

Return of Organization Exempt from Income Tax

2000

Under section 501(c) of the Internal Revenue Code (except black lung benefit trust or private foundation), section 527, or section 4947(a)(1) nonexempt charitable trust

Open to Public Inspection

Department of the Treasury Internal Revenue Service

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

A For the 2000 calendar year, or tax year period beginning Sep 1, 2000, and ending Aug 31, 20 01

- B Check if applicable: Change of address, Change of name, Initial return, Final return, Amended return

C Name of organization: NATIONAL WILDLIFE FEDERATION
Number & street (or P O box if mail is not delivered to street addr) Room/suite: 11100 WILDLIFE CENTER DRIVE
City Town or Country State ZIP code: RESTON VA 20190-5362

D Employer Identification Number: 53-0204616
E Telephone number: (703) 438-6000
F Check if application pending

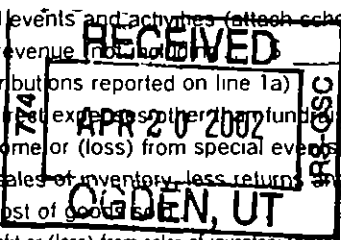
G Organization type (check only one): [X] 501(c) 3 (insert no) [ ] 527 or [ ] 4947(a)(1)
Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

J Accounting method: [ ] Cash [X] Accrual [ ] Other (specify)
K Check here if the organization's gross receipts are normally not more than \$25 000. The organization need not file a return with the IRS, but if the organization received a Form 990 Package in the mail, it should file a return without financial data. Some states require a complete return.

Note. H and I are not applicable to section 527 orgs
H (a) Is this a group return for affiliates? Yes [X] No [ ]
H (b) If "yes" enter number of affiliates: N/A
H (c) Are all affiliates included? Yes [ ] No [ ] (If "no," attach a list. See instructions.)
H (d) Is this a separate return filed by an organization covered by a group ruling? Yes [ ] No [X]
I Enter 4 digit group exemption no. (GEN): N/A
L Check this box if the organization is not required to attach Schedule B (Form 990 or 990-EZ): [ ]

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (see instructions)

Table with 21 rows and multiple columns. Rows include: 1 Contributions, gifts, grants, and similar amounts received; 2 Program service revenue including government fees and contracts; 3 Membership dues and assessments; 4 Interest on savings and temporary cash investments; 5 Dividends and interest from securities; 6a Gross rents; 6b Less rental expenses; 6c Net rental income or (loss); 7 Other investment income; 8a Gross amount from sales of assets other than inventory; 8b Less cost or other basis and sales expenses; 8c Gain or (loss) (attach schedule); 8d Net gain or (loss); 9 Special events and activities; 9a Gross revenue; 9b Less direct expenses; 9c Net income or (loss); 10a Gross sales of inventory; 10b Less cost of goods sold; 10c Gross profit or (loss); 11 Other revenue; 12 Total revenue; 13 Program services; 14 Management and general; 15 Fundraising; 16 Payments to affiliates; 17 Total expenses; 18 Excess or (deficit) for the year; 19 Net assets or fund balances at beginning of year; 20 Other changes in net assets or fund balances; 21 Net assets or fund balances at end of year.



SCANNED MAY 09 2002

**Part II Statement of Functional Expenses** All organizations must complete column (A) Columns (B), (C) and (D) are required for section 501(c)(3) and (4) organizations and section 4947(a)(1) nonexempt charitable trusts but optional for others

Do not include amounts reported on line 6b 8b 9b 10b or 16 of Part I		(A) Total	(B) Program services	(C) Management and general	(D) Fundraising
22	Grants and allocations (attach schedule) (cash \$ 4,947,550 non cash \$ ) Sch 4	4,947,550	4,947,550		
23	Specific assistance to individuals (attach sch)				
24	Benefits paid to or for members (attach sch)				
25	Compensation of officers, directors etc	757,909	609,965	45,929	102,015
26	Other salaries and wages	23,924,186	19,254,186	1,449,804	3,220,196
27	Pension plan contributions	592,716	477,016	35,921	79,779
28	Other employee benefits	2,694,639	2,168,646	163,297	362,696
29	Payroll taxes	2,050,864	1,650,535	124,283	276,046
30	Professional fundraising fees				
31	Accounting fees	87,927	72,707	5,302	9,918
32	Legal fees	147,140	121,556	9,411	16,173
33	Supplies	411,719	340,521	39,197	32,001
34	Telephone	1,167,701	963,990	77,865	125,846
35	Postage and shipping	20,023,330	18,343,372	1,419,654	260,304
36	Occupancy	2,353,931	1,941,012	167,630	245,289
37	Equipment rental and maintenance	741,472	613,123	44,710	83,639
38	Printing and publications	11,057,032	9,824,988	962,738	269,306
39	Travel	1,649,495	1,312,833	108,207	228,455
40	Conferences, conventions and meetings	708,832	588,470	64,011	56,351
41	Interest	1,126,040	922,564	108,213	95,263
42	Depreciation depletion, etc (attach schedule) Sch 5	2,147,846	1,776,055	129,514	242,277
43	Other expenses (itemize)				
a	Schedule 6	33,658,182	28,182,199	2,111,186	3,364,797
b					
c					
d					
e					
44	Total functional expenses (add lines 22-43) Organizations completing columns (B) (D), carry these totals to lines 13-15	110,248,511	94,111,288	7,066,872	9,070,351

**Reporting of Joint Costs** - Did you report in column (B) (program services) any joint costs from a combined educational campaign and fundraising solicitation?  Yes  No

If Yes enter (i) the aggregate amount of these joint costs \$ 17,870,756 (ii) the amount allocated to program services \$ 10,836,068 (iii) the amount allocated to management and general \$ 1,238,585 and (iv) the amount allocated to fundraising \$ 5,796,103

**Part III Statement of Program Service Accomplishments**

What is the organization's primary exempt purpose? <input checked="" type="checkbox"/> Conservation & education - See schedule 7	Program Service Expenses (Required for 501(c)(3) and (4) organizations and 4947(a)(1) trusts but optional for others)
a Education outreach, publications and films Development and implementation of classroom & outdoor nature education programs, publication of five educational magazines and production of nature films and documentaries (Grants and allocations \$ 4,947,550)	30,095,943
b Other nature education materials Creation and distribution of nature education merchandise to raise public awareness and concern for wildlife and natural resources to over a million people (Grants and allocations \$ 0)	37,427,687
c Conservation advocacy programs Scientific and policy research, public education on environmental policy issues and legal actions to enforce environmental laws (Grants and allocations \$ 0)	13,455,227
d Membership education programs Provide supporters with the information and inspiration to make a difference in their own backyards and communities (Grants and allocations \$ 0)	13,132,431
e Other program services (Grants and allocations \$ )	
<b>f Total of Program Service Expenses (should equal line 44 column (B) program services)</b>	<b>94,111,288</b>

