) .....					12	634,895,384.
<b>13 First five years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here</b> .....						<input type="checkbox"/>

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

<b>14</b> Public support percentage for 2019 (line 6, column (f) divided by line 11, column (f)) .....	<b>14</b>	93.59 %
<b>15</b> Public support percentage from 2018 Schedule A, Part II, line 14 .....	<b>15</b>	92.28 %
<b>16a 33 1/3% support test - 2019.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....	<input checked="" type="checkbox"/>	
<b>b 33 1/3% support test - 2018.</b> 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 <b>stop here.</b> The organization qualifies as a publicly supported organization .....	<input type="checkbox"/>	
<b>17a 10% -facts-and-circumstances test - 2019.</b> 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 <b>stop here.</b> Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization .....	<input type="checkbox"/>	
<b>b 10% -facts-and-circumstances test - 2018.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization .....	<input type="checkbox"/>	
<b>18 Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions .....	<input type="checkbox"/>	



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

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

**Section A. Public Support**

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

**Section B. Total Support**

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

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

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

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

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

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

**19a 33 1/3% support tests - 2019.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

**b 33 1/3% support tests - 2018.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization

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

**Part IV Supporting Organizations**

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

**Section A. All Supporting Organizations**

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

**Part IV Supporting Organizations** (continued)

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

**Section B. Type I Supporting Organizations**

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

**Section C. Type II Supporting Organizations**

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

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

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

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

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

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

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

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (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	<b>Total</b> (add lines 1a, 1b, and 1c)	1d	
e	<b>Discount</b> claimed for blockage or other factors (explain in detail in <b>Part VI</b> ):		
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	<b>Minimum Asset Amount</b> (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	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

Schedule A (Form 990 or 990-EZ) 2019

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

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

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

Schedule A (Form 990 or 990-EZ) 2019

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

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

MEMBERSHIP LIST RENTAL

2015 AMOUNT: \$ 258,182.

2016 AMOUNT: \$ 257,584.

2017 AMOUNT: \$ 245,305.

2018 AMOUNT: \$ 272,777.

2019 AMOUNT: \$ 243,979.

INTRA COMPANY SUPPORT

2016 AMOUNT: \$ 0.

2017 AMOUNT: \$ 0.

2018 AMOUNT: \$ 0.

2019 AMOUNT: \$ 289,820.

CAUSE RELATED MARKETING

2015 AMOUNT: \$ 1,450,934.

2016 AMOUNT: \$ 2,554,219.

2017 AMOUNT: \$ 2,584,489.

2018 AMOUNT: \$ 2,359,861.

2019 AMOUNT: \$ 1,204,412.

ALL OTHER REVENUE

2015 AMOUNT: \$ 846,868.

2016 AMOUNT: \$ 1,316,789.

2017 AMOUNT: \$ 3,786,606.

2018 AMOUNT: \$ 6,665,223.

2019 AMOUNT: \$ 4,561,955.

**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.)

Multiple horizontal lines for supplemental information.

**Schedule B**

(Form 990, 990-EZ, or 990-PF)

Department of the Treasury  
Internal Revenue Service

**Schedule of Contributors**

▶ Attach to Form 990, Form 990-EZ, or Form 990-PF.  
▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2019**

Name of the organization

THE NATURE CONSERVANCY

Employer identification number

53-0242652

Organization type (check one):

Filers of:

Section:

Form 990 or 990-EZ

501(c)( 3 ) (enter number) organization

4947(a)(1) nonexempt charitable trust **not** treated as a private foundation

527 political organization

Form 990-PF

501(c)(3) exempt private foundation

4947(a)(1) nonexempt charitable trust treated as a private foundation

501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule**.

**Note:** Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

**General Rule**

For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, contributions totaling \$5,000 or more (in money or property) from any one contributor. Complete Parts I and II. See instructions for determining a contributor's total contributions.

**Special Rules**

For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of **(1)** \$5,000; or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. Complete Parts I and II.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I, II, and III.

For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Don't complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year ..... ▶ \$ \_\_\_\_\_

**Caution:** An organization that isn't covered by the General Rule and/or the Special Rules doesn't file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2, of its Form 990; or check the box on line H of its Form 990-EZ or on its Form 990-PF, Part I, line 2, to certify that it doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).



Name of organization  <b>THE NATURE CONSERVANCY</b>	<b>Employer identification number</b>  53-0242652
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**Part I Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
1	<hr/> <hr/> <hr/>	\$ 50,000,000.	Person <input checked="" type="checkbox"/> Payroll Noncash (Complete Part II for noncash contributions.)
2	<hr/> <hr/> <hr/>	\$ 24,997,516.	Person <input checked="" type="checkbox"/> Payroll Noncash (Complete Part II for noncash contributions.)
3	<hr/> <hr/> <hr/>	\$ 21,000,000.	Person <input checked="" type="checkbox"/> Payroll Noncash (Complete Part II for noncash contributions.)
<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	\$ _____	Person Payroll Noncash (Complete Part II for noncash contributions.)
<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	\$ _____	Person Payroll Noncash (Complete Part II for noncash contributions.)
<hr/> <hr/> <hr/>	<hr/> <hr/> <hr/>	\$ _____	Person Payroll Noncash (Complete Part II for noncash contributions.)

Name of organization  THE NATURE CONSERVANCY	Employer identification number  53-0242652
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**Part II Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

(a) No. from Part I	(b) Description of noncash property given	(c) FMV (or estimate) (See instructions.)	(d) Date received
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____
		\$ _____	_____

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

**Part III** Exclusively religious, charitable, etc., contributions to organizations described in section 501(c)(7), (8), or (10) that total more than \$1,000 for the year from any one contributor. Complete columns (a) through (e) and the following line entry. For organizations completing Part III, enter the total of exclusively religious, charitable, etc., contributions of \$1,000 or less for the year. (Enter this info. once.) ▶ \$ \_\_\_\_\_  
Use duplicate copies of Part III if additional space is needed.

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	
<b>(e) Transfer of gift</b>			
Transferee's name, address, and ZIP + 4		Relationship of transferor to transferee	

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

**Political Campaign and Lobbying Activities**

OMB No. 1545-0047

**2019**

**Open to Public Inspection**

Department of the Treasury  
Internal Revenue Service

**For Organizations Exempt From Income Tax Under section 501(c) and section 527**  
▶ **Complete if the organization is described below. ▶ Attach to Form 990 or Form 990-EZ.**  
▶ **Go to [www.irs.gov/Form990](http://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 <p style="text-align: center;">THE NATURE CONSERVANCY</p>	Employer identification number <p style="text-align: center;">53-0242652</p>
---	---

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

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
- 2 Political campaign activity expenditures ..... ▶ \$ \_\_\_\_\_
- 3 Volunteer hours for political campaign activities ..... \_\_\_\_\_

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

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

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

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

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

**For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ.** **Schedule C (Form 990 or 990-EZ) 2019**

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

- A** Check  if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).
- B** Check  if the filing organization checked box A and "limited control" provisions apply.

<b>Limits on Lobbying Expenditures</b> (The term "expenditures" means amounts paid or incurred.)		(a) Filing organization's totals	(b) Affiliated group totals												
<b>1a</b>	Total lobbying expenditures to influence public opinion (grassroots lobbying) .....														
<b>b</b>	Total lobbying expenditures to influence a legislative body (direct lobbying) .....														
<b>c</b>	Total lobbying expenditures (add lines 1a and 1b) .....														
<b>d</b>	Other exempt purpose expenditures .....														
<b>e</b>	Total exempt purpose expenditures (add lines 1c and 1d) .....														
<b>f</b>	Lobbying nontaxable amount. Enter the amount from the following table in both columns.														
<table border="1" style="width: 100%;"> <thead> <tr> <th style="text-align: left;">If the amount on line 1e, column (a) or (b) is:</th> <th style="text-align: left;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e.														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.														
Over \$17,000,000	\$1,000,000.														
<b>g</b>	Grassroots nontaxable amount (enter 25% of line 1f) .....														
<b>h</b>	Subtract line 1g from line 1a. If zero or less, enter -0- .....														
<b>i</b>	Subtract line 1f from line 1c. If zero or less, enter -0- .....														
<b>j</b>	If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? .....														

Yes  No

**4-Year Averaging Period Under Section 501(h)**  
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

<b>Lobbying Expenditures During 4-Year Averaging Period</b>					
Calendar year (or fiscal year beginning in)	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) Total
<b>2a</b> Lobbying nontaxable amount					
<b>b</b> Lobbying ceiling amount (150% of line 2a, column(e))					
<b>c</b> Total lobbying expenditures					
<b>d</b> Grassroots nontaxable amount					
<b>e</b> Grassroots ceiling amount (150% of line 2d, column (e))					
<b>f</b> Grassroots lobbying expenditures					

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

For each "Yes" response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.	(a)		(b)
	Yes	No	Amount
<b>1</b> During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
<b>a</b> Volunteers? .....	X		
<b>b</b> Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? ..	X		
<b>c</b> Media advertisements? .....	X		88,888.
<b>d</b> Mailings to members, legislators, or the public? .....	X		35,855.
<b>e</b> Publications, or published or broadcast statements? .....	X		220,351.
<b>f</b> Grants to other organizations for lobbying purposes? .....	X		7,232.
<b>g</b> Direct contact with legislators, their staffs, government officials, or a legislative body? .....	X		4,523,600.
<b>h</b> Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? .....	X		18,400.
<b>i</b> Other activities? .....	X		0.
<b>j</b> Total. Add lines 1c through 1i .....			4,894,326.
<b>2a</b> Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? .....		X	
<b>b</b> If "Yes," enter the amount of any tax incurred under section 4912 .....			
<b>c</b> If "Yes," enter the amount of any tax incurred by organization managers under section 4912 .....			
<b>d</b> If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? .....			

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

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

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

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

**Part IV Supplemental Information**

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

PART II-B, LINE 1, LOBBYING ACTIVITIES:

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

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

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

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

ACTIVITIES CONTINUED TO ADVOCATE FOR STRONG ENVIRONMENTAL POLICIES AND

**Part IV** Supplemental Information (continued)

FUNDING FOR CRITICAL NATURAL HABITAT PROTECTION AND RESTORATION AT THE

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

FEDERAL LEGISLATION THAT HAD SIGNIFICANT CONSERVATION IMPACTS AND WHICH

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

WATER CONSERVATION FUND, THE WATER RESOURCES DEVELOPMENT ACT, THE

ENDANGERED SPECIES ACT, THE NATIONAL ENVIRONMENTAL PROTECTION ACT, THE

RECOVERING AMERICAN'S WILDLIFE ACT, THE CHARITABLE CONSERVATION

EASEMENT PROGRAM INTEGRITY ACT, COVID-RELATED RECOVERY AND STIMULUS

BILLS, AND OTHER FEDERAL LEGISLATION THAT IMPACTS PUBLIC LANDS

MANAGEMENT, HABITAT PROTECTION AND RESTORATION, AND CLIMATE POLICY.

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

AND MARINE RESOURCES. TARGETS INCLUDED THE CLEAN WATERWAYS ACT IN

FLORIDA, MISSISSIPPI AND ATCHAFALAYA RIVER MANAGEMENT IN LOUISIANA, AND

INVASIVE AQUATIC SPECIES MANAGEMENT IN THE GREAT LAKES. OTHER PRIORITY

PLACES IN WHICH TNC ADVOCATED FOR WATER RESOURCE PROTECTION AND

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

MICHIGAN, AND SOUTH CAROLINA.

TNC ALSO ADVOCATED FOR LAND AND HABITAT CONSERVATION EFFORTS AT THE

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

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

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

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

EFFORTS RELATING TO LAND AND HABITAT CONSERVATION TOOK PLACE IN SOUTH

DAKOTA.

STABLE PROGRAMS WITH LONG-TERM FUNDING AND RELATED POLICY MECHANISMS

Schedule C (Form 990 or 990-EZ) 2019

**Part IV** Supplemental Information (continued)

FOR CONSERVATION ARE PROVEN TOOLS TO ADVANCE CONSERVATION. ADVOCACY BY

TNC FOR THESE TYPES OF PROGRAMS INCLUDED THE ILLINOIS STATE WATER

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

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

ADVOCATED FOR SIMILAR CONSERVATION FUNDING IN MINNESOTA AND WYOMING.

ADVOCATING FOR GREEN INFRASTRUCTURE AND SMART ENERGY DEVELOPMENT ARE

OTHER IMPORTANT TOOLS TO ADDRESS CONSERVATION CHALLENGES. TNC SUPPORTED

LEGISLATION TO PROMOTE ENERGY EFFICIENCY AND RENEWABLE ENERGY SUCH AS

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

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

ADVOCATED FOR SMART ENERGY DEVELOPMENT INCLUDED PENNSYLVANIA, MICHIGAN,

OHIO, AND NEBRASKA.

TNC ENGAGES IN CONVERSATIONS AND ADVOCACY AROUND CLIMATE CHANGE AND

ADAPTATION. ADVOCACY ACTIVITIES IN THIS AREA INCLUDED ENGAGEMENT ON THE

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

OTHER CLIMATE-RELATED LEGISLATIVE ACTIVITIES IN NEW HAMPSHIRE, NEW

MEXICO, VERMONT, AND WASHINGTON STATE.

