

Return of Organization Exempt from Income Tax

2003

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

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 2003 calendar year, or tax year beginning Sep 1, 2003, and ending Aug 31, 2004

- B Check if applicable: Address change, Name change, Initial return, Final return, Amended return, Application pending

C Name of organization: NATIONAL WILDLIFE FEDERATION
Number and 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 + 4: RESTON VA 20190-5362

D Employer Identification Number: 53-0204616
E Telephone number: (703) 438-6000
F Accounting method: [ ] Cash [X] Accrual [ ] Other (specify)

Section 501(c)(3) organizations and 4947(a)(1) nonexempt charitable trusts must attach a completed Schedule A (Form 990 or 990-EZ).

H and I are not applicable to section 527 organizations
H (a) Is this a group return for affiliates? [ ] Yes [X] No
H (b) If 'Yes,' enter number of affiliates
H (c) Are all affiliates included? [ ] Yes [ ] No
H (d) Is this a separate return filed by an organization covered by a group ruling? [ ] Yes [X] No
I Group Exemption Number: N/A
M Check [ ] if the organization is not required to attach Schedule B (Form 990, 990-EZ, or 990-PF)

G Web site: www.nwf.org

J Organization type (check only one): [X] 501(c) 3 (insert no) [ ] 4947(a)(1) or [ ] 527

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.

L Gross receipts Add lines 6b, 8b, 9b, and 10b to line 12: 120,238,412.

Part I Revenue, Expenses, and Changes in Net Assets or Fund Balances (See Instructions)

Table with 12 columns: Line number, Description, Sub-column (a, b, c), Amount, Total column (d, 1d, 2, 3, 4, 5, 6c, 7, 8d, 9c, 10c, 11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21). Rows include Contributions, Program service revenue, Membership dues, Interest on savings, Dividends, Gross rents, Other investment income, Special events, Gross sales of inventory, and Total revenue/expenses.

SCANNED MAY 11 2005

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**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
<b>22</b> Grants and allocations (att sch) <b>Schedule 4</b> (cash \$ <u>1,484,964</u> non-cash \$ _____)	<b>22</b> 1,484,964.	1,484,964.		
<b>23</b> Specific assistance to individuals (att sch)	<b>23</b>			
<b>24</b> Benefits paid to or for members (att sch)	<b>24</b>			
<b>25</b> Compensation of officers, directors, etc	<b>25</b> 1,232,010.	902,940.	235,314.	93,756.
<b>26</b> Other salaries and wages	<b>26</b> 24,272,972.	17,789,662.	4,636,137.	1,847,173.
<b>27</b> Pension plan contributions	<b>27</b> 2,032,001.	1,489,253.	388,112.	154,636.
<b>28</b> Other employee benefits	<b>28</b> 3,921,428.	2,874,015.	748,991.	298,422.
<b>29</b> Payroll taxes	<b>29</b> 2,093,499.	1,534,325.	399,859.	159,315.
<b>30</b> Professional fundraising fees	<b>30</b> 867,196.			867,196.
<b>31</b> Accounting fees	<b>31</b> 123,696.	85,894.	10,774.	27,028.
<b>32</b> Legal fees	<b>32</b> 207,800.	146,842.	19,387.	41,571.
<b>33</b> Supplies	<b>33</b> 257,313.	199,999.	32,519.	24,795.
<b>34</b> Telephone	<b>34</b> 1,217,744.	1,044,494.	107,992.	65,258.
<b>35</b> Postage and shipping	<b>35</b> 20,396,583.	18,728,142.	287,592.	1,380,849.
<b>36</b> Occupancy	<b>36</b> 1,698,071.	1,448,667.	154,313.	95,091.
<b>37</b> Equipment rental and maintenance	<b>37</b> 1,044,429.	915,965.	83,032.	45,432.
<b>38</b> Printing and publications	<b>38</b> 8,141,003.	7,519,030.	94,436.	527,537.
<b>39</b> Travel	<b>39</b> 1,535,103.	1,112,181.	282,613.	140,309.
<b>40</b> Conferences, conventions, and meetings	<b>40</b> 686,599.	545,889.	80,120.	60,590.
<b>41</b> Interest <b>Schedule 5</b>	<b>41</b> 1,092,330.	846,774.	139,818.	105,738.
<b>42</b> Depreciation, depletion, etc (attach schedule)	<b>42</b> 1,914,068.	1,678,638.	152,169.	83,261.
<b>43</b> Other expenses not covered above (itemize)				
<b>a</b> <b>Schedule 6</b> -----	<b>43a</b> 29,861,654.	25,162,681.	1,734,279.	2,964,694.
<b>b</b> -----	<b>43b</b>			
<b>c</b> -----	<b>43c</b>			
<b>d</b> -----	<b>43d</b>			
<b>e</b> -----	<b>43e</b>			
<b>44</b> Total functional expenses (add lines 22 - 43) Organizations completing columns (B) - (D), carry these totals to lines 13 - 15	<b>44</b> 104,080,463.	85,510,355.	9,587,457.	8,982,651.