**Part IV Balance Sheets** (See instructions)

Note		Where required, attached schedules and amounts within the description column should be for end of year amounts only		(A) Beginning of year		(B) End of year	
ASSETS	45	Cash - non-interest bearing		344,621	45	802,621	
	46	Savings and temporary cash investments		603,116	46	723,961	
	47a	47a	1,826,791				
		b	Less allowance for doubtful accounts	218,247	1,674,498	47c	1,608,544
	48a	48a	4,694,372				
		b	Less allowance for doubtful accounts		1,074,223	48c	4,694,372
	49	Grants receivable		4,083,806	49	4,242,138	
	50	Receivables from officers, directors, trustees, and key employees (attach schedule)			50		
	51a	51a	122,390				
		b	Less allowance for doubtful accounts Sch 8		270,250	51c	122,390
	52	Inventories for sale or use		11,113,365	52	13,250,185	
	53	Prepaid expenses and deferred charges		11,276,094	53	9,689,638	
	54	Investments - securities (attach schedule) Sch 9 <input type="checkbox"/> Cost <input checked="" type="checkbox"/> FMV		16,336,001	54	11,330,506	
	55a	55a					
		b	Less accumulated depreciation (attach schedule)			55c	
56	Investments - other (attach schedule)			56			
57a	57a	43,007,724					
	b	Less accumulated depreciation (attach schedule) Sch 5		24,373,345	57c	33,255,448	
58	Other assets (describe - Schedule 10)		23,490,959	58	19,247,814		
59	<b>Total assets</b> (add lines 45 through 58) (must equal line 74)		94,640,278	59	98,967,617		
LIABILITIES	60	Accounts payable and accrued expenses Schedule 11		12,662,395	60	14,973,512	
	61	Grants payable			61		
	62	Deferred revenue Schedule 12		12,871,002	62	12,763,946	
	63	Loans from officers, directors, trustees, and key employees (attach schedule)			63		
	64a	Tax exempt bond liabilities (attach schedule) Schedule 13		28,530,733	64a	28,364,878	
		b	Mortgages and other notes payable (attach schedule) Schedule 13	500,000	64b	9,992,763	
	65	Other liabilities (describe - Schedule 14)		6,277,784	65	7,325,134	
66	<b>Total liabilities</b> (add lines 60 through 65)		60,841,914	66	73,420,233		
NET ASSETS OR FUND BALANCES	Organizations that follow SFAS 117, check here <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74						
	67	Unrestricted		7,296,127	67	-598,147	
	68	Temporarily restricted		25,195,279	68	24,808,293	
	69	Permanently restricted		1,306,958	69	1,337,238	
	Organizations that do not follow SFAS 117, check here <input type="checkbox"/> and complete lines 70 through 74						
	70	Capital stock, trust principal, or current funds			70		
	71	Paid in or capital surplus, or land, building, and equipment fund			71		
	72	Retained earnings, endowment, accumulated income, or other funds			72		
	73	<b>Total net assets or fund balances</b> (add lines 67 through 69 or lines 70 through 72; column (A) must equal line 19 and column (B) must equal line 21)		33,798,364	73	25,547,384	
	74	<b>Total liabilities and net assets/fund balances</b> (add lines 66 and 73)		94,640,278	74	98,967,617	

Form 990 is available for public inspection and for some people serves as the primary or sole source of information about a particular organization. How the public perceives an organization in such cases may be determined by the information presented on its return. Therefore please make sure the return is complete and accurate and fully describes, in Part III, the organization's programs and accomplishments.

BAA

**Part IV-A Reconciliation of Revenue per Audited Financial Statements with Revenue per Return** (See instructions)

**Part IV-B Reconciliation of Expenses per Audited Financial Statements with Expenses per Return**

<b>a</b>	Total revenue, gains, and other support per audited financial statements	<b>a</b>	117,102,068
<b>b</b>	Amounts included on line a but not on line 12, Form 990		
(1)	Net unrealized gains on investments \$ -3,229,527		
(2)	Donated services and use of facilities \$		
(3)	Recoveries of prior year grants \$		
(4)	Other (specify)		
	----- \$		
	Add amounts on lines (1) through (4)	<b>b</b>	-3,229,527
<b>c</b>	Line a minus line b	<b>c</b>	120,331,595
<b>d</b>	Amounts included on line 12 Form 990 but not on line a		
(1)	Investment expenses not included on line 6b, Form 990 \$		
(2)	Other (specify) Schedule 15 \$ -15,104,539		
	Add amounts on lines (1) and (2)	<b>d</b>	-15,104,539
<b>e</b>	Total revenue per line 12 Form 990 (line c plus line d)	<b>e</b>	105,227,056

<b>a</b>	Total expenses and losses per audited financial statements	<b>a</b>	125,353,053
<b>b</b>	Amounts included on line a but not on line 17, Form 990		
(1)	Donated services and use of facilities \$		
(2)	Prior year adjustments reported on line 20, Form 990 \$		
(3)	Losses reported on line 20, Form 990 \$		
(4)	Other (specify) Schedule 15 \$ 15,104,542		
	Add amounts on lines (1) through (4)	<b>b</b>	15,104,542
<b>c</b>	Line a minus line b	<b>c</b>	110,248,511
<b>d</b>	Amounts included on line 17, Form 990 but not on line a		
(1)	Investment expenses not included on line 6b, Form 990 \$		
(2)	Other (specify)		
	----- \$		
	Add amounts on lines (1) and (2)	<b>d</b>	
<b>e</b>	Total expenses per line 17 Form 990 (line c plus line d)	<b>e</b>	110,248,511

**Part V List of Officers, Directors, Trustees, and Key Employees** (List each one even if not compensated, see instructions)

(A) Name and address	(B) Title and average hours per week devoted to position	(C) Compensation (if not paid, enter -0-)	(D) Contributions to employee benefit plans and deferred compensation	(E) Expense account and other allowances
Mark Van Putten Reston, VA	President 40	278,059	19,481	270
Lawrence J. Amon Reston, VA	Treasurer 40	172,039	13,072	257
Eileen M. Johnson Reston, VA	Secretary 40	145,312	14,241	96
Dulce Gomez-Zormelo Reston, VA	Asst Treasurer 40	94,500	12,270	65
Matthew Clanton Reston, VA	Asst Secretary 40	67,999	8,710	13
See Schedule 16 for list of directors	Directors < 1	0	0	0
-----				
-----				
-----				
-----				

75 Did any officer, director, trustee, or key employee receive aggregate compensation of more than \$100,000 from your organization and all related organizations, of which more than \$10,000 was provided by the related organizations?  Yes  No  
If 'Yes,' attach schedule - see instructions