TNC ALSO PURSUED PLACING QUESTIONS ON LOCAL AND STATEWIDE BALLOTS TO

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

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

INTERNATIONALLY, TNC INFLUENCED LEGISLATION WITH SIGNIFICANT

CONSERVATION IMPACT IN COUNTRIES AND REGIONS SUCH AS THE SOLOMON

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



**Part IV** Supplemental Information *(continued)*

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

AS DESCRIBED ABOVE.

Multiple horizontal lines for supplemental information.

**SCHEDULE D**  
**(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Supplemental Financial Statements**

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

▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.**

OMB No. 1545-0047

**2019**

**Open to Public Inspection**

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

**Part I Organizations Maintaining Donor Advised Funds or Other Similar Funds or Accounts.** Complete if the organization answered "Yes" on Form 990, Part IV, line 6.

	(a) Donor advised funds	(b) Funds and other accounts
1 Total number at end of year .....	33	
2 Aggregate value of contributions to (during year) .....	4,175,231.	
3 Aggregate value of grants from (during year) .....	2,167,736.	
4 Aggregate value at end of year .....	32,996,995.	
5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? .....	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit? .....	<input checked="" type="checkbox"/> Yes	<input type="checkbox"/> No

**Part II Conservation Easements.** Complete if the organization answered "Yes" on Form 990, Part IV, line 7.

1 Purpose(s) of conservation easements held by the organization (check all that apply):

Preservation of land for public use (for example, recreation or education)  Preservation of a historically important land area

Protection of natural habitat  Preservation of a certified historic structure

Preservation of open space

2 Complete lines 2a through 2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year.

	Held at the End of the Tax Year
a Total number of conservation easements .....	2762
b Total acreage restricted by conservation easements .....	3,639,384.75
c Number of conservation easements on a certified historic structure included in (a) .....	1
d Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register .....	0

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

4 Number of states where property subject to conservation easement is located ▶ 49

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? .....

Yes  No

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

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

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? .....

Yes  No

9 In Part XIII, describe how the organization reports conservation easements in its revenue and expense statement and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements.

**Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.** Complete if the organization answered "Yes" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 .....

(ii) Assets included in Form 990, Part X .....

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 .....

b Assets included in Form 990, Part X .....

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990. Schedule D (Form 990) 2019

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

- 3** Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a**  Public exhibition
  - b**  Scholarly research
  - c**  Preservation for future generations
  - d**  Loan or exchange program
  - e**  Other \_\_\_\_\_
- 4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5** During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

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

- 1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII and complete the following table:
- |  | Amount    |
|--|-----------|
| <b>c</b> Beginning balance             | <b>1c</b> |
| <b>d</b> Additions during the year     | <b>1d</b> |
| <b>e</b> Distributions during the year | <b>1e</b> |
| <b>f</b> Ending balance                | <b>1f</b> |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

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

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

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a** Board designated or quasi-endowment  70.06 %
  - b** Permanent endowment  19.51 %
  - c** Term endowment  10.43 %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |  | Yes       | No |
|--|-----------|----|
| <b>(i)</b> Unrelated organizations   |           | X  |
| <b>(ii)</b> Related organizations  |           | X  |
| <b>b</b> If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? <input type="checkbox"/> | <b>3b</b> |    |
- 4** Describe in Part XIII the intended uses of the organization's endowment funds.

**Part VI Land, Buildings, and Equipment.**

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

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
<b>1a</b> Land		2,030,414,755.		2,030,414,755.
<b>b</b> Buildings		164,069,308.	66,835,598.	97,233,710.
<b>c</b> Leasehold improvements		31,004,525.	17,455,959.	13,548,566.
<b>d</b> Equipment		52,921,051.	49,382,718.	3,538,333.
<b>e</b> Other		23,133,465.	2,927,405.	20,206,060.
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				2,164,941,424.

**Part VII Investments - Other Securities.**

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

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives .....		
(2) Closely held equity interests .....		
(3) Other .....		
(A) HEDGE FUNDS	533,401,979.	COST
(B) COMMINGLED EQUITY FUNDS	371,352,010.	COST
(C) REAL ESTATE FUNDS	110,779,757.	COST
(D) PRIVATE EQUITY FUNDS	215,102,815.	COST
(E) SPLIT-INTEREST AGREEMENTS	315,735,745.	COST
(F)		
(G)		
(H)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶	1,546,372,306.	

**Part VIII Investments - Program Related.**

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

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

**Part IX Other Assets.**

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

(a) Description	(b) Book value
(1) CONSERVATION EASEMENTS	2,386,747,013.
(2) SECURITIES PLEDGED UNDER SECURITIES LENDING AGREEMENT	37,080,747.
(3) DUE TO/DUE FROM INTERCOMPANY	86,766,258.
(4) RIGHT TO USE ASSETS	46,355,219.
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	2,556,949,237.

**Part X Other Liabilities.**

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

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) PAYABLE UNDER SECURITIES LENDING AGREEMENT	37,080,747.
(3) REFUNDABLE ADVANCES	53,606,818.
(4) SPLIT INTEREST ARRANGEMENTS	202,283,325.
(5) LEASE LIABILITY	52,328,227.
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	345,299,117.

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

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

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

<b>1</b>	Total revenue, gains, and other support per audited financial statements		<b>1</b>	1,230,043,288.
<b>2</b>	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
<b>a</b>	Net unrealized gains (losses) on investments	<b>2a</b> <30,712,483.>		
<b>b</b>	Donated services and use of facilities	<b>2b</b> 27,537,610.		
<b>c</b>	Recoveries of prior year grants	<b>2c</b>		
<b>d</b>	Other (Describe in Part XIII.)	<b>2d</b> <37,084,230.>		
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>		<b>2e</b>	<40,259,103.>
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>		<b>3</b>	1,270,302,391.
<b>4</b>	Amounts included on Form 990, Part VIII, line 12, but not on line 1:			
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b> 17,737,565.		
<b>b</b>	Other (Describe in Part XIII.)	<b>4b</b> <28,968,776.>		
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>		<b>4c</b>	<11,231,211.>
<b>5</b>	Total revenue. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 12.)		<b>5</b>	1,259,071,180.

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

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

<b>1</b>	Total expenses and losses per audited financial statements		<b>1</b>	980,137,667.
<b>2</b>	Amounts included on line 1 but not on Form 990, Part IX, line 25:			
<b>a</b>	Donated services and use of facilities	<b>2a</b> 27,537,610.		
<b>b</b>	Prior year adjustments	<b>2b</b>		
<b>c</b>	Other losses	<b>2c</b>		
<b>d</b>	Other (Describe in Part XIII.)	<b>2d</b> 56,607,551.		
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>		<b>2e</b>	84,145,161.
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>		<b>3</b>	895,992,506.
<b>4</b>	Amounts included on Form 990, Part IX, line 25, but not on line 1:			
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b> 17,737,565.		
<b>b</b>	Other (Describe in Part XIII.)	<b>4b</b>		
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>		<b>4c</b>	17,737,565.
<b>5</b>	Total expenses. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 18.)		<b>5</b>	913,730,071.

**Part XIII Supplemental Information.**

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

PART II, LINE 3:

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

ORGANIZATIONS AS DEFINED IRC SEC. 170(H)(3) AND THE RELATED REGULATIONS

AND ALL AS REQUIRED AND CONSISTENT WITH THE CONSERVATION ACTION PLAN FOR

THE PROPERTIES. EASEMENTS TRANSFERRED OR SOLD WERE: (1) BASKET BUTTE

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

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

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

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

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

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

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

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

THE DESIGNATED DEVELOPMENT AREA AND TREE NURSERY; (2) BAYOU DORCHEAT  
 (EVANS) 11/13/2019 TO CORRECT ERRORS IN THE LEGAL DESCRIPTION OF THE  
 PROTECTED PROPERTY; (3) BENDABOUT FARMS (JOHNSTON 3) 7/26/2019 TO ALLOW  
 FOR ECOLOGICAL STREAM RESTORATION; (4) CHATTAHOOCHEE FALL LINE/FT.  
 BENNING (WILLETT) 11/18/2019 TO PERMIT ROAD WIDENING PROJECT BY  
 GOVERNMENT AGENCY IN LIEU OF CONDEMNATION; (5) GREEN RIVER (VOGT FKA  
 SUBLETT) 8/1/2019 TO CLARIFY THE LANDOWNER'S RIGHT TO LIMITED  
 AGRICULTURAL ACTIVITIES; (6) LARAMIE RANGE FOOTHILLS CREEKS (SHEAHAN 1)  
 6/1/2020 TO ADD 35.8 ACRES TO THE PROTECTED PROPERTY; (7) SHIELD RANCH  
 (AYRES/AYRES/BOWEN 2) 11/26/2019 TO CLEARLY IDENTIFY BOUNDARIES OF NO  
 DEVELOPMENT ZONES WITHIN THE PROTECTED PROPERTY USING HIGH RESOLUTION GIS  
 LOCATION DATA; (8) SOUTHWEST BI MACROSITE (COMINGS) 12/19/2019 TO  
 STRENGTHEN PROTECTIONS BY ADDING PROHIBITIONS ON SUBDIVISION AND  
 TRANSFERS OF EXTINGUISHED DEVELOPMENT RIGHTS; (9) UPPER COMBAHEE RIVER  
 (GREEDY CHILDREN LAND, LLC) 12/6/2019 TO ALLOW RELOCATION OF POWERLINE BY  
 THIRD PARTY UTILITY IN LIEU OF CONDEMNATION; (10) UPPER COMBAHEE RIVER  
 (TERNI/ BREWTON 2) 12/6/2019 TO ALLOW RELOCATION OF POWERLINE BY THIRD  
 PARTY UTILITY IN LIEU OF CONDEMNATION; (11) BIGHORNS LANDSCAPE (WALTER  
 TRUST 1) 8/26/2019 TO ADJUST AND RESOLVE BOUNDARY DISCREPANCIES AND  
 AMBIGUITIES BETWEEN THREE PROTECTED PROPERTIES (SEE #12 AND #13), AND TO  
 ELIMINATE LANDOWNER'S RETAINED RIGHT TO SUBDIVIDE; (12) BIGHORN FOOTHILLS  
 (WALTER TRUST 2) 8/26/2019 TO ADJUST AND RESOLVE BOUNDARY DISCREPANCIES  
 AND AMBIGUITIES BETWEEN THREE PROTECTED PROPERTIES; NO CHANGE TO  
 RESTRICTIONS OR RETAINED RIGHTS (SEE #11 AND #13); (13) BIGHORN FOOTHILLS  
 (WALTER TRUST 3) 8/26/2019 TO ADJUST AND RESOLVE BOUNDARY DISCREPANCIES  
 AND AMBIGUITIES BETWEEN THREE PROTECTED PROPERTIES; NO CHANGE TO  
 RESTRICTIONS OR RETAINED RIGHTS (SEE #11 AND #11); AND (14) YELLOWSTONE  
 RIVER (SINDELAR) 10/16/2019 TO PERMIT MT DOT HIGHWAY CONSTRUCTION PROJECT

**Part XIII** Supplemental Information (continued)

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

PART II, LINE 5:

THE NATURE CONSERVANCY'S WRITTEN POLICY REGARDING THE PERIODIC  
MONITORING, INSPECTION, VIOLATIONS, AND ENFORCEMENT OF THE CONSERVATION  
EASEMENTS IT HOLDS IS GOVERNED BY OUR STANDARD OPERATING PROCEDURE,  
CONSERVATION EASEMENTS AND DEED RESTRICTIONS. EXCERPTS FROM THE PROCEDURE  
FOLLOW. EACH BUSINESS UNIT WILL BE RESPONSIBLE FOR MONITORING COMPLIANCE  
WITH THE TERMS OF ALL CONSERVATION INTERESTS FOR WHICH IT MUST PREPARE OR  
OBTAIN A BASELINE. FOR PURPOSES OF THIS STANDARD OPERATING PROCEDURE,  
"BUSINESS UNIT" MEANS THE CONSERVANCY BUSINESS UNIT IN WHICH THE  
CONSERVATION INTEREST IS LOCATED OR, IF DIFFERENT, THE CONSERVANCY  
BUSINESS UNIT RESPONSIBLE FOR MONITORING AND ENFORCEMENT OF THE  
CONSERVATION INTEREST. A. MONITORING TEAM. EACH BUSINESS UNIT WILL  
ESTABLISH A MONITORING TEAM WHICH WILL CONSIST OF AT LEAST ONE STAFF  
MEMBER AND MAY INCLUDE THIRD PARTY VOLUNTEERS OR CONTRACTORS. ALL MEMBERS  
OF THE MONITORING TEAM MUST BE TRAINED ON CONSERVANCY PROCEDURES AND  
PRACTICES FOR MONITORING CONSERVATION INTERESTS. THE MONITORING TEAM WILL  
BE RESPONSIBLE FOR ENSURING THAT MONITORING IS COMPLETED AND DOCUMENTED  
IN ACCORDANCE WITH THIS SOP. B. MONITORING FREQUENCY. CONSERVATION  
INTERESTS WILL BE MONITORED AT LEAST ONCE EACH CALENDAR YEAR BEGINNING  
WITH THE CALENDAR YEAR AFTER THE CONSERVATION INTEREST WAS ACCEPTED OR  
ACQUIRED. THE FIRST MONITORING WILL OCCUR NO MORE THAN 15 MONTHS AFTER  
THE DATE THE CONSERVATION INTEREST WAS ACCEPTED OR ACQUIRED. C. TIME AND  
EXPENSE REPORTING. TO COMPLY WITH INTERNAL REVENUE SERVICE ("IRS")  
REQUIREMENTS USE ACTIVITY CODE 10000 (CALLED "EASEMENT MONITORING") TO  
REPORT ALL EXPENSES INCURRED IN INSPECTING, MONITORING AND ENFORCING