**Joint Costs.** Check  if you are following SOP 98-2  
 Are any joint costs from a combined educational campaign and fundraising solicitation reported in (B) Program services?  Yes  No  
 If 'Yes,' enter (i) the aggregate amount of these joint costs \$ 16,517,535., (ii) the amount allocated to Program services \$ 10,565,778., (iii) the amount allocated to Management and general \$ 758,676., and (iv) the amount allocated to Fundraising \$ 5,193,081.

**Part III Statement of Program Service Accomplishments**

What is the organization's primary exempt purpose? <b>Conservation &amp; education - See schedule 7</b>	Program Service Expenses (Required for 501(c)(3) and (4) organizations and 4947(a)(1) trusts, but optional for others)
<b>a</b> 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 \$ <u>1,484,964.</u> )	24,020,390.
<b>b</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 \$ <u>0.</u> )	33,020,648.
<b>c</b> Conservation and advocacy programs. Scientific and policy research, public education on environmental policy issues and legal actions to enforce environmental laws. (Grants and allocations \$ <u>0.</u> )	14,518,218.
<b>d</b> Membership education programs. Provide supporters with the information and inspiration to make a difference in their own backyards and communities. (Grants and allocations \$ <u>0.</u> )	13,951,099.
<b>e</b> Other program services (Grants and allocations \$ _____)	
<b>f</b> Total of Program Service Expenses (should equal line 44, column (B), Program services)	85,510,355.

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

<b>Note:</b> 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
<b>ASSETS</b>	<b>45</b> Cash – non-interest-bearing	-93,279.	<b>45</b>	346,224.
	<b>46</b> Savings and temporary cash investments	920,256.	<b>46</b>	69,022.
	<b>47a</b> Accounts receivable	2,302,294.		
	<b>b</b> Less: allowance for doubtful accounts	210,721.	1,845,501.	<b>47c</b> 2,091,573.
	<b>48a</b> Pledges receivable	8,823,065.		
	<b>b</b> Less: allowance for doubtful accounts		9,065,130.	<b>48c</b> 8,823,065.
	<b>49</b> Grants receivable	2,786,768.	<b>49</b>	2,715,135.
	<b>50</b> Receivables from officers, directors, trustees, and key employees (attach schedule)			<b>50</b>
	<b>51a</b> Other notes & loans receivable (attach sch) Schedule 8	172,911.		
	<b>b</b> Less: allowance for doubtful accounts		242,637.	<b>51c</b> 172,911.
	<b>52</b> Inventories for sale or use	5,607,635.	<b>52</b>	6,554,637.
	<b>53</b> Prepaid expenses and deferred charges	6,340,317.	<b>53</b>	7,279,297.
	<b>54</b> Investments – securities (attach schedule) Schedule 9 <input type="checkbox"/> Cost <input checked="" type="checkbox"/> FMV	5,220,056.	<b>54</b>	2,630,277.
	<b>55a</b> Investments – land, buildings, & equipment basis			
	<b>b</b> Less: accumulated depreciation (attach schedule)			<b>55c</b>
	<b>56</b> Investments – other (attach schedule)			<b>56</b>
	<b>57a</b> Land, buildings, and equipment basis	42,951,516.		
	<b>b</b> Less: accumulated depreciation (attach schedule) Schedule 5	14,912,793.	29,701,313.	<b>57c</b> 28,038,723.
	<b>58</b> Other assets (describe ▶ Schedule 10 )	16,125,482.	<b>58</b>	17,486,595.
<b>59 Total assets</b> (add lines 45 through 58) (must equal line 74)	77,761,816.	<b>59</b>	76,207,459.	
<b>LIABILITIES</b>	<b>60</b> Accounts payable and accrued expenses	14,506,075.	<b>60</b>	16,265,559.
	<b>61</b> Grants payable		<b>61</b>	
	<b>62</b> Deferred revenue	12,744,025.	<b>62</b>	12,393,743.
	<b>63</b> Loans from officers, directors, trustees, and key employees (attach schedule)		<b>63</b>	
	<b>64a</b> Tax-exempt bond liabilities (attach schedule) Schedule 11	27,356,135.	<b>64a</b>	26,601,499.
	<b>b</b> Mortgages and other notes payable (attach schedule) Schedule 11	5,396,084.	<b>64b</b>	5,005,469.
	<b>65</b> Other liabilities (describe ▶ Schedule 12 )	11,012,805.	<b>65</b>	12,385,948.
<b>66 Total liabilities</b> (add lines 60 through 65)	71,015,124.	<b>66</b>	72,652,218.	
<b>NET ASSETS OR FUND BALANCES</b>	<b>Organizations that follow SFAS 117, check here ▶</b> <input checked="" type="checkbox"/> and complete lines 67 through 69 and lines 73 and 74			
	<b>67</b> Unrestricted	-15,368,160.	<b>67</b>	-16,063,240.
	<b>68</b> Temporarily restricted	20,297,118.	<b>68</b>	17,134,262.
	<b>69</b> Permanently restricted	1,817,734.	<b>69</b>	2,484,219.
	<b>Organizations that do not follow SFAS 117, check here▶</b> <input type="checkbox"/> and complete lines 70 through 74			
	<b>70</b> Capital stock, trust principal, or current funds		<b>70</b>	
	<b>71</b> Paid-in or capital surplus, or land, building, and equipment fund		<b>71</b>	
	<b>72</b> Retained earnings, endowment, accumulated income, or other funds		<b>72</b>	
	<b>73 Total net assets or fund balances</b> (add lines 67 through 69 or lines 70 through 72, column (A) must equal line 19, column (B) must equal line 21)	6,746,692.	<b>73</b>	3,555,241.
	<b>74 Total liabilities and net assets/fund balances</b> (add lines 66 and 73)	77,761,816.	<b>74</b>	76,207,459.