**Part VI Other Information** (See specific instructions)

	N/A	Yes	No
<b>76</b> Did the organization engage in any activity not previously reported to the IRS? If 'Yes' attach a detailed description of each activity	76		X
<b>77</b> Were any changes made in the organizing or governing documents but not reported to the IRS? If 'Yes' attach a conformed copy of the changes	77		X
<b>78a</b> Did the organization have unrelated business gross income of \$1 000 or more during the year covered by this return?	78a	X	
<b>b</b> If 'Yes,' has it filed a tax return or Form 990-T for this year?	78b	X	
<b>79</b> Was there a liquidation, dissolution, termination or substantial contraction during the year? If 'Yes' attach a statement	79		X
<b>80a</b> Is the organization related (other than by association with a statewide or nationwide organization) through common membership, governing bodies, trustees, officers, etc. to any other exempt or nonexempt organization?	80a	X	
<b>b</b> If 'Yes,' enter the name of the organization <u>Schedule 17</u> and check whether it is <input type="checkbox"/> exempt or <input type="checkbox"/> nonexempt			
<b>81a</b> Enter the amount of political expenditures, direct or indirect, as described in the instructions <b>81 a</b> 0	81 a		
<b>b</b> Did the organization file Form 1120-POL for this year?	81 b		X
<b>82a</b> Did the organization receive donated services or the use of materials, equipment, or facilities at no charge or at substantially less than fair rental value?	82 a		X
<b>b</b> If 'Yes,' you may indicate the value of these items here. Do not include this amount as revenue in Part I or as an expense in Part II. (See instructions for reporting in Part III.) <b>82 b</b> N/A	82 b		
<b>83a</b> Did the organization comply with the public inspection requirements for returns and exemption applications?	83 a	X	
<b>b</b> Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	83 b	X	
<b>84a</b> Did the organization solicit any contributions or gifts that were not tax deductible?	84 a		N/A
<b>b</b> If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	84 b		N/A
<b>85 501(c)(4), (5) or (6) organizations a</b> Were substantially all dues nondeductible by members?	85 a		N/A
<b>b</b> Did the organization make only in house lobbying expenditures of \$2 000 or less? If 'Yes' was answered to either 85a or 85b, do not complete 85c through 85h below unless the organization received a waiver for proxy tax owed for the prior year	85 b		N/A
<b>c</b> Dues, assessments, and similar amounts from members	85 c		N/A
<b>d</b> Section 162(e) lobbying and political expenditures	85 d		N/A
<b>e</b> Aggregate nondeductible amount of Section 6033(e)(1)(A) dues notices	85 e		N/A
<b>f</b> Taxable amount of lobbying and political expenditures (line 85d less 85e)	85 f		N/A
<b>g</b> Does the organization elect to pay the Section 6033(e) tax on the amount in 85f?	85 g		N/A
<b>h</b> If Section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount of 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?	85 h		N/A
<b>86 501(c)(7) organizations</b> Enter <b>a</b> Initiation fees and capital contributions included on line 12	86 a		N/A
<b>b</b> Gross receipts, included on line 12 for public use of club facilities	86 b		N/A
<b>87 501(c)(12) organizations</b> Enter <b>a</b> Gross income from members or shareholders	87 a		N/A
<b>b</b> Gross income from other sources. (Do not net amounts due or paid to other sources against amounts due or received from them)	87 b		N/A
<b>88</b> At any time during the year, did the organization own a 50% or greater interest in a taxable corporation or partnership, or an entity disregarded as separate from the organization under Regulations Sections 301.7701-2 and 301.7701-3? If 'Yes' complete Part IX	88	X	
<b>89a 501(c)(3) organizations.</b> Enter Amount of tax imposed on the organization during the year under Section 4911 ▶ 0, Section 4912 ▶ 0, Section 4955 ▶ 0			
<b>b 501(c)(3) and 501(c)(4) organizations</b> Did the organization engage in any Section 4958 excess benefit transaction during the year or did it become aware of an excess benefit transaction from a prior year? If 'Yes,' attach a statement explaining each transaction	89 b		X
<b>c</b> Enter Amount of tax imposed on the organization managers or disqualified persons during the year under Sections 4912, 4955 and 4958 ▶ 0			
<b>d</b> Enter Amount of tax on line 89c above, reimbursed by the organization ▶ N/A			
<b>90a</b> List the states with which a copy of this return is filed ▶ <u>Schedule 18</u>			
<b>b</b> Number of employees employed in the pay period that includes March 12, 2000 (see instructions)	90 b		692
<b>91</b> The books are in care of ▶ <u>Lawrence J Amon</u> Telephone number ▶ <u>(703) 438-6000</u> located at ▶ <u>11100 Wildlife Center Drive, Reston</u> VA ZIP code ▶ <u>20190-5362</u>			
<b>92</b> Section 4947(a)(1) nonexempt charitable trusts filing Form 990 in lieu of Form 1041 - Check here <input type="checkbox"/> and enter the amount of tax exempt interest received or accrued during the tax year ▶ <u>92</u> N/A	92		

**Part VII Analysis of Income-Producing Activities** (See instructions)

	Unrelated business income		Excluded by section 512, 513 or 514		(E) Related or exempt function income
	(A) Business code	(B) Amount	(C) Exclusion code	(D) Amount	
Enter gross amounts unless otherwise indicated					
93 Program service revenue					
a Summit Registration Fees					231,340
b Summit Activities					11,788
c Outdoor Education Activity					69,580
d					
e					
f Medicare/Medicaid payments					
g Fees & contracts from government agencies					
94 Membership dues and assessments					19,395,328
95 Interest on savings & temporary cash invmnts			14	212,386	
96 Dividends & interest from securities			14	604,355	
97 Net rental income or (loss) from real estate					
a debt financed property					
b not debt financed property					
98 Net rental income or (loss) from pers prop					
99 Other investment income					
100 Gain or (loss) from sales of assets other than inventory			18	1,418,823	
101 Net income or (loss) from special events					
102 Gross profit or (loss) from sales of inventory	323119	24,679			34,450,359
103 Other revenue					
a					
b					
c Schedule 19		293,576		2,622,212	244,905
d					
e					
104 Subtotal (add columns (B), (D), and (E))		318,255		4,857,776	54,403,300
105 Total (add line 104, columns (B) (D), and (E))					59,579,331

Note Line 105 plus line 1d Part I, should equal the amount on line 12 Part I

**Part VIII Relationship of Activities to the Accomplishment of Exempt Purposes** (See instructions)

Line No.	Explain how each activity for which income is reported in column (E) of Part VII contributed importantly to the accomplishment of the organization's exempt purposes (other than by providing funds for such purposes)
All	Schedule 20

**Part IX Information Regarding Taxable Subsidiaries and Disregarded Entities** (See instructions)

(A) Name, address and EIN of corporation partnership or disregarded entity	(B) Percentage of ownership interest	(C) Nature of activities	(D) Total income	(E) End of year assets
eNature com, Inc	100 0000 %	Nature related web site	-1,251,039	349,577
	%			
	%			
	%			

**Part X Information Regarding Transfers Associated with Personal Benefit Contracts** (See instructions)

- a Did the organization during the year receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?  Yes  No
- b Did the organization, during the year pay premiums directly or indirectly on a personal benefit contract?  Yes  No

I have prepared this return and accompanying schedules and statements and to the best of my knowledge and belief it is based on all information of which preparer has any knowledge. (See instructions)

4-15-02  
Date

Lawrence J Amon, Treasurer  
Type or Print Name and Title

▶ Must be completed by the above organizations and attached to their Form 990 or 990-EZ.