**Part XIII** Supplemental Information (continued)

CONSERVATION EASEMENTS. BUSINESS UNITS MUST FOLLOW THE FINANCE

DEPARTMENT'S GUIDANCE FOR REPORTING: 1. STAFF HOURS (TO BE REPORTED IN

BI-WEEKLY TIME REPORTS), 2. VOLUNTEER HOURS (TO THE EXTENT REQUIRED BY

FINANCE DEPARTMENT GUIDANCE), 3. CONTRACTOR FEES (INCLUDING OUTSIDE

COUNSEL FEES), AND 4. TRAVEL AND OTHER RELATED EXPENSES. D. MONITORING

REPORTS. MONITORING RESULTS MUST BE DOCUMENTED CONTEMPORANEOUSLY (WITHIN

TWO MONTHS AFTER MONITORING OCCURS) IN A REPORT THAT DESCRIBES THE

CONDITION OF THE PROPERTY AND THE PROTECTED CONSERVATION VALUES AS

DEFINED IN THE CONSERVATION INTEREST. THE MONITORING REPORT MUST INCLUDE

THE INFORMATION DESCRIBED IN CHECKLIST OF REQUIRED FIELDS FOR COMPLIANCE

MONITORING TEMPLATE. BUSINESS UNITS MAY MODIFY THE TEMPLATES OR CREATE

THEIR OWN MONITORING REPORT FORM PROVIDED THAT IT CONTAINS THE REQUIRED

CONTENT. BUSINESS UNITS: 1. ARE ENCOURAGED TO USE THE SAME FORM

CONSISTENTLY FOR ALL CONSERVATION INTERESTS THAT THE BU MONITORS AND IN

ALL CASES, ALL REQUIRED FIELDS MUST BE COMPLETED; 2. ARE ENCOURAGED TO

PROVIDE THE LANDOWNER WITH A COPY OF THE MONITORING REPORT AND REQUEST

THAT IT BE SIGNED AND, IF FEASIBLE, NOTARIZED TO INDICATE LANDOWNER'S

AGREEMENT WITH ITS CONTENTS; AND 3. MUST MAINTAIN MONITORING REPORTS IN

ACCORDANCE WITH THE CONSERVANCY'S RECORDS RETENTION SCHEDULE. 3 E.

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

UNIT DIRECTOR OR THE DIRECTOR'S DESIGNEE, SHALL DETERMINE THE COMPLIANCE

STATUS OF THE CONSERVATION INTEREST AS ONE OF THE FOLLOWING: 1. IN

COMPLIANCE 2. IN REVIEW 3. IN VIOLATION. IF VOLUNTARY RESOLUTION OF A

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

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

BUSINESS UNIT WILL PROCEED WITH FORMAL ENFORCEMENT. FORMAL ENFORCEMENT

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

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



**Part XIII** Supplemental Information (continued)

REGIONAL DIRECTOR OR IN THE U.S., BY THE DIVISION DIRECTOR. IF THE ENFORCEMENT PLAN INCLUDES LITIGATION, APPROVAL OF THE RESPONSIBLE ASSOCIATE GENERAL COUNSEL AND GENERAL COUNSEL SHALL BE OBTAINED PRIOR TO INITIATION OF LITIGATION.

PART II, LINE 9:

THE CONSERVANCY RECORDS LAND AND LAND INTERESTS AT COST IF PURCHASED OR AT FAIR VALUE AT THE DATE OF ACQUISITION, IF ALL OR PART OF THE LAND WAS RECEIVED AS A DONATION. FAIR VALUE IS GENERALLY DETERMINED BY APPRAISAL AT THE TIME OF ACQUISITION AND IS NOT SUBSEQUENTLY ADJUSTED. UPON SALE OR GIFT, THE BOOK VALUE OF THE LAND OR LAND INTEREST IS REPORTED AS A PROGRAM EXPENSE AND THE RELATED PROCEEDS, IF ANY, ARE REPORTED AS REVENUE IN THE CONSOLIDATED STATEMENT OF ACTIVITIES. CONSERVATION LAND IS REAL PROPERTY WITH SIGNIFICANT ECOLOGICAL VALUE. THESE PROPERTIES ARE EITHER MANAGED IN AN EFFORT TO PROTECT THE NATURAL BIOLOGICAL DIVERSITY OF THE PROPERTY, OR TRANSFERRED TO OTHER ORGANIZATIONS WHO WILL MANAGE THE LANDS IN A SIMILAR FASHION. CONSERVATION EASEMENTS ARE COMPRISED OF LISTED RIGHTS AND/OR RESTRICTIONS OVER THE OWNED PROPERTY THAT ARE CONVEYED BY A PROPERTY OWNER TO THE CONSERVANCY, ALMOST ALWAYS IN PERPETUITY, IN ORDER TO PROTECT THE OWNED PROPERTY AS A SIGNIFICANT NATURAL AREA, AS DEFINED IN FEDERAL TAX REGULATIONS. THESE INTANGIBLE ASSETS MAY BE SOLD OR TRANSFERRED TO OTHERS SO LONG AS THE ASSIGNEE AGREES TO CARRY OUT, IN PERPETUITY, THE CONSERVATION PURPOSES INTENDED BY THE ORIGINAL GRANTOR. CONSERVATION EASEMENTS, BY THEIR VERY NATURE, DO NOT GENERATE MATERIAL AMOUNTS OF CASH INFLOW ANNUALLY.

PART V, LINE 4:

THE ENDOWMENT INCLUDES APPROXIMATELY 984 INDIVIDUAL ENDOWMENT FUNDS. THE

**Part XIII** Supplemental Information (continued)

ENDOWMENT PROVIDES STABLE FINANCIAL SUPPORT TO A WIDE VARIETY OF PROGRAMS

AND ACTIVITIES IN PERPETUITY, PLAYING A CRITICAL ROLE IN ENABLING THE

CONSERVANCY TO ACHIEVE ITS MISSION. PROGRAMS SUPPORTED BY THE ENDOWMENT

INCLUDE RESTORING, MONITORING AND MANAGING NATURAL AREAS OWNED BY THE

CONSERVANCY AND OTHERS, AS WELL AS, MAY OTHER ACTIVITIES AND ACTIONS VITAL

TO THE PRESERVATION OF NATURAL DIVERSITY. THE ENDOWMENT INCLUDES BOTH

DONOR-RESTRICTED ENDOWMENT FUNDS AND FUNDS DESIGNATED BY THE BOARD OF

DIRECTORS (BOARD) TO FUNCTION AS ENDOWMENTS. NET ASSETS ASSOCIATED WITH

ENDOWMENT FUNDS, INCLUDING BOARD-DESIGNATED ENDOWMENT FUNDS, ARE

CLASSIFIED AND REPORTED BASED ON THE EXISTENCE OR ABSENCE OF DONOR-IMPOSED

RESTRICTIONS.

PART X, LINE 2:

THE CONSERVANCY HAS BEEN GRANTED AN EXEMPTION FROM FEDERAL INCOME TAXES

UNDER SECTION 501(C)(3) OF THE INTERNAL REVENUE CODE. THE INTERNAL REVENUE

SERVICE HAS CLASSIFIED THE CONSERVANCY AS OTHER THAN A PRIVATE FOUNDATION.

THE CONSERVANCY PAYS A NOMINAL AMOUNT OF TAX RELATING TO SEVERAL UNRELATED

BUSINESS INCOME ACTIVITIES, PRIMARILY REVENUE FROM DEBT-FINANCED PROPERTY.

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

PART XI, LINE 2D - OTHER ADJUSTMENTS:

SPLIT INTEREST AGREEMENT VALUATION ADJUSTMENT -20,528,054.

VALUATION GAIN/LOSS ON NON-TL ASSETS AND LIABILITIES -13,661,533.

VALUATION GAIN/LOSS ON TRADE LAND -2,894,643.

TOTAL TO SCHEDULE D, PART XI, LINE 2D -37,084,230.

PART XI, LINE 4B - OTHER ADJUSTMENTS:

RELATED ENTITY SUPPORT AND TRANSFERS -28,134,747.

**Part XIII** Supplemental Information (continued)

RENTAL EXPENSES (RECLASSIFIED TO REVENUE)	-271,569.
GAIN/LOSS ON SALE OF ASSETS (RECLASSIFIED TO REVENUE)	-494,424.
MERCHANDISE COGS (RECLASSIFIED TO REVENUE)	-68,036.
TOTAL TO SCHEDULE D, PART XI, LINE 4B	-28,968,776.

PART XII, LINE 2D - OTHER ADJUSTMENTS:

RELATED ENTITY SUPPORT AND TRANSFERS	67,858,573.
ADJUSTMENT TO BEGINNING NET ASSETS - EXPENSES	-14,321,467.
PLEDGE WRITE-OFFS	2,236,415.
MERCHANDISE COGS	68,036.
RENTAL EXPENSES	271,569.
GAIN/LOSS ON SALE OF ASSETS	494,425.
TOTAL TO SCHEDULE D, PART XII, LINE 2D	56,607,551.

**SCHEDULE F  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Statement of Activities Outside the United States**

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

▶ Attach to Form 990.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2019**

Open to Public  
Inspection

Name of the organization <b>THE NATURE CONSERVANCY</b>	Employer identification number <b>53-0242652</b>
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**Part I General Information on Activities Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 14b.

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

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

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

(a) Region	(b) Number of offices in the region	(c) Number of employees, agents, and independent contractors in the region	(d) Activities conducted in the region (by type) (such as, fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in the region	(f) Total expenditures for and investments in the region
CENTRAL AMERICA AND THE CARRIBEAN	6	155	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	8,267,998.
EAST ASIA AND THE PACIFIC	27	552	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	13,236,511.
EUROPE (INCLUDING ICELAND AND GREENLAND)	3	82	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	1,838,473.
NORTH AMERICA	3	195	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	11,943,798.
SOUTH AMERICA	3	475	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	5,987,506.
SOUTH ASIA	1	47	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	1,351,050.
SUB-SAHARAN AFRICA	11	208	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	13,655,102.
CENTRAL AMERICA AND THE CARRIBEAN	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	2,033,670.
<b>3 a Subtotal</b> .....	54	1714			58,314,108.
<b>b Total from continuation sheets to Part I</b> .....	0	0			796,784,720.
<b>c Totals</b> (add lines 3a and 3b) .....	54	1714			855,098,828.

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

Schedule F (Form 990) 2019

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

(a) Region	(b) Number of offices in the region	(c) Number of employees or agents in region	(d) Activities conducted in region (by type) (i.e., fundraising, program services, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for region
EAST ASIA AND THE PACIFIC	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	2,700,752.
EUROPE (INCLUDING ICELAND AND GREENLAND)	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	82,993.
NORTH AMERICA	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	4,660,949.
SOUTH AMERICA	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	3,268,933.
SOUTH ASIA	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	827,001.
SUB-SAHARAN AFRICA	0	0	GRANTMAKING	CONSERVATION OF THE LANDS ACTIVITIES	8,183,549.
CENTRAL AMERICA AND THE CARRIBEAN	0	0	INVESTMENTS		766,991,459.
EUROPE (INCLUDING ICELAND AND GREENLAND)	0	0	INVESTMENTS		10,069,084.
<b>Totals</b> .....					796,784,720.

**Part II** **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 15, for any recipient who received more than \$5,000. Part II can be duplicated if additional space is needed.

1 (a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of noncash assistance	(h) Description of noncash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		CENTRAL AMERICA AND THE CARIBBEAN	CONSERVATION ACTIVITIES	2,033,670.	ETF, WIRE, CHECK	0.		
		EAST ASIA AND THE PACIFIC	CONSERVATION ACTIVITIES	2,700,752.	ETF, WIRE, CHECK	0.		
		EUROPE (INCLUDING ICELAND & GREENLAND)	CONSERVATION ACTIVITIES	82,993.	ETF, WIRE, CHECK	0.		
		NORTH AMERICA	CONSERVATION ACTIVITIES	4,660,949.	ETF, WIRE, CHECK	0.		
		SOUTH AMERICA	CONSERVATION ACTIVITIES	3,268,933.	ETF, WIRE, CHECK	0.		
		SOUTH ASIA	CONSERVATION ACTIVITIES	827,001.	ETF, WIRE, CHECK	0.		
		SUB-SAHARAN AFRICA	CONSERVATION ACTIVITIES	8,183,549.	ETF, WIRE, CHECK	0.		