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>	123,503,542.
<b>b</b>	Amounts included on line <b>a</b> but not on line 12, Form 990		
(1)	Net unrealized gains on investments \$ 147,596.		
(2)	Donated services and use of facilities \$		
(3)	Recoveries of prior year grants \$		
(4)	Other (specify) <u>Schedule 13</u> \$ 26,851,628.		
	Add amounts on lines (1) through (4)	<b>b</b>	26,999,224.
<b>c</b>	Line <b>a</b> minus line <b>b</b>	<b>c</b>	96,504,318.
<b>d</b>	Amounts included on line 12, Form 990 but not on line <b>a</b> :		
(1)	Investment expenses not included on line 6b, Form 990 \$		
(2)	Other (specify) <u>Schedule 13</u> \$ 4,030,000.		
	Add amounts on lines (1) and (2)	<b>d</b>	4,030,000.
<b>e</b>	Total revenue per line 12, Form 990 (line <b>c</b> plus line <b>d</b> )	<b>e</b>	100,534,318.

<b>a</b>	Total expenses and losses per audited financial statements	<b>a</b>	123,481,356.
<b>b</b>	Amounts included on line <b>a</b> 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) <u>Schedule 14</u> \$ 20,135,724.		
	Add amounts on lines (1) through (4)	<b>b</b>	20,135,724.
<b>c</b>	Line <b>a</b> minus line <b>b</b>	<b>c</b>	103,345,632.
<b>d</b>	Amounts included on line 17, Form 990 but not on line <b>a</b> :		
(1)	Investment expenses not included on line 6b, Form 990 \$		
(2)	Other (specify) <u>Schedule 14</u> \$ 734,831.		
	Add amounts on lines (1) and (2)	<b>d</b>	734,831.
<b>e</b>	Total expenses per line 17, Form 990 (line <b>c</b> plus line <b>d</b> )	<b>e</b>	104,080,463.

**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	Former President 0	472,829.	4,309.	86.
Larry J. Schweiger Reston, VA	President 40	148,101.	3,709.	258.
Lawrence J. Amon Reston, VA	Acting President 40	256,997.	18,346.	1,736.
Eileen M. Johnson Reston, VA	Secretary 40	154,605.	15,251.	170.
Dulce Gomez-Zormelo Reston, VA	Treasurer 40	104,022.	13,214.	380.
Schedule 15		95,456.	12,433.	385.