Name of the Organization <b>NATIONAL WILDLIFE FEDERATION</b>	Employer Identification Number <b>53-0204616</b>
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**Part I Compensation of the Five Highest Paid Employees Other Than Officers, Directors, and Trustees**  
(See instructions List each one If there are none, enter 'None')

(a) Name and address of each employee paid more than \$50,000	(b) Title and average hours per week devoted to position	(c) Compensation	(d) Contributions to employee benefit plans & deferred compensation	(e) Expense account and other allowances
Natalie Waugh Reston, VA	Sr VP Constituent Programs 40	146,394	12,836	470
Richard Fischer Reston, VA	Policy Director Water Resource 40	163,050	14,474	121
John Giesecke Reston, VA	VP Nature Education Merchandis 40	145,338	12,503	602
Carole Fox Reston, VA	Sr Director Operations 40	147,661	11,138	433
Jamie Matyas Reston, VA	VP Publications 40	150,516	13,159	0
Total number of other employees paid over \$50,000 ▶	53			

**Part II Compensation of the Five Highest Paid Independent Contractors for Professional Services**  
(See instructions List each one (whether individuals or firms) If there are none, enter 'None')

(a) Name and address of each independent contractor paid more than \$50,000	(b) Type of service	(c) Compensation
Arthur Andersen, LLP 8000 Towers Crescent Drive, Vienna, VA 22182	Auditing & Accounting	261,236
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-----		
Total number of others receiving over \$50,000 for professional services ▶	None	

**Part III** Statements About Activities

	Yes	No
<b>1</b> During the year, has the organization attempted to influence national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum? If 'Yes,' enter the total expenses paid or incurred in connection with the lobbying activities ▶ \$ <u>146,857</u>  Organizations that made an election under section 501(h) by filing Form 5768 must complete Part VI A. Other organizations checking 'Yes' must complete Part VI and attach a statement giving a detailed description of the lobbying activities.	1	X
<b>2a</b> Sale, exchange, or leasing of property?		X
<b>2b</b> Lending of money or other extension of credit?		X
<b>2c</b> Furnishing of goods, services, or facilities?		X
<b>2d</b> Payment of compensation (or payment or reimbursement of expenses if more than \$1,000)? See Pt. V, Form 990	X	
<b>2e</b> Transfer of any part of its income or assets? If the answer to any question is 'Yes,' attach a detailed statement explaining the transactions.		X
<b>3</b> Does the organization make grants for scholarships, fellowships, student loans, etc.?	X	
<b>4a</b> Do you have a section 403(b) annuity plan for your employees?	X	
<b>b</b> Attach a statement to explain how the organization determines that individuals or organizations receiving grants or loans from it in furtherance of its charitable programs qualify to receive payments. (See instructions) Sch 21		

**Part IV** Reason for Non-Private Foundation Status (See instructions)

The organization is not a private foundation because it is (please check only one applicable box)

- 5  A church, convention of churches, or association of churches. Section 170(b)(1)(A)(i)
- 6  A school. Section 170(b)(1)(A)(ii). (Also complete Part V, page 5.)
- 7  A hospital or a cooperative hospital service organization. Section 170(b)(1)(A)(iii)
- 8  A federal, state, or local government or governmental unit. Section 170(b)(1)(A)(v)
- 9  A medical research organization operated in conjunction with a hospital. Section 170(b)(1)(A)(iii). Enter the hospital's name, city, and state ▶ \_\_\_\_\_
- 10  An organization operated for the benefit of a college or university owned or operated by a governmental unit. Section 170(b)(1)(A)(iv). (Also complete the **Support Schedule** in Part IV A.)
- 11a  An organization that normally receives a substantial part of its support from a governmental unit or from the general public. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV A.)
- 11b  A community trust. Section 170(b)(1)(A)(vi). (Also complete the **Support Schedule** in Part IV A.)
- 12  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 charitable, etc., 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). (Also complete the **Support Schedule** in Part IV A.)
- 13  An organization that is not controlled by any disqualified persons (other than foundation managers) and supports organizations described in (1) lines 5 through 12 above or (2) section 501(c)(4), (5) or (6), if they meet the test of section 509(a)(2). (See section 509(a)(3).)

Provide the following information about the supported organizations. (See instructions.)

(a) Name(s) of supported organization(s)	(b) Line number from above

- 14  An organization organized and operated to test for public safety. Section 509(a)(4). (See instructions.)

**Part IV-A Support Schedule** (Complete only if you checked a box on line 10, 11, or 12 *Use cash method of accounting*)

Note: You may use the worksheet in the instructions for converting from the accrual to the cash method of accounting

Calendar year (or fiscal year beginning in)	(a) 1999	(b) 1998	(c) 1997	(d) 1996	(e) Total
15 Gifts, grants, and contributions received (Do not include unusual grants. See line 28.)	38,749,256	31,460,250	29,269,678	18,429,500	117,908,684
16 Membership fees received	17,975,340	17,570,382	19,785,828	23,166,618	78,498,168
17 Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is not a business unrelated to the organization's charitable, etc., purpose	49,245,337	43,039,686	40,992,369	39,945,456	173,222,848
18 Gross income from interest, dividends, amounts received from payments on securities loans (Section 512(a)(5)), rents, royalties, and unrelated business taxable income (less Section 511 taxes) from businesses acquired by the organization after June 30, 1975	4,708,537	4,709,108	4,757,161	6,235,579	20,410,385
19 Net income from unrelated business activities not included in line 18					
20 Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					
21 The value of services or facilities furnished to the organization by a governmental unit without charge. Do not include the value of services or facilities generally furnished to the public without charge.					
22 Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets. <i>Sch 22</i>	569,708	1,716,707	785,999	318,395	3,390,809
23 Total of lines 15 through 22	111,248,178	98,496,133	95,591,035	88,095,548	393,430,894
24 Line 23 minus line 17	62,002,841	55,456,447	54,598,666	48,150,092	220,208,046
25 Enter 1% of line 23	1,112,482	984,961	955,910	880,955	
26 Organizations described on lines 10 or 11	a Enter 2% of amount in column (e), line 24				26a 4,404,161
	b Attach a list (which is not open to public inspection) showing the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 1996 through 1999 exceeded the amount shown in line 26a. Enter the sum of all these excess amounts.				26b
	c Total support for Section 509(a)(1) test. Enter line 24, column (e).				26c 220,208,046
	d Add Amounts from column (e) for lines	18 20,410,385	19		26d 23,801,194
		22 3,390,809	26b		26e 196,406,852
	e Public support (line 26c minus line 26d total)				26f 89.19%
	f Public support percentage (line 26e (numerator) divided by line 26c (denominator))				
27 Organizations described on line 12	a For amounts included in lines 15, 16, and 17 that were received from a 'disqualified person,' attach a list (which is not open to public inspection) to show the name of and total amounts received in each year from each 'disqualified person.' Enter the sum of such amounts for each year.				
	(1999)	(1998)	(1997)	(1996)	
	b For any amount included in line 17 that was received from a nondisqualified person, attach a list to show the name of and amount received for each year that was more than the larger of (1) the amount on line 25 for the year or (2) \$5,000. (Include in the list organizations described in lines 5 through 11, as well as individuals.) After computing the difference between the amount received and the larger amount described in (1) or (2), enter the sum of these differences (the excess amounts) for each year.				
	(1999)	(1998)	(1997)	(1996)	
	c Add Amounts from column (e) for lines	15	16		27c
	17	20	21		27d
	d Add Line 27a total and line 27b total				27e
	e Public support (line 27c total minus line 27d total)				
	f Total support for section 509(a)(2) test. Enter amount on line 23, column (e)				27f
	g Public support percentage (line 27e (numerator) divided by line 27f (denominator))				27g %
	h Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator))				27h %
28 Unusual Grants	For an organization described in line 10, 11, or 12 that received any unusual grants during 1996 through 1999, attach a list (which is not open to public inspection) for each year showing the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant. Do not include these grants in line 15. (See instructions.)				