2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter ..... **185**

3 Enter total number of other organizations or entities ..... **1**

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

Part III can be duplicated if additional space is needed.

<b>(a)</b> Type of grant or assistance	<b>(b)</b> Region	<b>(c)</b> Number of recipients	<b>(d)</b> Amount of cash grant	<b>(e)</b> Manner of cash disbursement	<b>(f)</b> Amount of noncash assistance	<b>(g)</b> Description of noncash assistance	<b>(h)</b> Method of valuation (book, FMV, appraisal, other)

**Part IV Foreign Forms**

- 1 Was the organization a U.S. transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926)* .....  Yes  No
  
- 2 Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to separately file Form 3520, Annual Return To Report Transactions With Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A; don't file with Form 990)* .....  Yes  No
  
- 3 Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons With Respect to Certain Foreign Corporations (see Instructions for Form 5471)* .....  Yes  No
  
- 4 Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Information Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund (see Instructions for Form 8621)* .....  Yes  No
  
- 5 Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons With Respect to Certain Foreign Partnerships (see Instructions for Form 8865)* .....  Yes  No
  
- 6 Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to separately file Form 5713, International Boycott Report (see Instructions for Form 5713; don't file with Form 990)* .....  Yes  No

Schedule F (Form 990) 2019



**Part V Supplemental Information**

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

PART I, LINE 2:

TNC HAS AN INTERNAL GRANTS MANUAL WHICH OUTLINES ITS GRANT MANAGEMENT

PRACTICES, STAFF RESPONSIBILITIES, AND STANDARD OPERATING PROCEDURES

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

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

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

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

EVALUATE FINANCIAL, ORGANIZATIONAL, AND PROGRAMMATIC CAPACITY TO MANAGE

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

AND THE RISK RANKING AND AMOUNT OF FUNDING PROVIDED TOGETHER DETERMINE

THE MONITORING ACTIVITIES FOR THE GRANT. MONITORING ACTIVITIES INCLUDE:

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

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

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

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

DEPARTMENT/SUBRECIPIENT MONITORING UNIT ALL HAVE CLEARLY DEFINED

MONITORING RESPONSIBILITIES. SUBRECIPIENTS PROVIDE, AT A MINIMUM, ONE

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

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

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

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

PROJECT COSTS ARE APPROPRIATE AND DOCUMENTED.

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

**Supplemental Information Regarding Fundraising or Gaming Activities**

OMB No. 1545-0047

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.

**2019**

Open to Public Inspection

Department of the Treasury  
Internal Revenue Service

▶ Attach to Form 990 or Form 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

Name of the organization <b>THE NATURE CONSERVANCY</b>	Employer identification number 53-0242652
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**Part I Fundraising Activities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

- 1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.
- a  Mail solicitations
  - b  Internet and email solicitations
  - c  Phone solicitations
  - d  In-person solicitations
  - e  Solicitation of non-government grants
  - f  Solicitation of government grants
  - g  Special fundraising events
- 2 a Did the organization have a written or oral agreement with any individual (including officers, directors, trustees, or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services?  Yes  No
- b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
THE COMPASS GROUP - 2251 EISENHOWER AVE. SUITE 1916, NEW CANVASSING EXPERIENCE - 1812 MAIN ST., BASTROP, TX	CAMPAIGN CONSULTING, PLANNING, TRAINING AND SERVICES FOR TNC TO		X	14,862,792.	594,415.	14,268,377.
PERSONAL FUNDRAISING SERVICES, LLC - 10 S.	FACE-TO-FACE AND TELEMARKETING FUNDRAISING	X		2,577,151.	1,645,588.	931,563.
DONOR SERVICES GROUP - 1200 WILSHIRE BLVD. SUITE 650, LOS ANGELES, CA	TELEMARKETING FUNDRAISING SERVICES TO REINSTATE	X		2,291,297.	2,776,627.	<485,330.>
ASCENTA GROUP (FORMERLY APPCO) - 315 W 36TH ST. LEVEL 2, HOUSTON, TX	TELEMARKETING FUNDRAISING	X		1,585,431.	482,609.	1,102,822.
UP FUNDRAISING - 550 QUEEN ST. E, TORONTO, CANADA M5A 1G3	FACE-TO-FACE AND TELEMARKETING FUNDRAISING		X	975,712.	1,323,608.	<347,896.>
3SIXTY FUNDRAISING, LLC C/O WEWORK - 33 IRVING PL., NEW YORK, NY	FACE-TO-FACE AND TELEMARKETING FUNDRAISING	X		796,928.	822,660.	<25,732.>
TALLWAVE LLC - 4110 N. SCOTTSDALE RD. SUITE 300, SCOTTSDALE, AZ	PROFESSIONAL FUNDRAISING COUNSEL AND PAID MEDIA		X	653,765.	1,023,461.	<369,696.>
M&R STRATEGIC SERVICES, INC. - 1101 CONNECTICUT AVE., NW WASHINGTON, DC	PROFESSIONAL FUNDRAISING COUNSEL SERVICES		X	0.	3,991,644.	<3,991,644.>
KEVIN FOX AND ASSOCIATES LLC D/B/A FOX ADVANCEMENT - 807 W. 14TH ST., DENVER, CO	CAMPAIGN CONSULTING AND PLANNING SERVICES FOR		X	0.	257,966.	<257,966.>
				0.	148,800.	<148,800.>
<b>Total</b>				23,743,076.	13,067,378.	10,675,698.

3 List all states in which the organization is registered or licensed to solicit contributions or has been notified it is exempt from registration or licensing.  
AL, AK, AZ, AR, CA, CO, CT, DE, DC, FL, GA, HI, ID, IL, IN, IA, KS, KY, LA, ME, MD, MA, MI, MN, MS, MO, MT, NE, NV, NH, NJ, NM, NY, NC, ND, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VT, VA, WA, WV, WI, WY

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

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

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

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

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

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

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

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

- 11 Does the organization conduct gaming activities with nonmembers?  Yes  No
- 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming?  Yes  No
- 13 Indicate the percentage of gaming activity conducted in:
 

a The organization's facility	13a	%
b An outside facility	13b	%
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶ \_\_\_\_\_

Address ▶ \_\_\_\_\_

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

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

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

Name ▶ \_\_\_\_\_

Address ▶ \_\_\_\_\_

- 16 Gaming manager information:

Name ▶ \_\_\_\_\_

Gaming manager compensation ▶ \$ \_\_\_\_\_

Description of services provided ▶ \_\_\_\_\_

Director/officer       Employee       Independent contractor

- 17 Mandatory distributions:

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license?  Yes  No

b Enter the amount of distributions required under state law to be distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year ▶ \$ \_\_\_\_\_

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

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

(I) NAME OF FUNDRAISER: THE COMPASS GROUP

(I) ADDRESS OF FUNDRAISER:

2251 EISENHOWER AVE. SUITE 1916, ALEXANDRIA, VA 22314

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

(I) NAME OF FUNDRAISER: NEW CANVASSING EXPERIENCE

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

**Part IV** Supplemental Information (continued)

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

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

(I) ADDRESS OF FUNDRAISER:

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

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

(I) NAME OF FUNDRAISER: DONOR SERVICES GROUP

(I) ADDRESS OF FUNDRAISER:

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

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

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

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

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

(I) NAME OF FUNDRAISER: UP FUNDRAISING

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

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

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

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

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

(I) NAME OF FUNDRAISER: TALLWAVE LLC

(I) ADDRESS OF FUNDRAISER:

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

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

**Part IV** Supplemental Information (continued)

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

(I) ADDRESS OF FUNDRAISER:

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

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

(I) ADDRESS OF FUNDRAISER:

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

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

**SCHEDULE I  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Grants and Other Assistance to Organizations,  
Governments, and Individuals in the United States**  
Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.**

OMB No. 1545-0047

**2019**

**Open to Public  
Inspection**

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

**Part I General Information on Grants and Assistance**

- 1** Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?  **Yes**  **No**
- 2** Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

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

<b>1 (a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC section (if applicable)	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of noncash assistance	<b>(h)</b> Purpose of grant or assistance
1 PERCENT FOR NATURE INC PO BOX 282 STROUDSBURG, PA 18360	36-4912784	501(C)(3)	30,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMERICAN BIRD CONSERVANCY P O BOX 249 THE PLAINS, VA 20198-9803	52-1501259	501(C)(3)	17,600.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMERICAN CONSERVATION COALITION INC - PO BOX 371 - APPELTON, WI 54912	82-2038028	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMERICAN FOREST FOUNDATION 2000 M STREET NORTHWEST WASHINGTON, DC 20036	52-1235124	501(C)(3)	62,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMERICAN RIVER CONSERVANCY PO BOX 562 COLOMA, CA 95613	68-0195752	501(C)(3)	95,188.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AMIGOS BRAVOS PO BOX 238 TAOS, NM 87571	85-0363268	501(C)(3)	79,091.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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

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

Schedule I (Form 990) (2019)

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

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
ANDROSCOGGIN LAND TRUST PO BOX 3145 AUBURN, ME 04212-3145	01-0452701	501(C)(3)	357,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ANTRIM SOIL CONSERVATION DISTRICT 4820 STOVER ROAD BELLAIRE, MI 49615	95-1643378	501(C)(3)	33,799.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ARIZONA STATE UNIVERSITY FOUNDATION - PO BOX 2260 - TEMPE, AZ 85280-2260	86-6051042	501(C)(3)	46,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
ATLANTIC SALMON FEDERATION 14 MAINE STREET BRUNSWICK, ME 04011	13-2618801	501(C)(3)	65,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AUBURN UNIVERSITY PO BOX 906 SCOTTSBORO, AL 35768	63-6000724	501(C)(3)	5,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AUDUBON SOCIETY OF PORTLAND 5151 NORTHWEST CORNELL ROAD PORTLAND, OR 97210	93-6026088	501(C)(3)	128,159.	0.	N/A	N/A	CONSERVATION ACTIVITIES
AUSTIN COMMUNITY DESIGN & DEVELOPMENT CENTER - 1023 SPRINGDALE ROAD - AUSTIN, TX 78721	13-4347508	501(C)(3)	153,409.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BALL STATE UNIVERSITY 2000 WEST UNIVERSITY AVENUE MUNCIE, IN 47306	95-1644628	INDIANA	9,960.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BEAR RIVER LAND CONSERVANCY 195 NORTH 200 WEST LOGAN, UT 84323-4565	27-4698179	501(C)(3)	200,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

Schedule I (Form 990)



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

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
BELGRADE REGIONAL CONSERVATION ALLIANCE - 137 MAIN STREET - BELGRADE LAKES, ME 04918	04-3047156	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BELGRADE REGIONAL CONSERVATION ALLIANCE - P O BOX 239 - HARPSWELL, ME 04079	04-3047156	501(C)(3)	45,052.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BENTON COUNTY AUDITOR 111 EAST 4TH STREET VINTON, IA 52349	93-1163452	IOWA	44,156.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BENTON COUNTY CONSERVATION 5718 20TH AVENUE DRIVE VINTON, IA 52349	93-1163452	501(C)(3)	9,518.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BERKS NATURE 575 ST BERNARDINE STREET READING, PA 19607	23-1966295	501(C)(3)	14,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BIG HOLE WATERSHED COMMITTEE PO BOX 21 DIVIDE, MT 59727	11-3737644	501(C)(3)	29,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BIG SKY FILM INSTITUTE INC 216 WEST MAIN STREET MISSOULA, MT 59802	20-1937230	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BLACKFEET COMMUNITY COLLEGE PO BOX 819 BROWNING, MT 59417	81-0378943	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
BLACKFEET NATION PO BOX 850 BROWNING, MT 59417	52-2081073	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

Schedule I (Form 990)

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

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

Schedule I (Form 990)

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

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
CALIFORNIA MARINE SANCTUARY FOUNDATION - 99 PACIFIC STREET - MONTEREY, CA 93940	94-3225675	501(C)(3)	47,940.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CALIFORNIA NATIVE PLANT SOCIETY 2707 K STREET, SUITE 1 SACRAMENTO, CA 95816-5113	94-6116403	501(C)(3)	15,624.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CALIFORNIA TROUT INC 701 SOUTH MOUNT SHASTA BOULEVARD MOUNT SHASTA, CA 96067	23-7097680	501(C)(3)	19,977.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CAPE COD COMMERCIAL FISHERMENS ALLIANCE - 1566 MAIN STREET - CHATHAM, MA 02633	04-3138784	501(C)(3)	47,637.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CARNEGIE INSTITUTE 4400 FORBES AVENUE PITTSBURGH, PA 15213	25-0965280	501(C)(3)	8,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CARROLL COUNTY SOIL AND WATER DISTRICT - 1523 NORTH US HIGHWAY 421 - DELPHI, IN 46923	31-1766444	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CATALYST MIAMI INC 3000 BISCAYNE BOULEVARD MIAMI, FL 33137	65-0690368	501(C)(3)	122,016.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CATAMOUNT INSTITUTE 740 W. CARAMILLO STREET COLORADO SPRINGS, CO 80907	86-1151502	501(C)(3)	7,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
CATSKILL MOUNTAINKEEPER INC PO BOX 1000 LIVINGSTON MANOR, NY 12758	51-0583769	501(C)(3)	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