**Part V Private School Questionnaire** (See instructions )  
 (To be completed Only by schools that checked the box on line 6 in Part IV)

		N/A	
		Yes	No
29	Does the organization have a racially nondiscriminatory policy toward students by statement in its charter bylaws, other governing instrument, or in a resolution of its governing body?		
30	Does the organization include a statement of its racially nondiscriminatory policy toward students in all its brochures, catalogues, and other written communications with the public dealing with student admissions, programs, and scholarships?		
31	Has the organization publicized its racially nondiscriminatory policy through newspaper or broadcast media during the period of solicitation for students or during the registration period if it has no solicitation program in a way that makes the policy known to all parts of the general community it serves? If 'Yes,' please describe if 'No ' please explain (If you need more space, attach a separate statement ) ----- ----- -----		
32	Does the organization maintain the following		
	a Records indicating the racial composition of the student body, faculty and administrative staff?		
	b Records documenting that scholarships and other financial assistance are awarded on a racially nondiscriminatory basis?		
	c Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?		
	d Copies of all material used by the organization or on its behalf to solicit contributions?  If you answered 'No' to any of the above, please explain (If you need more space, attach a separate statement ) ----- -----		
33	Does the organization discriminate by race in any way with respect to		
	a Students rights or privileges?		
	b Admissions policies?		
	c Employment of faculty or administrative staff?		
	d Scholarships or other financial assistance?		
	e Educational policies?		
	f Use of facilities?		
	g Athletic programs?		
	h Other extracurricular activities?  If you answered 'Yes' to any of the above, please explain (If you need more space, attach a separate statement ) ----- ----- -----		
34a	Does the organization receive any financial aid or assistance from a governmental agency?		
	b Has the organization's right to such aid ever been revoked or suspended? If you answered 'Yes' to either 34a or b, please explain using an attached statement		
35	Does the organization certify that it has complied with the applicable requirements of sections 4 01 through 4 05 of Rev Proc 75-50, 1975 2 C B 587 covering racial nondiscrimination? If 'No ' attach an explanation		

**Part VI-A Lobbying Expenditures by Electing Public Charities** (See instructions )  
 (To be completed **Only** by an eligible organization that filed Form 5768)

Check here  **a** if the organization belongs to an affiliated group  
 Check here  **b** if you checked 'a' above and 'limited control' provisions apply

<b>Limits on Lobbying Expenditures</b>		(a) Affiliated group totals	(b) To be completed for all electing organizations
(The term expenditures means amounts paid or incurred )			
<b>36</b>	Total lobbying expenditures to influence public opinion (grassroots lobbying)	<b>36</b>	59,341
<b>37</b>	Total lobbying expenditures to influence a legislative body (direct lobbying)	<b>37</b>	87,516
<b>38</b>	Total lobbying expenditures (add lines 36 and 37)	<b>38</b>	146,857
<b>39</b>	Other exempt purpose expenditures	<b>39</b>	110,101,654
<b>40</b>	Total exempt purpose expenditures (add lines 38 and 39)	<b>40</b>	110,248,511
<b>41</b>	Lobbying nontaxable amount Enter the amount from the following table-		
	<b>If the amount on line 40 is--</b>	<b>The lobbying nontaxable amount is--</b>	
	Not over \$500,000	20% of the amount on line 40	
	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>41</b>		<b>41</b>	1,000,000
<b>42</b>	Grassroots nontaxable amount (enter 25% of line 41)	<b>42</b>	250,000
<b>43</b>	Subtract line 42 from line 36 Enter -0 if line 42 is more than line 36	<b>43</b>	0
<b>44</b>	Subtract line 41 from line 38 Enter 0 if line 41 is more than line 38	<b>44</b>	0

**Caution** If there is an amount on either line 43 or line 44 you must file Form 4720

**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 instructions for lines 45 through 50 )

Calendar year (or fiscal year beginning in) ▶	Lobbying Expenditures During 4-Year Averaging Period				
	(a) 2000	(b) 1999	(c) 1998	(d) 1997	(e) Total
<b>45</b> Lobbying nontaxable amount	1,000,000	1,000,000	1,000,000	1,000,000	4,000,000
<b>46</b> Lobbying ceiling amount (150% of line 45(e))					6,000,000
<b>47</b> Total lobbying expenditures	146,857	309,179	193,420	252,570	902,026
<b>48</b> Grassroots non taxable amount	250,000	250,000	250,000	250,000	1,000,000
<b>49</b> Grassroots ceiling amount (150% of line 48(e))					1,500,000
<b>50</b> Grassroots lobbying expenditures	59,341	194,449	87,934	46,902	388,626

**Part VI-B Lobbying Activity by Nonelecting Public Charities**

(For reporting only by organizations that did not complete Part VI-A) (See instructions )

N/A

During the year did the organization attempt to influence national state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum through the use of

- a** Volunteers
- b** Paid staff or management (include compensation in expenses reported on lines through h )
- c** Media advertisements
- d** Mailings to members, legislators or the public
- e** Publications or published or broadcast statements
- f** Grants to other organizations for lobbying purposes
- g** Direct contact with legislators, their staffs government officials, or a legislative body
- h** Rallies demonstrations, seminars conventions, speeches lectures, or any other means
- i** Total lobbying expenditures (add lines c through h)

Yes	No	Amount

If 'Yes' to any of the above also attach a statement giving a detailed description of the lobbying activities



**Schedule B**  
**(Form 990 or 990-EZ)**

Department of the Treasury  
Internal Revenue Service

**Schedule of Contributors**

Supplementary information for line 1d of Form 990 or  
and line 1 of Form 990-EZ (see instructions)

OMB No 1545 0047

**2000**

Name of Organization

NATIONAL WILDLIFE FEDERATION

Employer Identification Number

53-0204616

Organization type (check one)— Section

501(c)( 3 ) ◀ (enter number),  527 or  
 4947(a)(1) nonexempt charitable trust

**A Section 501(c)(7), (8), or (10) organizations—** Check this box if the organization had no charitable contributors who contributed more than \$1 000 during the year (But see **General rule** below )

Enter here the total gifts received during the year for a religious, charitable, etc, purpose \$

**BAA For Paperwork Reduction Act Notice, see instructions for Form 990 and Form 990-EZ.**

Schedule B (Form 990 or 990 EZ) (2000)

Name of Organization

Employer Identification Number

NATIONAL WILDLIFE FEDERATION

53-0204616

**Part I** Contributors

(a) Number	(b) Name, address and ZIP code	(c) Aggregate contributions	(d) Type of contribution
1		\$ 4,194,000	Individual <input checked="" type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if a noncash contribution)
-----	-----	\$ -----	Individual <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if a noncash contribution)
-----	-----	\$ -----	Individual <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if a noncash contribution)
-----	-----	\$ -----	Individual <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if a noncash contribution)
-----	-----	\$ -----	Individual <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if a noncash contribution)
-----	-----	\$ -----	Individual <input type="checkbox"/> Payroll <input type="checkbox"/> Noncash <input type="checkbox"/> (Complete Part II if a noncash contribution)

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART I - LINE 8  
 GAIN OR LOSS FROM SALE OF ASSETS OTHER THAN INVENTORY

<u>ASSET SOLD</u>	<u>GROSS SALES PRICE</u>	<u>BOOK VALUE</u>	<u>GAIN(LOSS)</u>
Stocks and mutual funds	\$ 9,891,732	\$ 8,471,637	\$ 1,420,095
Furniture/Equipment	<u>89,474</u>	<u>90,746</u>	<u>(1,272)</u>
TOTAL	<u>\$ 9,981,206</u>	<u>\$ 8,562,383</u>	<u>\$ 1,418,823</u>

SCHEDULE 2

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART I, LINE 10  
SALES OF INVENTORY

GROSS SALES		\$ 49,479,577
NATURE EDUCATION MATERIALS	14,815,038	
SALES TAX	<u>289,501</u>	
TOTAL COST OF GOODS SOLD		<u>15,104,539</u>
GROSS PROFIT		<u><u>\$ 34,375,038</u></u>

SCHEDULE 3

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
PART I - LINE 20  
OTHER CHANGES IN NET ASSETS

UNREALIZED LOSS ON VALUATION OF INVESTMENTS	\$ (3,229,527)
ROUNDING	<u>2</u>
TOTAL	<u>\$ (3,229,525)</u>

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART 2, LINE 22  
 CONSERVATION ASSISTANCE

CONSERVATION & EDUCATIONAL GRANTS

<u>RECIPIENT</u>	<u>AMOUNT</u>
National Wildlife Federation Endowment, Inc	\$ 4,019,470
National Wildlife Productions, Inc	527,100
School and Backyard Habitats & Other Education	42,541
State Affiliate Grants	147,450
Regional Natural Resource Centers	47,013
Alaska Center For The Environment	20,000
Alaska Conservation Alliance	1,000
Alaska Wilderness League	2,500
American Bird Conservation	2,000
David Grimes/Coastal Coalition	25,000
Easter Seals Virginia	11,680
Eyak Preservation Council	21,493
Friends Of Blackwater	7,000
Fund For Public Interest	4,250
Great Smoky Mts at Treemont	2,780
Lower Columbia Fish Enhancement Project	5,000
Massachusetts Audubon	6,530
Michele Keck	1,738
Missouri Prairie Foundation	6,610
Planning & Conservation	5,000
Pronatura, A C	7,000
Salmon Protection & Watershed	6,700
San Bernadino National Forest	4,910
Save Our Wild Salmon	1,000
The Schuylkill Center	6,800
The Wilderness Institute, Inc	2,465
Turner Endangered Species Fund	5,000
Wildlife Management Institute	1,500
Willamette Resources & Educational Network	5,020
Wolf Recovery Project	1,000
	<hr/>
TOTAL FORM 990 - PART II , LINE 22 (Grants & Allocations)	<u>\$ 4,947,550</u>

## SCHEDULE 5

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART II, LINE 42  
 FORM 990 - PART IV, LINE 57  
 LAND, BUILDINGS & EQUIPMENT

<u>FIXED ASSETS</u>	<u>COST</u>	<u>DEPN &amp; AMORT FY 2001</u>	<u>ACCUM DEPN</u>	<u>NET BOOK VALUE</u>
Land Improvements	\$ 31,915	\$ 1,059	\$ 8,460	\$ 23,455
Buildings	15,680,234	193,218	758,630	14,921,604
Building Improvements	3,824,176	83,337	438,747	3,385,429
Eqpmt/Furniture/Vehicles	17,815,127	1,640,923	8,546,439	9,268,688
Construction In Progress	335,042	0	0	335,042
Land	4,455,553	0	0	4,455,553
Conservation Properties	<u>865,677</u>	<u>0</u>	<u>0</u>	<u>865,677</u>
Total Fixed Assets	<u>\$ 43,007,724</u>	<u>\$ 1,918,537</u>	<u>\$ 9,752,276</u>	<u>\$ 33,255,448</u>
 <u>INTANGIBLE ASSETS</u>				
Goodwill	3,050,000	214,000	214,000	2,836,000
Bond Issue Costs	<u>679,445</u>	<u>15,309</u>	<u>32,680</u>	<u>646,765</u>
Total Intangible Assets	<u>\$ 3,729,445</u>	<u>\$ 229,309</u>	<u>\$ 246,680</u>	<u>\$ 3,482,765</u>
Total Depreciation and Amortization		<u>\$ 2,147,846</u>		

SCHEDULE 6

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART II LINE 43  
 OTHER EXPENSES

	<u>TOTAL</u>	<u>PROGRAM SERVICES</u>	<u>MGMT &amp; GENERAL</u>	<u>FUND- RAISING</u>
Major program supplies	\$ 14,351,937	\$ 11,841,487	\$ 645,610	\$ 1,864,840
List rental services	3,271,408	2,901,739	288,865	80,804
Text editorial services	834,989	726,683	67,229	41,077
Photo rights and art work	1,340,775	1,189,267	118,391	33,117
Insurance	221,209	181,237	21,258	18,714
Conservation Awards	53,179	43,569	5,111	4,499
A/V Production costs	7,543	6,690	667	186
Consultants/service agreements	10,487,681	8,761,723	674,086	1,051,872
Other departmental expense	3,014,911	2,468,726	282,804	263,381
Other general operating expenses	74,550	61,078	7,165	6,307
<b>Total Other Expenses</b>	<b>\$ 33,658,182</b>	<b>\$ 28,182,199</b>	<b>\$ 2,111,186</b>	<b>\$ 3,364,797</b>

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART III  
PRIMARY EXEMPT PURPOSE

The mission of the National Wildlife Federation is to educate, inspire and assist individuals and organizations of diverse cultures to conserve wildlife and other natural resources while protecting the earth's environment to promote a peaceful, equitable and sustainable future

NWF focuses its efforts on species restoration, and protecting and restoring important land and water resources through a wide range of activist advocacy and litigation initiatives  
In addition, NWF educates people everywhere, providing the inspiration, understanding and skills needed to be good stewards of wildlife, wild places, and the environment

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART IV, LINE 51  
 OTHER NOTES & LOANS RECEIVABLE

DEPOSITS AND OTHER RECEIVABLES	\$ 92,108
MORTGAGES RECEIVABLE	<u>30,282</u>
TOTAL	<u>\$ 122,390</u>

MORTGAGES RECEIVABLE

Name Of Payor	Flavio & Yolanda Reyes
Interest Rate	9%
Due Date	May 2004
Frequency Of Payment	Monthly
Balance 8/31/01	\$ 5,395

Name Of Payor	Nadir Hasan
Interest Rate	8%
Due Date	January 2002
Frequency Of Payment	Monthly
Balance 8/31/01	\$ 16,079

Name Of Payor	Bernard & Patricia Long
Interest Rate	8%
Due Date	October 2006
Frequency Of Payment	Monthly
Balance 8/31/01	\$ 8,808

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART IV, LINE 54  
INVESTMENTS - SECURITIES

MUTUAL FUNDS	\$ 6,067,906
CORPORATE STOCKS	<u>5,262,600</u>
TOTAL	<u>\$ 11,330,506</u>

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART IV, LINE 58  
OTHER ASSETS