Schedule I (Form 990)

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

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

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

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

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

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

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

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

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

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

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

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

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

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
INDIANA DEPARTMENT OF NATURAL RESOURCES - 402 WEST WASHINGTON STREET - INDIANAPOLIS, IN 46204	30-0747064	INDIANA	112,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA SOYBEAN ALLIANCE 8425 KEYSTONE CROSSING INDIANAPOLIS, IN 46240	35-2026389	501(C)(3)	37,225.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA STATE DEPARTMENT OF AGRICULTURE - ONE NORTH CAPITAL AVENUE - INDIANAPOLIS, IN 46204	47-2382072	INDIANA	143,333.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA UNIVERSITY PURDUE UNIVERSITY 420 UNIVERSITY BO INDIANAPOLIS, IN 46202	37-1374572	INDIANA	22,100.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INDIANA UNIVERSITY FOUNDATION INC PO BOX 500 BLOOMINGTON, IN 47402	35-6018940	501(C)(3)	5,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INTERNATIONAL FOOD POLICY RESEARCH INSTITUTE - 1201 EYE STREET NORTHWEST - WASHINGTON, DC 20006	52-1041632	501(C)(3)	23,400.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INTERNATIONAL WILDLIFE REFUGE ALLIANCE - 5437 WEST JEFFERSON AVENUE - TRENTON, MI 48183	20-3318708	501(C)(3)	69,790.	0.	N/A	N/A	CONSERVATION ACTIVITIES
INVEST IN PHX 530 EAST MCDOWELL ROAD PHOENIX, AZ 85004	83-4717031	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
IOWA 4-H FOUNDATION 1259 STANGE ROAD AMES, IA 50011	25-0965280	501(C)(3)	6,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

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

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

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

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

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

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

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

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

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

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

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

Schedule I (Form 990)

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

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

Schedule I (Form 990)

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

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

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

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

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

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

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

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

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

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

Schedule I (Form 990)

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

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

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

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

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

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

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

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

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

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

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

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

Schedule I (Form 990)



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

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
WILDLANDS CONSERVANCY INC 3701 ORCHID PLACE EMMAUS, PA 18049	23-7401326	501(C)(3)	13,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILDLANDS RESTORATION VOLUNTEERS 3012 STERLING CIRCLE BOULDER, CO 80301	46-0505155	501(C)(3)	35,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILDLIFE CONSERVATION SOCIETY 2300 SOUTHERN BOULEVARD BRONX, NY 10460-1068	13-1740011	501(C)(3)	10,281.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WILLAMETTE PARTNERSHIP 4640 SOUTHWEST MACADAM AVENUE PORTLAND, OR 97239	33-1103430	501(C)(3)	60,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WISCONSIN POTATO AND VEGETABLE GROWERS ASSN INC - PO BOX 327 - ANTIGO, WI 54409	39-0777398	501(C)(3)	15,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WORLD RELIEF CORPORATION 841 CENTRAL AVENUE NORTH KENT, WA 98032	23-6393344	501(C)(3)	8,093.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WORLD RESOURCES INSTITUTE 1735 NEW YORK AVENUE NW WASHINGTON, DC 20006	63-0779657	501(C)(3)	101,809.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WORLD WILDLIFE FUND US INC 1250 TWENTYFOURTH STREET NORTHWEST WASHINGTON, DC 20037	52-1693387	501(C)(3)	42,674.	0.	N/A	N/A	CONSERVATION ACTIVITIES
WWRC ACTION FUND 1402 THIRD AVE #507 SEATTLE, WA 98101	91-1445276	501(C)(3)	25,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES

Schedule I (Form 990)

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

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
XERCES SOCIETY INC 628 NORTHEAST BROADWAY PORTLAND, OR 97232	51-0175253	501(C)(3)	19,275.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YAHARA PRIDE FARMS INC 229 DOUGLAS DRIVE BROOKLYN, WI 53521	61-1770827	501(C)(3)	10,000.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YALE UNIVERSITY PO BOX 1873 NEW HAVEN, CT 06508-1873	06-0646973	501(C)(3)	110,242.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YAVAPAI-APACHE NATION 2400 WEST DATSI STREET CAMP VERDE, AZ 86322	86-0210241	501(C)(3)	52,570.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YORK LAND TRUST 1 LONG NECK MARSH ROAD YORK, ME 03909	22-2793161	501(C)(3)	17,500.	0.	N/A	N/A	CONSERVATION ACTIVITIES
YOUTH EMPLOYMENT PROGRAM INC 601 LENA SALMON, ID 83467	82-0483392	501(C)(3)	27,547.	0.	N/A	N/A	CONSERVATION ACTIVITIES

**Part III Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on Form 990, Part IV, line 22.  
Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
DIRECT CASH ASSISTANCE TO SPONSOR CONSERVATION STUDY	1	5,750.	0.	N/A	CONSERVATION ACTIVITIES

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

PART I, LINE 2:

TNC HAS AN INTERNAL GRANTS MANUAL WHICH OUTLINES ITS GRANT MANAGEMENT PRACTICES, STAFF RESPONSIBILITIES, AND STANDARD OPERATING PROCEDURES ("SOP"). THE GUIDANCE IN THE "SUBAWARDS AND GRANTS WITH PUBLIC AND PRIVATE FUNDS" CHAPTER OF THE MANUAL OUTLINES TNC'S MONITORING FRAMEWORK FOR USE OF ALL GRANT FUNDS, INCLUDING GRANTS IN THE UNITED STATES. AS A FIRST STEP, TNC CONDUCTS DUE DILIGENCE ON POTENTIAL GRANTEES TO EVALUATE FINANCIAL, ORGANIZATIONAL, AND PROGRAMMATIC CAPACITY TO MANAGE FUNDS. GRANTEES ARE ASSIGNED A RISK RANKING BASED ON THIS EVALUATION, AND THE RISK RANKING AND



**SCHEDULE J  
(Form 990)**

**Compensation Information**

OMB No. 1545-0047

**2019**

Open to Public Inspection

Department of the Treasury  
Internal Revenue Service

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees  
 ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23.  
 ▶ Attach to Form 990.  
 ▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

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

**Part I Questions Regarding Compensation**

**1a** Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

- |   |   |
|---|---|
| <input type="checkbox"/> First-class or charter travel                        | <input checked="" type="checkbox"/> Housing allowance or residence for personal use |
| <input type="checkbox"/> Travel for companions                                | <input type="checkbox"/> Payments for business use of personal residence            |
| <input checked="" type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees              |
| <input type="checkbox"/> Discretionary spending account                       | <input type="checkbox"/> Personal services (such as maid, chauffeur, chef)          |

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

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

**3** Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

<input checked="" type="checkbox"/> Compensation committee	<input type="checkbox"/> Written employment contract
<input checked="" type="checkbox"/> Independent compensation consultant	<input checked="" type="checkbox"/> Compensation survey or study
<input checked="" type="checkbox"/> Form 990 of other organizations	<input checked="" type="checkbox"/> Approval by the board or compensation committee

**4** During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

**a** Receive a severance payment or change-of-control payment? ..... **4a** X

**b** Participate in, or receive payment from, a supplemental nonqualified retirement plan? ..... **4b** X

**c** Participate in, or receive payment from, an equity-based compensation arrangement? ..... **4c** X

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

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

**5** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:

**a** The organization? ..... **5a** X

**b** Any related organization? ..... **5b** X

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

**6** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

**a** The organization? ..... **6a** X

**b** Any related organization? ..... **6b** X

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

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

**8** Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III ..... **8** X

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

	Yes	No
<b>1b</b>	X	
<b>2</b>	X	
<b>4a</b>	X	
<b>4b</b>		X
<b>4c</b>		X
<b>5a</b>		X
<b>5b</b>		X
<b>6a</b>		X
<b>6b</b>		X
<b>7</b>		X
<b>8</b>		X
<b>9</b>		

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

Schedule J (Form 990) 2019

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

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

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

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) SALLY JEWELL DIRECTOR/INTERIM CEO	(i)	202,175.	0.	1,658.	0.	4,251.	208,084.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) MARK TERCEK DIRECTOR, PRES & CEO (THRU 7/19)	(i)	488,623.	0.	7,994.	20,100.	14,756.	531,473.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) LEONARD WILLIAMS CHIEF FINANCE OFFICER	(i)	364,506.	0.	11,512.	19,856.	5,961.	401,835.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) GIULIO BOCCALETTI CSO & GLOBAL AMBASSADOR OF WATER	(i)	408,523.	0.	14,889.	0.	2,345.	425,757.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) BRIAN MCPEEK CHIEF CONSERVATION OFF(THRU 7/19)	(i)	400,520.	0.	768,280.	22,400.	15,565.	1,206,765.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(6) CHARLES BEDFORD REGIONAL DIRECTOR	(i)	342,253.	0.	470,996.	22,400.	23,226.	858,875.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(7) JAMES WILLIS ASP CHIEF DEVELOPMENT OFFICER	(i)	592,516.	0.	13,856.	22,400.	9,831.	638,603.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(8) WISLA HENEGHAN CHIEF OPERATING OFFICER AND GENERAL	(i)	491,546.	0.	1,518.	22,400.	15,143.	530,607.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(9) SANTIAGO GOWLAND EXECUTIVE VICE PRESIDENT	(i)	430,932.	86.	3,808.	19,000.	101.	453,927.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(10) DAVID BANKS INTERIM CHIEF CONSERVATION OFFICER	(i)	393,774.	25,000.	11,018.	22,400.	16,844.	469,036.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(11) RICHARD LOOMIS CHIEF MARKETING OFFICER	(i)	360,058.	63,496.	2,838.	14,166.	5,961.	446,519.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(12) MARIA DAMANAKI GLOBAL MANAGING DIR, FOR OCEANS	(i)	405,257.	0.	14,769.	0.	4,209.	424,235.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(13) MARC TOUITOU CHIEF INFORMATION OFFICER(THRU 11/19)	(i)	317,756.	0.	93,007.	22,400.	16,750.	449,913.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(14) MICHAEL SWEENEY STATE DIRECTOR	(i)	389,007.	0.	10,915.	22,400.	15,143.	437,465.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(15) WILLIAM ULFELDER NEW YORK EXECUTIVE DIRECTOR	(i)	386,349.	0.	10,607.	22,400.	16,844.	436,200.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(16) LYNN SCARLETT CO-CHIEF EXTERNAL AFFAIRS OFFICER	(i)	361,217.	0.	20,328.	22,400.	5,961.	409,906.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.

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

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

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

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(17) THOMAS NEISES VP & ASSOCIATE CHIEF DEV OFFICER	(i)	378,657.	0.	990.	19,000.	8,654.	407,301.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(18) MARK BURGET EXEC VP AND REG DIRECTOR (THRU 3/20)	(i)	364,107.	0.	9,016.	22,400.	18,614.	414,137.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(19) GLENN PRICKETT CHIEF EXT AFFAIRS OFFICER (THRU 3/20)	(i)	120,476.	0.	250,467.	9,846.	16,108.	396,897.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(20) HUGH POSSINGHAM CHIEF SCIENTIST	(i)	322,422.	0.	27,916.	0.	3,772.	354,110.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(21) HEATHER TALLIS CHIEF SCIENTIST/STRATEGY INNOVATION	(i)	336,083.	0.	8,975.	19,000.	19,135.	383,193.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(22) AURELIO RAMOS REGIONAL MANAGING DIRECTOR	(i)	309,476.	0.	24,808.	19,000.	13,875.	367,159.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(23) SEEMA PAUL MANAGING DIRECTOR	(i)	318,195.	13,886.	388,049.	22,400.	7,000.	749,530.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(24) JAN MITTAN CHIEF PHILANTHROPY OFFICER, NEW YORK	(i)	356,112.	5,000.	11,344.	22,400.	9,831.	404,687.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(25) ANGELA WOO SOSDIAN EXECUTIVE DIRECTOR, GIFT PLANNING	(i)	322,875.	0.	8,181.	22,400.	5,961.	359,417.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(26) MICHAEL TETREULT CHIEF PEOPLE OFFICER	(i)	318,429.	0.	5,089.	22,400.	15,143.	361,061.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(27) COLLEEN JOHNSON DIRECTOR OF PRINCIPAL GIFTS	(i)	315,173.	0.	990.	19,000.	15,143.	350,306.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(28) KAREN BERKY FORMER DIVISION DIRECTOR	(i)	0.	0.	224,900.	0.	0.	224,900.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(29) ADDISON DANA FORMER VP & DIRECTOR OF INVESTMENTS	(i)	129,662.	0.	27,114.	10,604.	8,410.	175,790.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

**Part III Supplemental Information**

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

PART I, LINE 1A:

FIRST CLASS TRAVEL - AIR TRAVEL MUST BE IN COACH/ECONOMY CLASS AT THE  
LOWEST AVAILABLE FARES PER THE CONSERVANCY'S STANDARD OPERATING PROCEDURE  
FOR TRAVEL AND REPORTING AND THE FINANCIAL MANAGEMENT HANDBOOKS. PERSONS  
LISTED ON THE 990 MAY RECEIVE FIRST CLASS TRAVEL IN LIMITED CIRCUMSTANCES,  
WHICH INCLUDE (1) WHEN NO ECONOMY FARE WAS AVAILABLE, OR (2) WHEN THERE WAS  
NO PRICE DIFFERENCE.

HOUSING - EMPLOYEES WORKING OUTSIDE OF THE US MAY RECEIVE HOUSING  
ALLOWANCES AS A PARTICIPANT IN THE CONSERVANCY'S GLOBAL MOBILITY PROGRAM.  
ONE KEY EMPLOYEE AND ONE HIGHEST PAID EMPLOYEE RECEIVED THIS BENEFIT. THIS  
BENEFIT WAS INCLUDED IN TAXABLE INCOME AS REQUIRED BY LAW.

TAX EQUALIZATION - EMPLOYEES WORKING OUTSIDE OF THE US MAY RECEIVE A TAX  
EQUALIZATION BENEFIT AS A PARTICIPANT IN THE CONSERVANCY'S GLOBAL MOBILITY  
PROGRAM. ONE KEY EMPLOYEE AND ONE HIGHEST PAID EMPLOYEE RECEIVED THIS  
BENEFIT. THIS BENEFIT WAS INCLUDED IN TAXABLE INCOME AS REQUIRED BY LAW.



**Part III Supplemental Information**

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

PART I, LINE 3:

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

PART I, LINE 4A:

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

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

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

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

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

**Supplemental Information on Tax-Exempt Bonds**

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

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

	(a) Issuer name	(b) Issuer EIN	(c) CUSIP #	(d) Date issued	(e) Issue price	(f) Description of purpose	(g) Defeased		(h) On behalf of issuer		(i) Pooled financing	
							Yes	No	Yes	No	Yes	No
<b>A</b>	COLORADO EDUCATIONAL AND CULTURAL FACILITIES AUTHORITY AUTHORITY	84-0896726	19645RPA3	12/01/12	144,435,000.	REFUNDING OF 2008 TE BOND SERIES		X		X		X
<b>B</b>												
<b>C</b>												
<b>D</b>												

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
<b>1</b> Amount of bonds retired .....	35,680,000.							
<b>2</b> Amount of bonds legally defeased .....								
<b>3</b> Total proceeds of issue .....	144,435,000.							
<b>4</b> Gross proceeds in reserve funds .....								
<b>5</b> Capitalized interest from proceeds .....								
<b>6</b> Proceeds in refunding escrows .....								
<b>7</b> Issuance costs from proceeds .....	915,000.							
<b>8</b> Credit enhancement from proceeds .....								
<b>9</b> Working capital expenditures from proceeds .....								
<b>10</b> Capital expenditures from proceeds .....	143,520,000.							
<b>11</b> Other spent proceeds .....								
<b>12</b> Other unspent proceeds .....								
<b>13</b> Year of substantial completion .....	2012							
<b>14</b> Were the bonds issued as part of a refunding issue of tax-exempt bonds (or, if issued prior to 2018, a current refunding issue)? .....	X							
<b>15</b> Were the bonds issued as part of a refunding issue of taxable bonds (or, if issued prior to 2018, an advance refunding issue)? .....		X						
<b>16</b> Has the final allocation of proceeds been made? .....	X							
<b>17</b> Does the organization maintain adequate books and records to support the final allocation of proceeds? .....	X							

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

Schedule K (Form 990) 2019

**Part III Private Business Use**

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
<b>1</b> Was the organization a partner in a partnership, or a member of an LLC, which owned property financed by tax-exempt bonds? .....		X						
<b>2</b> Are there any lease arrangements that may result in private business use of bond-financed property? .....	X							
<b>3a</b> Are there any management or service contracts that may result in private business use of bond-financed property? .....		X						
<b>b</b> If "Yes" to line 3a, does the organization routinely engage bond counsel or other outside counsel to review any management or service contracts relating to the financed property?								
<b>c</b> Are there any research agreements that may result in private business use of bond-financed property? .....		X						
<b>d</b> If "Yes" to line 3c, does the organization routinely engage bond counsel or other outside counsel to review any research agreements relating to the financed property? .....								
<b>4</b> Enter the percentage of financed property used in a private business use by entities other than a section 501(c)(3) organization or a state or local government .....		.03 %		%		%		%
<b>5</b> Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another section 501(c)(3) organization, or a state or local government .....		%		%		%		%
<b>6</b> Total of lines 4 and 5 .....		.03 %		%		%		%
<b>7</b> Does the bond issue meet the private security or payment test? .....	X							
<b>8a</b> Has there been a sale or disposition of any of the bond-financed property to a non-governmental person other than a 501(c)(3) organization since the bonds were issued?		X						
<b>b</b> If "Yes" to line 8a, enter the percentage of bond-financed property sold or disposed of .....		%		%		%		%
<b>c</b> If "Yes" to line 8a, was any remedial action taken pursuant to Regulations sections 1.141-12 and 1.145-2? .....								
<b>9</b> Has the organization established written procedures to ensure that all nonqualified bonds of the issue are remediated in accordance with the requirements under Regulations sections 1.141-12 and 1.145-2? .....	X							

**Part IV Arbitrage**

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

**Part IV Arbitrage** (continued)

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

**Part V Procedures To Undertake Corrective Action**

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
Has the organization established written procedures to ensure that violations of federal tax requirements are timely identified and corrected through the voluntary closing agreement program if self-remediation isn't available under applicable regulations? .....	X							

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

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

**Transactions With Interested Persons**

OMB No. 1545-0047

**2019**

**Open To Public Inspection**

Department of the Treasury  
Internal Revenue Service

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, line 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V, line 38a or 40b.**

▶ **Attach to Form 990 or Form 990-EZ.**

▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.**

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

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

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

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

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

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

**Part II Loans to and/or From Interested Persons.**

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

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

**Part III Grants or Assistance Benefiting Interested Persons.**

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

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

SEE PART V FOR CONTINUATIONS

**Part IV Business Transactions Involving Interested Persons.**

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

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

**Part V Supplemental Information.**

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

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

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

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

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

**SCHEDULE M  
(Form 990)**

**Noncash Contributions**

OMB No. 1545-0047

**2019**

Open to Public Inspection

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](http://www.irs.gov/Form990) for instructions and the latest information.

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

**Part I Types of Property**

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

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

	Yes	No
30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it must hold for at least three years from the date of the initial contribution, and which isn't required to be used for exempt purposes for the entire holding period? .....		X
b If "Yes," describe the arrangement in Part II.		
31 Does the organization have a gift acceptance policy that requires the review of any nonstandard contributions? .....	X	
32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions? .....		X
b If "Yes," describe in Part II.		
33 If the organization didn't report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.		

LHA For Paperwork Reduction Act Notice, see the Instructions for Form 990. Schedule M (Form 990) 2019

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

SCHEDULE M, PART I, COLUMN (B):

THE AMOUNTS REPORTED IN PART I, COLUMN B REPRESENT THE NUMBER OF CONTRIBUTIONS RECEIVED. FOR PUBLICLY TRADED STOCK GIFTS, THE COUNT IS BASED ON THE NUMBER OF TRANSACTIONS.



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

Department of the Treasury  
Internal Revenue Service

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

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

▶ Attach to Form 990 or 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

**2019**

Open to Public  
Inspection

Name of the organization

THE NATURE CONSERVANCY

Employer identification number

53-0242652

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

THIS IS CRITICAL BECAUSE RIVERS HOLD MUCH OF THE WORLD'S BIODIVERSITY

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

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

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

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

SURPLUS OYSTERS TO THIS PROJECT, CALLED SUPPORTING OYSTER AQUACULTURE

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

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

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

BAYS AND ESTUARIES. ENTERPRISING OYSTER FARMS PROVIDED THESE ECOLOGICAL

BENEFITS AND THIS ALSO CONTRIBUTES TO RURAL ECONOMIES. FULFILLING

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

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

RESTORE LOCAL REEFS GET A HELPFUL BOOST.

PROVIDE FOOD AND WATER SUSTAINABLY -

TNC HAS HELPED MOVE MORE THAN 15 MILLION ACRES OF AGRICULTURAL LAND TO

USING SOIL HEALTH PRACTICES. TNC ESTABLISHED OVER 30 WATER FUNDS

IMPROVING WATER QUALITY FOR MILLIONS OF PEOPLE, AND ARE CURRENTLY

WORKING WITH 15 COUNTRIES ON SUSTAINABLE FISHING EFFORTS. RECENTLY,

TNC PROVIDED SMARTER CROP CHOICES IN THE ARID WEST TO PROVIDE MORE

WATER FOR BOTH PEOPLE AND NATURE IN ARIZONA'S VERDE RIVER VALLEY. THE

190-MILE-LONG RIVER IRRIGATES DRYLAND FARMS AND SUPPLIES COMMUNITIES

WITH DRINKING WATER. RECENTLY, THE RIVER HAS BEEN SO OVER-TAPPED THAT

SECTIONS HAVE RUN DRY DURING SUMMER, THREATENING THE VIABILITY OF SOME

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

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

932211 09-06-19

Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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FARMLANDS AND THE SURVIVAL OF A RICH DIVERSITY OF WILDLIFE, INCLUDING  
TWO ENDANGERED FISH SPECIES.

TNC WORKED WITH THE LARGEST FARM IN THE REGION TO SWITCH TO BARLEY,  
WHICH CONSUMES HALF THE WATER OF CROPS LIKE ALFALFA AND CORN. THE SHIFT  
TO HIGH-QUALITY HAS SAVED A MILLION GALLONS OF WATER AND KEPT THE VERDE  
RIVER FLOWING. TNC HELPED TO TEMPORARILY STOP A PROPOSED PEBBLE MINE  
THAT THREATENED THE SUSTAINABLE HARVEST OF WILD SALMON IN ALASKA'S  
BRISTOL BAY.

TACKLE CLIMATE CHANGE -

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

TNC CONTINUES TO WORK TO PRESERVE COASTAL RAINFORESTS ON THE EMERALD  
EDGE IN PARTNERSHIP WITH FIRST NATIONS PEOPLES HONORS A VISION OF  
INDIGENOUS-LED STEWARDSHIP WHILE SECURING FORESTS AS STOREHOUSES OF  
CARBON. THE TEMPERATE RAINFORESTS OF THE EMERALD EDGE HOLD ONE OF THE  
WORLD'S LARGEST STORES OF CARBON AND THESE FORESTS ARE AT RISK.

BUILD HEALTHY CITIES -

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WE HAVE HELPED INTEGRATE URBAN FORESTS, RAIN GARDENS, PARKS AND WETLANDS INTO SUSTAINABLE CITY PLANNING TO BRING NATURE'S BENEFITS TO URBAN RESIDENTS. WE HAVE HELPED PROMOTE GREEN CITY DESIGNS LIKE PERMEABLE SURFACES AND RAIN GARDENS THAT CAN MANAGE STORMWATER WHILE PROVIDING HEALTH BENEFITS AND REDUCING POLLUTION IN OUR RIVERS. WE HAVE WORKED WITH CITIES FROM NEW ORLEANS TO BEIJING TO USE NATURE AS THE FIRST LINE OF DEFENSE AGAINST THE EFFECTS OF CLIMATE CHANGE, AND BECAUSE PEOPLE IN CITIES ARE INCREASINGLY DISCONNECTED FROM GREEN SPACES, WE HAVE HELPED FACILITATE ACCESS TO AND ENGAGEMENT NATURE.

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

- ARGENTINA, AUSTRALIA, BAHAMAS, BELIZE,
- BOLIVIA, BRAZIL, CANADA, CHILE,
- CHINA, COLOMBIA, COSTA RICA, DOMINICAN REPUBLIC,
- ECUADOR, GABON, GERMANY, GREECE,
- GREECE, GUATEMALA, HONDURAS, HONDURAS,
- HUNGARY, INDIA, INDIA, JAPAN,
- KENYA, SOUTH KOREA, MADAGASCAR, MEXICO,
- FED ST OF MICRONESIA, MOROCCO, MALAYSIA, NIUE,
- NIGERIA, NORWAY, PARAGUAY, PARAGUAY,
- PAPUA-NEW GUINEA, PERU, PORTUGAL, QATAR,
- RUSSIA, SOMALIA, SOMALIA, SWEDEN,
- TAIWAN, TANZANIA, TURKEY, UNITED ARAB EMIRATES,
- UNITED KINGDOM, ZAMBIA

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

THE FORM 990 IS PREPARED BY COHN REZNICK, BASED ON FINANCIAL STATEMENTS AUDITED BY PRICEWATERHOUSECOOPERS, AND OTHER INTERNALLY GENERATED

Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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INFORMATION BY THE CONSERVANCY'S TAX SERVICES TEAM. THE PREPARED 990 FORM

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

MANAGEMENT. THE BOARD AUDIT COMMITTEE THEN REVIEWS FOR ANY SIGNIFICANT

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

FULL BOARD OF DIRECTORS PRIOR TO FILING WITH THE IRS.