Remainder Interest Receivable	\$ 56,624
Charitable Gift Annuities	6,960,873
Charitable Gift Remainder Trusts	483,932
Prepaid Pension Plan	5,937,755
Investment in Subsidiary	1,488,127
Goodwill, Net Of Amortization	2,836,000
Unamortized Bond Costs	646,765
Escrowed Bond Funds	157,698
Interest In Perpetual Trust	<u>680,040</u>
Total Other Assets	<u>\$ 19,247,814</u>

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART IV, LINE 60  
ACCOUNTS PAYABLE & ACCRUED EXPENSES

ACCOUNTS PAYABLE & ACCRUAL	\$ 11,446,408
ACCRUED PAYROLL & RELATED COSTS	2,677,374
ACCRUED EXPENSES	<u>849,730</u>
TOTAL	<u><u>\$ 14,973,512</u></u>

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART IV, LINE 62  
DEFERRED REVENUE

MEMBERSHIP	\$ 2,722,775
PUBLICATIONS	9,893,434
UNALLOCATED RECEIPTS	91,113
RESTRICTED GRANTS	<u>56,624</u>
TOTAL	<u>\$ 12,763,946</u>

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART IV, LINE 64a & 64b  
 TAX-EXEMPT BOND LIABILITIES  
 OTHER NOTES PAYABLE

TAX-EXEMPT BOND LIABILITIES	
WINCHESTER BOND PAYABLE	\$ 9,040,000
HEADQUARTERS BOND PAYABLE	<u>19,324,878</u>
TOTAL TAX-EXEMPT BOND	<u>\$ 28,364,878</u>

OTHER NOTES PAYABLE

NOTES PAYABLE	\$ 1,992,763
LINE OF CREDIT	<u>8,000,000</u>
	<u>\$ 9,992,763</u>

WINCHESTER BOND PAYABLE

Issuing Authority	Industrial Development Authority of the County of Frederick , Virginia & Winchester Wildlife Trust
Interest Rate	Variable -
Due Date	30 Years
Frequency Of Payment	Monthly
Issue Date	June 14, 1996
Purpose Of Issue	Warehouse Expansion
Original Amount Of Issue	\$ 9,810,000
Project Completion Date	August 1997
Unexpended proceeds	None

HEADQUARTERS BOND PAYABLE

Issuing Authority	Fairfax County, Virginia Economic Development Authority
Interest Rate	Average Coupon Rate of 5.28%
Due Date	Through 2029
Frequency Of Payment	Annual
Issue Date	June 24, 1999
Purpose Of Issue	Building Project
Original Amount Of Issue	\$ 19,500,000
Project Completion Date	February 2001
Unexpended proceeds	None

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART IV, LINE 65  
OTHER LIABILITIES

ANNUITY RESERVES	\$ 4,291,608
RETIREMENT BENEFITS RESERVE	<u>3,033,526</u>
TOTAL	<u><u>\$ 7,325,134</u></u>

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART IV - A & B

Reconciliation of Revenue (Part IV - A)

Other Subtractions - Line d (2)

Cost of Goods Sold	<u>\$ (15,104,539)</u>
--------------------	------------------------

Reconciliation of Expenses (Part IV - B)

Other Additions - Line b (4)

Cost of Goods Sold	\$ 15,104,539
Rounding	<u>3</u>
Total	<u>\$ 15,104,542</u>

NATIONAL WILDLIFE FEDERATION  
BOARD OF DIRECTORS

The Chair, the Vice Chairs and the Regional Directors are elected by Affiliate Representatives. Additional (At-Large) Directors are elected by the Board. Terms: Chair - 1 year, all others - 3 years, with the exception of Ex-officio directors. All Directors serve without compensation. Travel expenses are reimbursed for actual expenses incurred.

CHAIR AND VICE CHAIRS

Bryan Pritchett, Chair  
5305 S Youngfield Ct  
Littleton, CO 80127

Edward Clark, Jr., Vice Chair  
c/o Wildlife Center of Va  
P O Box 1557  
Waynesboro, Va 22980

Rebecca L Scheibelhut, Vice Chair  
14789 Day Road  
Mishawaka, IN 46545

Richard J Baldes, Vice Chair  
P O Box 1564  
Lander, WY 82520

DIRECTORS - EX-OFFICIO

Paula Del Giudice, Immediate Past Chair  
6633 Hyde Avenue  
Las Vegas, NV 89107

Gerald R Barber, Past Chair  
344 Hwy 51, #6  
Ridgeland, MS 39157

DIRECTORS

Stephen E Petron  
26 Sharon Rd  
Windham, NH 03087

Stephen K. Allinger  
263 South Main Ave  
Albany, NY 12208

Daniel Deeb  
200 East Main Street #800  
Fort Wayne, IN 46802

Charles Olmsted  
Environmental Studies Program  
University of Northern Colorado  
Greeley, CO 80639

Kenneth Driggers  
Palmetto Conservation Foundation  
1314 Lincoln Street Suite 213  
Columbia SC 29201

Harmon I Shade  
P O Box 1372  
Isle of Palms SC 29451

Spencer Tomb  
5321 Thompson  
Manhattan, KS 66502

Stephen J O'Hara  
One Independent Drive Suite 1601  
Jacksonville FL 32202

Faith Gemmill  
122 First Avenue, #524  
Fairbanks, Alaska 99701

Dr Earl B Matthew  
2001 Bay Avenue  
Rockport, TX 78382

Thea Levkovitz  
1925 W Beaver Lake Drive SE  
Issaquah WA 98029

Steven L. Montgomery  
94-601 Palani St  
Waipahu HI 96797

James Martin  
15775 S Galchmist Road  
Mulino, OR 97042

Rodolfo Ogarno  
Campos Eliseos #400 L-1 P B  
Col Lomas de Chapultepec  
11000 Mexico D F

Gail C Seibel  
728 West Main Street  
Jefferson City, MO 65101

Thomas Gonzales  
3645 W 112th Ave  
Westminster CO 80030

Mary C Harns  
1530 Wilson Blvd, Suite 900  
Arlington Va 22209

Lyster Conss  
145 N Centennial Way, Suite 108  
Mesa AZ 85201

Jerome C Ringo  
Progressive Resources Inc  
P O Box 178  
Lake Charles LA 70602

John S Rainey  
P O Box 2626  
Columbia, SC 29202

Craig Thompson  
PO Box 428  
Rock Springs, WY 82902

James Baldock  
1501 Michigan Avenue  
Waukesha, WI 53186

NOTE: Directors serve without compensation.

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART VI, LINE 80b  
 RELATED ORGANIZATIONS

	<u>EXEMPT</u>	<u>NON- EXEMPT</u>
National Wildlife Federation Endowment, Inc 11100 Wildlife Center Drive Reston, Virginia 20190-5362	X	
National Wildlife Productions, Inc 11100 Wildlife Center Drive Reston, Virginia 20190-5362	X	
National Wildlife Action 11100 Wildlife Center Drive Reston, Virginia 20190-5362	X	
eNature.com, Inc 1045 Sansome Street, Suite 304 San Francisco, California 94111		X

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART VI, LINE 90a  
STATES IN WHICH 990 IS FILED

ARIZONA	MAINE	OHIO
ARKANSAS	MARYLAND	OKLAHOMA
CALIFORNIA	MASSACHUSETTS	OREGON
COLORADO	MICHIGAN	PENNSYLVANIA
CONNECTICUT	MINNESOTA	RHODE ISLAND
DISTRICT OF COLUMBIA	NEBRASKA	SOUTH CAROLINA
FLORIDA	NEVADA	UTAH
GEORGIA	NEW HAMPSHIRE	TENNESSEE
HAWAII	NEW JERSEY	TEXAS
ILLINOIS	NEW MEXICO -	VIRGINIA
KANSAS	NEW YORK	WEST VIRGINIA
KENTUCKY	NORTH CAROLINA	WASHINGTON
LOUISIANA	NORTH DAKOTA	WISCONSIN

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990, PART VII, Line 103  
 Other Revenue

	<u>Unrelated Business Income</u>		<u>Excluded by Section 512,513 or 514</u>		<u>Related or Exempt Function Income</u>
	<u>Code</u>	<u>Amount</u>	<u>Code</u>	<u>Amount</u>	
Advertising	511120	289,031			
List Royalties			13	872,339	
Other Royalties	524298	4,545	15	1,749,873	
Honorarium					24,559
Litigation Fees					24,826
Affiliate Fees					1,483
Reimbursements					71,027
Other					123,010
		<hr/>		<hr/>	<hr/>
Total		<u>293,576</u>		<u>2,622,212</u>	<u>244,905</u>

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
FORM 990 - PART VIII  
RELATED BUSINESS ACTIVITIES

For purposes of Part VIII of this return as well as Internal Revenue Code Section 6661 and Revenue Ruling 69-247, 1969-1 C B 303, we submit the following statement of "business activities" of the National Wildlife Federation ( the "Federation") undertaken during the period covered by this report

Line 93(a) Registration Fees for Summits

The collection of registration fees for the Federation's summit programs amounted to gross revenues of \$231,340 for the period covered by this return NWF sponsors Naturelink Family Summits for adults and families each summer with the objective of educating and increasing the awareness of the participants regarding wildlife and conservation

Line 93(b) Summit Activities

The collection of activity fees at the Federation's summit programs amounted to gross revenues of \$11,788 for the period covered by this return These activities allow individuals and families to experience nature and conservation activities first hand

Line 93(c) Outdoor Education Activities

The collection of fees for the Federation's outdoor education programs amounted to gross revenues of \$69,580 for the period covered by this return The program encourages homeowners, teachers, and community leaders to plan their landscape with the needs of wildlife in mind Today, with over 23,000 sites certified in the program, NWF provides information and assistance not only to homeowners, but also to schools, businesses, and community groups that are interested in creating wildlife and environmentally friendly landscapes

Line 94 Membership Fees

The collection of membership dues during the period covered by this report accounted for \$19,395,328 of revenue Dues payments by members are made to provide support for the Federation's activities Members of the National Wildlife Federation receive the organization's conservation education magazines as a membership benefit

Line 102 Educational and Nature-related Materials

The educational and nature-related materials sold by the National Wildlife Federation include stationery items, audio materials, books, juvenile games and toys as well as a line of nature-related gift items such as desk accessories, serving items, T-shirts and sweatshirts These materials have various wildlife and conservation themes and are decorated with accurately depicted wildlife species, where appropriate These items are generally accompanied by descriptive literature concerning the depicted species as well as literature pertaining to the organization and its programs

NATIONAL WILDLIFE FEDERATION  
 EIN 53-0204616  
 FORM 990 - PART VIII  
 RELATED BUSINESS ACTIVITIES  
 (NOT REPORTED ON FORM 990-T)

The sale of these educational and nature-related materials by the National Wildlife Federation to its members and those being solicited for membership materially contributes to the accomplishment of the Federation's exempt purpose. All of the educational and nature-related materials sold by the Federation are selected and produced with the objectives of furthering the education of the general public regarding conservation matters and the wise use of natural resources, and stimulating and enhancing an awareness, interest and appreciation of wildlife and other natural resources.

The National Office Technical Advice Memorandum issued by the Internal Revenue Service (IRS Letter Ruling 81-07006) on October 30, 1980, concluded that the sale of the educational and nature-related items described above was related to the Federation's education purposes and did not constitute an unrelated trade or business within the meaning of the Code.

The sale of educational and nature-related materials resulted in net sales of \$34,450,359 for the period covered by this return.

Line 103 Other

The total of \$244,905 in the other category is composed of the following:

Honorariums - Revenue received by speakers within NWF from outside groups for speaking about environmental concerns at an event	\$ 24,559
Litigation Fees - Damage awards or settlements help offset the cost of environmental lawsuits	24,826
Affiliate Fees - Annual dues for affiliate organizations makes NWF programs available to a wider range of people	1,483
Refunds and Reimbursements - Offset of expenses recorded in prior years	71,027
Miscellaneous Revenue - other income related to exempt purpose	<u>123,010</u>
Total	<u><u>\$244,905</u></u>

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
SCHEDULE A - PART III, LINE 4b

**ENVIRONMENTAL PUBLICATION AWARDS**

Selection of the Environmental Publication Award recipients is based on the following criteria

- 1 Clarity and conciseness of the publication
- 2 Originality and intellectual rigor of the research
- 3 Relevance of the article to NWF interests and programs
- 4 Satisfactory recommendations from faculty
- 5 Significance of the publication to science

**CAMPERSHIP SCHOLARSHIP AWARDS**

The selection of Campership Scholarship Award recipients is done by social service agencies, appropriate civic organizations or an organization specified by the donor. Campership recipients come from inner city areas in major metropolitan areas around the camp or from cities specified by the donor. Youths selected must be financially in need and unable to attend camp on their own.

**CAMPUS ECOLOGY® FELLOWSHIP PROGRAM**

**Eligibility**

Graduate and undergraduate students from any college or university in the United States may apply. Applicants need not be environmental studies majors. Current and former employees of National Wildlife Federation are ineligible to apply. Former NWF interns are eligible to apply following one year from their final work date.

**Selection Criteria**

All Fellowship proposals will be evaluated on how well they meet the following goals

- Demonstrating measurable improvement on the campus and in the surrounding community
- Engaging staff, faculty, administrators and/or students
- Building commitment to institutionalize and maintain the project
- Educating the campus and broader community, including K-12 schools, about the project  
(e.g. Powerpoint presentation, campus-organized workshop or Campus Ecology Training Clinic, website releases to local and campus newspapers)
- Securing matching funds or other financial support from your campus or another source
- Arranging academic credit for successful completion of the project, as an independent study or integration of Fellowship project into course curricula
- Serving as a model for the national campus greening movement

Strong candidates will demonstrate the following attributes

- Commitment to advancing environmental initiatives on academic, personal, and professional levels
- Creative thinking to engage non-traditional stakeholders
- Strong communication skills to build diverse coalitions
- Initiative to overcome barriers and seek alternative avenues of project advancement when necessary
- Proactive research and outreach to ensure project will successfully achieve the above

NATIONAL WILDLIFE FEDERATION  
EIN 53-0204616  
SCHEDULE A - PART IV-A, LINE 22  
OTHER INCOME

DISCOUNTS	\$	416,156
HONORARIUM		22,308
LITIGATION FEES		39,534
AFFILIATE FEES		1,554
IN-HOUSE PRINTING		17,033
MISCELLANEOUS REVENUE		<u>73,123</u>
TOTAL	\$	<u><u>569,708</u></u>