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

THE NATURE CONSERVANCY'S MONITORING AND ENFORCEMENT OF ITS CONFLICTS POLICY

IS GOVERNED BY ITS CONFLICT OF INTEREST STANDARD OPERATING PROCEDURE

("SOP") WHICH IS EXCERPTED AS FOLLOWS: BEFORE ENGAGING IN ANY ACTIVITY ON

BEHALF OF THE CONSERVANCY, STAFF MUST DETERMINE (A) WHETHER THE ACTIVITY

COULD GIVE RISE TO A CONFLICT OF INTEREST OR THE APPEARANCE OF A CONFLICT

OF INTEREST, AND, IF SO, (B) WHETHER THE CONFLICT CAN OR SHOULD BE AVOIDED

TO PROTECT THE BEST INTERESTS OF THE CONSERVANCY. IF IT IS NOT REASONABLY

POSSIBLE TO AVOID A CONFLICT OF INTEREST OR THE APPEARANCE OF A CONFLICT OF

INTEREST, OR IT IS NOT IN THE CONSERVANCY'S BEST INTEREST TO DO SO, STAFF

MUST DETERMINE APPROPRIATE STRATEGIES TO MITIGATE AND MANAGE THE POTENTIAL

ADVERSE CONSEQUENCES OF THE CONFLICT AND OBTAIN APPROVAL, AS DESCRIBED

BELOW, PRIOR TO ENGAGING IN THE ACTIVITY. A CONFLICT OF INTEREST EXISTS

WHEN AN INDIVIDUAL WHO IS RESPONSIBLE FOR ACTING IN THE BEST INTERESTS OF

THE CONSERVANCY HAS ANOTHER INTEREST OR LOYALTY THAT COULD INFLUENCE OR

IMPAIR, OR MAY APPEAR TO INFLUENCE OR IMPAIR, THE INDIVIDUAL'S ABILITY TO

ACT IN THE BEST INTERESTS OF THE CONSERVANCY. AS USED THROUGHOUT THE SOP,

THE TERMS "CONFLICT" AND "CONFLICT OF INTEREST" INCLUDE: 1. ACTUAL

CONFLICTS OF INTEREST; 2. POTENTIAL CONFLICTS OF INTEREST (SITUATIONS THAT

COULD BECOME ACTUAL CONFLICTS IN THE FUTURE BASED UPON FORESEEABLE EVENTS

OR THE PASSAGE OF TIME); AND 3. PERCEIVED CONFLICTS OF INTEREST (SITUATIONS

THAT OTHERS COULD REASONABLY PERCEIVE TO BE, OR HAVE THE APPEARANCE OF, A

Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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CONFLICT OF INTEREST). GENERALLY, CONFLICTS CAN ARISE FROM RELATIONSHIPS BETWEEN THE CONSERVANCY AND STAFF, BOARD MEMBERS, TRUSTEES AND ADVISORS, AND THE FAMILIES OF ALL THOSE GROUPS. THERE ARE VERY SPECIFIC RULES REGARDING WHO IS A "COVERED PERSON" THAT ARE GOVERNED, IN GREAT PART, BY THE U.S. INTERNAL REVENUE SERVICE REQUIREMENTS FOR PUBLIC CHARITIES. IF A CONFLICT OF INTEREST IS IDENTIFIED WHICH CANNOT REASONABLY BE AVOIDED OR IT IS NOT IN THE BEST INTEREST OF THE CONSERVANCY TO DO SO, BEFORE PROCEEDING WITH THE PROPOSED ACTIVITY, REVIEW AND APPROVAL TO PROCEED MUST BE OBTAINED AS DESCRIBED IN THIS SECTION. WHILE A REQUEST FOR APPROVAL OF A PROPOSED COURSE OF ACTION IS PENDING OR BEING CONSIDERED, THE TRANSACTION OR ACTIVITY CANNOT PROCEED. A. BOARD AND KEY EMPLOYEE CERTIFICATIONS. ALL CONSERVANCY BOARD MEMBERS AND KEY EMPLOYEES SHALL ANNUALLY CERTIFY THAT THEY HAVE READ THE CONFLICTS OF INTEREST POLICY AND HAVE DISCLOSED ALL CONFLICTS. B. SUPERVISOR APPROVAL REQUIRED. IN THE CASE OF STAFF, PRIOR TO SUBMISSION FOR REVIEW AND APPROVAL TO THE CONFLICTS COMMITTEE THE CONFLICT OF INTEREST MUST BE RAISED TO THE INDIVIDUAL'S SUPERVISOR AND THE SUPERVISOR MUST MAKE THE DETERMINATION THAT HE OR SHE (A) WISHES TO PURSUE THE PROPOSED ACTIVITY AND (B) APPROVES THE RECOMMENDED COURSE OF ACTION AND PROPOSED MITIGATION AS SUFFICIENT. SIGNATURE ON THE APPROVAL FORM INDICATES THIS APPROVAL. REGIONAL LEVEL APPROVAL ALSO IS REQUIRED. C. CONFLICTS COMMITTEE REVIEW REQUIRED. THE CONFLICTS COMMITTEE REVIEWS AND MAKES DETERMINATIONS ABOUT CONFLICTS OF INTEREST INVOLVING THE CONSERVANCY, UNLESS EXCEPTED BY THIS SOP. SEE CONFLICTS OF INTEREST FOR THE CONFLICTS COMMITTEE CHARTER, MEETING SCHEDULE AND LIST OF COMMITTEE MEMBERS. STAFF MUST SUBMIT A REQUEST FOR CONFLICTS COMMITTEE APPROVAL FORM TO THE CONFLICTS COMMITTEE WHEN SEEKING REVIEW AND APPROVAL. THE FORM SHOULD EXPLAIN WHY THE CONFLICT CANNOT OR SHOULD NOT BE AVOIDED AND RECOMMEND A COURSE OF ACTION DESIGNED TO MINIMIZE THE CONFLICT'S POTENTIAL ADVERSE

Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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CONSEQUENCES. BY SUBMITTING THE FORM, BOTH THE PERSON SUBMITTING THE FORM AND HIS/HER SUPERVISOR (A) ARE RESPONSIBLE FOR ENSURING THAT THE FORM MAKES A THOROUGH DISCLOSURE OF THE RELEVANT INFORMATION, AND (B) ARE DEEMED TO SUPPORT AND BE RESPONSIBLE FOR THE RECOMMENDED COURSE OF ACTION. THE APPROPRIATE CONSERVANCY ATTORNEY MAY BE CONSULTED TO ASSIST IN ANALYZING THE CONFLICT. BOARD MEMBERS AND TRUSTEES SHOULD CONTACT THE CONSERVANCY'S CHIEF COMPLIANCE OFFICER TO REQUEST A REVIEW BY THE CONFLICTS COMMITTEE. D. REVIEW BY THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS. ALL CONFLICTS OF INTEREST INVOLVING A MEMBER OF THE BOARD OF DIRECTORS, A DIRECTOR'S FAMILY MEMBERS, A DIRECTOR'S CONTROLLED ENTITIES, OR A SUBSTANTIAL CONTRIBUTOR SHALL BE SUBMITTED TO THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS FOR REVIEW AND DISPOSITION. REFERRAL TO THE AUDIT COMMITTEE IS MADE BY THE GENERAL COUNSEL OR CHIEF COMPLIANCE OFFICER ON BEHALF OF THE CONFLICTS COMMITTEE ALONG WITH THE RECOMMENDATION FOR DISPOSITION MADE BY THE CONFLICTS COMMITTEE.

FORM 990, PART VI, SECTION B, LINE 15:  
THE PRESIDENT AND CHIEF EXECUTIVE OFFICER'S, AS WELL AS, MEMBERS OF THE EXECUTIVE TEAM'S PERFORMANCES AND COMPENSATION ARE REVIEWED ANNUALLY BY THE BOARD OF DIRECTORS. THE PERFORMANCE AND COMPENSATION OF ALL OTHER KEY EMPLOYEES IS REVIEWED ANNUALLY BY THEIR DIRECT SUPERVISOR. ALL COMPENSATION AMOUNTS ARE BASED ON INFORMATION PROVIDED BY AN INDEPENDENT COMPENSATION CONSULTANT WHO UTILIZES COMPARABLE DATA FROM FORM 990'S FROM OTHER ORGANIZATIONS AND COMPENSATION SURVEY'S AND STUDIES TO ENSURE REASONABLENESS.

FORM 990, PART VI, LINE 17, LIST OF STATES RECEIVING COPY OF FORM 990:  
AK, AL, AR, AS, AZ, CA, CO, CT, DC, DE, FL, GA, GU, HI, IA, ID, IL, IN, KS, KY, LA, MA, MD, ME, MH

Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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MI, MN, MO, MP, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, OR, PA, PR, PW, RI, SC, SD, TN, TX,

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

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

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

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

NATURE.ORG.

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

CONTRACT/PROFESSIONAL FEES:

PROGRAM SERVICE EXPENSES	91,910,158.
MANAGEMENT AND GENERAL EXPENSES	9,424,427.
FUNDRAISING EXPENSES	12,999,702.
TOTAL EXPENSES	114,334,287.

POSTAGE/FREIGHT/MAILING HOUSE SERVICES:

PROGRAM SERVICE EXPENSES	2,360,602.
MANAGEMENT AND GENERAL EXPENSES	116,745.
FUNDRAISING EXPENSES	11,705,868.
TOTAL EXPENSES	14,183,215.

PUBLIC RELATIONS SERVICES:

PROGRAM SERVICE EXPENSES	32,522.
MANAGEMENT AND GENERAL EXPENSES	1,608.
FUNDRAISING EXPENSES	161,271.
TOTAL EXPENSES	195,401.

TOTAL OTHER FEES ON FORM 990, PART IX, LINE 11G, COL A 128,712,903.

Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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FORM 990, PART X, LINE 15:

THIS FORM 990 HAS BEEN PREPARED BASED ON CONSOLIDATED AUDITED FINANCIAL

STATEMENTS. TNC PRESENTS THE FORM 990 FINANCIAL NUMBERS ON A

DECONSOLIDATED BASIS PER THE INSTRUCTIONS, WHICH INCLUDES SOME

INTERCOMPANY BALANCES WITH RELATED ENTITIES ON THE BALANCE SHEET THAT

HAVE BEEN CARRIED FORWARD FROM PRIOR YEARS. THESE INTERCOMPANY BALANCES

REFLECT THE BEST INFORMATION AVAILABLE AT THE TIME OF FILING.

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

SPLIT INTEREST AGREEMENT VALUATION ADJUSTMENT	-20,528,054.
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ADJUSTMENT OF NET ASSETS FROM DECONSOLIDATION	-17,049,169.
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LOSS ON INTEREST SWAP AGREEMENTS	-13,661,533.
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VALUATION GAIN/LOSS ON TRADE LAND	-2,894,643.
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PLEDGE WRITE-OFF (TEMPORARILY RESTRICTED)	-2,236,415.
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INTERCOMPANY TRANSFERS	-2,274,755.
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ADJUSTMENT TO BEGINNING NET ASSETS-EXPENSES	14,321,467.
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TOTAL TO FORM 990, PART XI, LINE 9	-44,323,102.
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AMENDED RETURN:

THIS AMENDED FORM 990 HAS BEEN PREPARED TO UPDATE THE UNRELATED

BUSINESS REVENUE AND INCOME AMOUNTS ON PART I, LINES 7A-7B, AS WELL AS

PART VIII, COLUMN (C) IN ACCORDANCE WITH THE AMOUNTS REFLECTED ON THE

CONSERVANCY'S FY20 AMENDED 990-T.

THE PRESENTATION OF PROGRAM SERVICE ACCOMPLISHMENTS ON PART III, LINE 4

HAS BEEN UPDATED SO THAT ALL NARRATIVES ARE REFLECTED AS A SINGLE

PROGRAM SERVICE ACCOMPLISHMENT ON PART III, LINE 4A. PART VI, SECTION

C, LINE 18 HAS ALSO BEEN UPDATED TO STATE THAT THE ORGANIZATION MAKES



Name of the organization THE NATURE CONSERVANCY	Employer identification number 53-0242652
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ITS FORM 1023 AND FORM 990-T AVAILABLE TO THE PUBLIC UPON REQUEST AND

THE ORGANIZATION POSTS FORM 990 TO ITS WEBSITE, NATURE.ORG.

THE AMENDED FORM 990 REFLECTS AN UPDATED PRESENTATION OF INVESTMENT

INCOME INTO DISTINCT CATEGORIES (I.E. REALIZED/UNREALIZED GAINS VS.

INTEREST/DIVIDEND INCOME, ETC) ON PART VIII, STATEMENT OF REVENUE AND

IN PART XI, RECONCILIATION OF NET ASSETS. PART VIII ALSO INCLUDES OTHER

MINOR PRESENTATIONAL CHANGES TO THE SOURCES OF REVENUE. CHANGES WERE

MADE TO PART IX FOR SEVERAL EXPENSE RECLASSES, AS WELL AS CHANGES TO

THE FUNCTIONAL CATEGORY ALLOCATION. THE ADJUSTMENTS TO REVENUE AND

EXPENSES IN PARTS VIII AND IX ARE ALSO REFLECTED ON PART XI, AS WELL AS

SCHEDULE D, PARTS XI AND XII, WHERE REVENUE AND EXPENSES PER THE FORM

990 ARE RECONCILED TO THE AUDITED FINANCIALS. ADDITIONALLY, THERE WERE

MINOR ADJUSTMENTS ON PART X TO THE BALANCE SHEET BASED ON THE EXCLUSION

OF THE FINANCIALS OF THREE ENTITIES THAT WERE CONSIDERED TO BE

DISREGARDED ENTITIES OF THE FILING ORGANIZATION ON THE ORIGINALLY FILED

RETURN. A NARRATIVE WAS ALSO ADDED TO SCHEDULE O DESCRIBING THE

INTERCOMPANY BALANCES REFLECTED ON THE BALANCE SHEET. THE PUBLIC

SUPPORT TEST CALCULATION ON SCHEDULE A, PART II WAS UPDATED TO REFLECT

CHANGES TO THE 2019 TAX YEAR AMOUNTS AS WELL AS THE PRIOR YEAR AMOUNTS.

SCHEDULE R, PART I HAS BEEN UPDATED TO EXCLUDE THREE ENTITIES THAT

SHOULD NOT HAVE BEEN CONSIDERED DISREGARDED ENTITIES OF THE FILING

ORGANIZATION. OTHER UPDATES HAVE BEEN MADE TO SCHEDULE R, PARTS II-IV.

**SCHEDULE R  
(Form 990)**

Department of the Treasury  
Internal Revenue Service

**Related Organizations and Unrelated Partnerships**

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

▶ Attach to Form 990.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2019**

Open to Public Inspection

Name of the organization <b>THE NATURE CONSERVANCY</b>	Employer identification number <b>53-0242652</b>
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**Part I Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
WOODLAND DEVELOPMENT COMPANY LLC - 55-0807256, 4245 NORTH FAIRFAX DRIVE, ARLINGTON, VA 22203	CONSERVATION	CHILE	0.	2,047,280.	THE NATURE CONSERVANCY
TNC CHINA LLC - 26-4484383 4245 N FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	DELAWARE	107,775.	3,233,152.	THE NATURE CONSERVANCY
FORTIN CHACABUCO LLC 4245 NORTH FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	DELAWARE	1,804.	1,490,236.	THE NATURE CONSERVANCY
CUMBERLAND FOREST GP LLC - 83-2859863 C/O THE NATURE CONSERVANCY 4245 FAIRFAX DRIV ARLINGTON, VA 22203	CONSERVATION	VIRGINIA	50.	2,342,189.	THE NATURE CONSERVANCY

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

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

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

Schedule R (Form 990) 2019

SEE PART VII FOR CONTINUATIONS

**Part I** Continuation of Identification of Disregarded Entities

(a) Name, address, and EIN 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
ZARCADES GIFT I, LLC - 83-2873604 4245 FAIRFAX DRIVE ARLINGTON, VA 22203	INVESTMENT	VIRGINIA	86,244.	0.	THE NATURE CONSERVANCY
RESILIENT OCEANS LLC - 85-1437274 4245 FAIRFAX DRIVE ARLINGTON, VA 22203	INVESTMENT	VIRGINIA	0.	0.	THE NATURE CONSERVANCY

**Part II** Continuation of Identification of Related Tax-Exempt Organizations

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization?	
						Yes	No
THE NATURE CONSERVANCY IN EUROPE GEMEINNUTZIGE GMBH, CHARITESTR 3, BERLIN, GERMANY 10117	CONSERVATION	GERMANY			THE NATURE CONSERVANCY	X	
CONSERVATION FARMS & RANCHES - 27-0038237 201 MISSION STREET 4TH FLOOR SAN FRANCISCO, CA 94105	CONSERVATION	CALIFORNIA	501(C)(3)	LINE 12A, I	THE NATURE CONSERVANCY	X	
ECOLOGICAL TRUST FUND OF PANAMA - 31-1656561, 4245 N FAIRFAX DRIVE, ARLINGTON, VA 22203	GRANTMAKING	PANAMA	501(C)(4)		THE NATURE CONSERVANCY	X	
FUNDACION THE NATURE CONSERVANCY OF PANAMA CLAYTON CIUDAD DEL SABER CALLE PRINCIPAL CAS PANAMA	CONSERVATION	PANAMA			THE NATURE CONSERVANCY	X	
TNC CONSERVACIN DE LA NATURAZALA ASOCIACIN CIVIL, RIO SAN ANGEL 9 COLONIA GUADALUPE INN DELEGACION ALVAR OBREGON, MEXICO	CONSERVATION	MEXICO			THE NATURE CONSERVANCY	X	
NATURE UNITED (FORMERLY TNC CANADA) 250 CITY CENTRE AVENUE SUITE 506 CANADA	CONSERVATION	CANADA			THE NATURE CONSERVANCY	X	
TNC UK FOUNDATION LIMITED 10 QUEEN STREET PLACE LONDON EC4R 1BE, UNITE UNITED KINGDOM	CONSERVATION	UNITED KINGDOM			THE NATURE CONSERVANCY	X	
YAYASAN KONSERVASI ALAM NUSANTARA 3RD FLOOR, GRAHA ISKANDARSYAH JL ISKANDARSYA INDONESIA	CONSERVATION	INDONESIA			THE NATURE CONSERVANCY	X	
LOISABA COMMUNITY TRUST C/O TNC BELLA VILLA BROOKSIDE GROVE PO BOX 1 KENYA	CONSERVATION	KENYA			THE NATURE CONSERVANCY	X	
NATURE CONSERVATION WATER FUND PTY LTD 491 SMOLLETT STREET ALBURY, NSW 2640, AUSTRALIA	CONSERVATION	AUSTRALIA			THE NATURE CONSERVANCY	X	
THE NATURE CONSERVANCY HONG KONG FOUNDATION LIMITED, 2107 PROSPERITY MILLENNIA PLAZA 663 KINGS ROAD NORTH POINT, HONG KONG	CONSERVATION	HONG KONG			THE NATURE CONSERVANCY	X	
TNC NEW ZEALAND TRUST 50 CUSTOMHOUSE QUAY WELLINGTON CENTRALWELLINGTON, NEW ZEALAND 6011, NEW	CONSERVATION	NEW ZEALAND			THE NATURE CONSERVANCY	X	



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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
CUMBERLANDS FOREST LP - 83-2851270, 4245 FAIRFAX DRIVE, ARLINGTON, VA 22203	CONSERVATION	VA	N/A	RELATED	<26,325.>	5,083,770.		X	N/A	X		5.01%
ALPINE INVESTORS IV-A, LP - 81-4707625, ONE CALIFORNIA STREET, SUITE 2900, SAN FRANCISCO, CA 94111	INVESTMENT	CA	THE NATURE CONSERVANCY	EXCLUDED	2,792,983.	11,267,734.		X	N/A	X		60.53%
CENTRAL CASCADES FOREST LLC 4245 FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	VA	THE NATURE CONSERVANCY	RELATED	0.	6,203,542.		X	N/A	X		10.00%
MONTANA CHECKERBOARD LLC 4245 FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	VA	THE NATURE CONSERVANCY	RELATED	0.	23,659,261.		X	N/A	X		22.00%

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No
MONTARK INC - 13-3386301 1185 AVENUE OF THE AMERICAS NEW YORK, NY 10036	CONSERVATION	NY	THE NATURE CONSERVANCY	C CORP	0.	0.	100%		X
THE NATURE CONSERVANCY OF NEW MEXICO - 91-1841899, 212 E MARCY STREET, MEXICO CHARITABLE REMAINDER TRUSTS (443) 4245 NORTH FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	NM	THE NATURE CONSERVANCY	C CORP	0.	462,986.	100%		X
TNC ECO-CONSERVATION CONSULTING (BEIJING) B4-2 QIJIAYUAN DIPLOMATIC COMPOUND NO 9 JIANW CHINA	CONSERVATION	VA	N/A	TRUST					X
COLCHECCIO LIMITED P.O. BOX 19738-00100 GPO NAIROBI KENYA	CONSERVATION	CHINA	THE NATURE CONSERVANCY	C CORP	412.	26,762.	100%	X	
	CONSERVATION	KENYA	LOISABA COMMUNITY TRUST	C CORP	0.	11,113,931.	100%	X	



**Part IV** Continuation of Identification of Related Organizations Taxable as a Corporation or Trust

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No
ORYX LIMITED P.O. BOX 19738-00100 GPO NAIROBI KENYA	MANAGEMENT COMPANY	KENYA	LOISABA COMMUNITY	C CORP	1,894,552.	6,242,032.	100%	X	
GREEN STORMWATER SOLUTIONS INC - 47-5621249 4245 NORTH FAIRFAX DRIVE SUITE 100 ARLINGTON, VA 22203	CONSERVATION	DC	THE NATURE CONSERVANCY	C CORP	148,380.	583,064.	100%	X	
TNC SUSTAINABLE WATER HOLDINGS INC - 83-3122109, 4245 NORTH FAIRFAX DRIVE SUITE 100, ARLINGTON, VA 22203	INVESTMENT	DE	THE NATURE CONSERVANCY	C CORP	50,026.	1,510,130.	100%	X	
TNC IMPACT HOLDINGS ONE, INC. - 85-1292458 4245 N FAIRFAX DRIVE, SUITE 100 ARLINGTON, VA 22203	INVESTMENT	VA	THE NATURE CONSERVANCY	C CORP	0.	0.	100%	X	
PT PUTRI NAGA KOMODO LLC JL PURA SEGARA PELABUHAN RAYA JL PURA SEGARA , BALI, INDONESIA	CONSERVATION	INDONESIA	THE NATURE CONSERVANCY	C CORP	0.	0.	60.00%	X	
FORTIN S.A. PARQUE NACIONAL LANIN 1071 LOS COHIUESSAN CARLOS DE BARILOCHE, RIO	CONSERVATION	ARGENTINA	THE NATURE CONSERVANCY	C CORP	9,751.	483,404.	100%	X	
FIDEICOMISO FORTIN CHACABUCO EL OASIS 94 SAN MARTIN DE LOS ANDES, NEUQUEN, ARGENTINA	CONSERVATION	ARGENTINAN/A		C CORP	4,973.	246,536.	100%	X	



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

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

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

	Yes	No
<b>a</b> Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity .....		X
<b>b</b> Gift, grant, or capital contribution to related organization(s) .....	X	
<b>c</b> Gift, grant, or capital contribution from related organization(s) .....	X	
<b>d</b> Loans or loan guarantees to or for related organization(s) .....	X	
<b>e</b> Loans or loan guarantees by related organization(s) .....	X	
<b>f</b> Dividends from related organization(s) .....		X
<b>g</b> Sale of assets to related organization(s) .....		X
<b>h</b> Purchase of assets from related organization(s) .....		X
<b>i</b> Exchange of assets with related organization(s) .....		X
<b>j</b> Lease of facilities, equipment, or other assets to related organization(s) .....	X	
<b>k</b> Lease of facilities, equipment, or other assets from related organization(s) .....		X
<b>l</b> Performance of services or membership or fundraising solicitations for related organization(s) .....	X	
<b>m</b> Performance of services or membership or fundraising solicitations by related organization(s) .....	X	
<b>n</b> Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) .....	X	
<b>o</b> Sharing of paid employees with related organization(s) .....	X	
<b>p</b> Reimbursement paid to related organization(s) for expenses .....	X	
<b>q</b> Reimbursement paid by related organization(s) for expenses .....	X	
<b>r</b> Other transfer of cash or property to related organization(s) .....	X	
<b>s</b> Other transfer of cash or property from related organization(s) .....	X	

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

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) THE NATURE CONSERVANCY LIMITED (AUSTRALIA)	S	10,120,926.	FMV
(2) NATURE UNITED (FORMERLY TNC OF CANADA)	S	84,184.	FMV
(3) YAYASAN KONSERVASI ALAM NUSANTARA	S	3,008,804.	FMV
(4)			
(5)			
(6)			



**Part VII Supplemental Information**

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

PART II, IDENTIFICATION OF RELATED TAX-EXEMPT ORGANIZATIONS:

NAME AND ADDRESS OF RELATED ORGANIZATION:

TNC NEW ZEALAND TRUST

50 CUSTOMHOUSE QUAY WELLINGTON CENTRALWELLINGTON, NEW ZEALAND 6011

NEW ZEALAND

PART IV, IDENTIFICATION OF RELATED ORGANIZATIONS TAXABLE AS CORP OR TRUST:

NAME AND ADDRESS OF RELATED ORGANIZATION:

FORTIN S.A.

PARQUE NACIONAL LANIN 1071

LOS COHIUESSAN CARLOS DE BARILOCHE, RIO NEGRO, ARGENTINA