**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 instructions)		Yes	No
76	Did the organization engage in any activity not previously reported to the IRS? If 'Yes,' attach a detailed description of each activity		X
77	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		X
78a	Did the organization have unrelated business gross income of \$1,000 or more during the year covered by this return?	X	
78b	If 'Yes,' has it filed a tax return or Form 990-T for this year?	X	
79	Was there a liquidation, dissolution, termination, or substantial contraction during the year? If 'Yes,' attach a statement		X
80a	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?	X	
b If 'Yes,' enter the name of the organization <u>Schedule 16</u> and check whether it is <input type="checkbox"/> exempt or <input type="checkbox"/> nonexempt			
81a	Enter direct and indirect political expenditures See line 81 instructions <u>81a</u> 0.		
81b	Did the organization file Form 1120-POL for this year?		X
82a	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?		X
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 in Part III) <u>82b</u>			
83a	Did the organization comply with the public inspection requirements for returns and exemption applications?	X	
83b	Did the organization comply with the disclosure requirements relating to quid pro quo contributions?	X	
84a	Did the organization solicit any contributions or gifts that were not tax deductible?	N/A	
b If 'Yes,' did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		N/A	
85	501(c)(4), (5), or (6) organizations a Were substantially all dues nondeductible by members?	N/A	
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		N/A	
c Dues, assessments, and similar amounts from members <u>85c</u> N/A			
d Section 162(e) lobbying and political expenditures <u>85d</u> N/A			
e Aggregate nondeductible amount of section 6033(e)(1)(A) dues notices <u>85e</u> N/A			
f Taxable amount of lobbying and political expenditures (line 85d less 85e) <u>85f</u> N/A			
85g	Does the organization elect to pay the section 6033(e) tax on the amount on line 85f?	N/A	
h If section 6033(e)(1)(A) dues notices were sent, does the organization agree to add the amount on line 85f to its reasonable estimate of dues allocable to nondeductible lobbying and political expenditures for the following tax year?		N/A	
86	501(c)(7) organizations Enter a Initiation fees and capital contributions included on line 12 <u>86a</u> N/A		
b Gross receipts, included on line 12, for public use of club facilities <u>86b</u> N/A			
87	501(c)(12) organizations Enter a Gross income from members or shareholders <u>87a</u> N/A		
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them) <u>87b</u> N/A			
88	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	X	
89a	501(c)(3) organizations Enter Amount of tax imposed on the organization during the year under: section 4911 <u>N/A</u> , section 4912 <u>N/A</u> , section 4955 <u>N/A</u>		
b 501(c)(3) and 501(c)(4) organizations 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 <u>89b</u> X			
c Enter Amount of tax imposed on the organization managers or disqualified persons during the year under sections 4912, 4955, and 4958 <u>0.</u>			
d Enter Amount of tax on line 89c, above, reimbursed by the organization <u>0.</u>			
90a	List the states with which a copy of this return is filed <u>Schedule 17</u>		
b Number of employees employed in the pay period that includes March 12, 2003 (See instructions) <u>90b</u> 688			
91	The books are in care of <u>Dulce Gomez-Zormelo</u> Telephone number <u>(703) 438-6000</u> Located at <u>11100 Wildlife Center Drive, Reston VA</u> ZIP + 4 <u>20190-5362</u>		
92	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>		

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

**Note:** Enter gross amounts unless otherwise indicated

	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	
<b>93</b> Program service revenue					
<b>a</b> Registration Fees					322,361.
<b>b</b> Summit Activities					24,687.
<b>c</b> Training Fees					5,000.
<b>d</b>					
<b>e</b>					
<b>f</b> Medicare/Medicaid payments					
<b>g</b> Fees & contracts from government agencies					
<b>94</b> Membership dues and assessments					20,235,834.
<b>95</b> Interest on savings & temporary cash invmnts			14	3,455.	
<b>96</b> Dividends & interest from securities			14	87,189.	
<b>97</b> Net rental income or (loss) from real estate					
<b>a</b> debt-financed property					
<b>b</b> not debt-financed property			16	68,724.	
<b>98</b> Net rental income or (loss) from pers prop					
<b>99</b> Other investment income					
<b>100</b> Gain or (loss) from sales of assets other than inventory			18	234,427.	
<b>101</b> Net income or (loss) from special events					
<b>102</b> Gross profit or (loss) from sales of inventory					31,636,368.
<b>103</b> Other revenue <b>a</b>					
<b>b</b>					
<b>c</b> Schedule 18	Sch 18	308,755.	Sch 18	2,824,948.	132,088.
<b>d</b>					
<b>e</b>					
<b>104</b> Subtotal (add columns (B), (D), and (E))		308,755.		3,218,743.	52,356,338.
<b>105 Total</b> (add line 104, columns (B), (D), and (E))					55,883,836.

**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 19

**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, LLC	100.0000 %	Nature related web site	-674,140.	347,659.
	%			
	%			
	%			

**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
- Note:** If 'Yes' to (b), file Form 8870 and Form 4720 (see instructions)

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

Please **► Dulce Gomez-Zornelo**

Date  
4/15/05

Date Check if Preparer's SSN or PTIN (see General Instruction W)

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

**Organization Exempt Under**  
**Section 501(c)(3)**

OMB No 1545 0047

**(Except Private Foundation) and Section 501(e), 501(f), 501(k),**  
**501(n), or Section 4947(a)(1) Nonexempt Charitable Trust**

**2003**

Department of the Treasury  
Internal Revenue Service

► **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 and deferred compensation	(e) Expense account and other allowances
<u>Carole Fox</u> Reston, VA	Sr Director, Operations 40	157,997.	12,090.	683.
<u>Jamie Matyas</u> Reston, VA	VP, Internet & Cause Marketing 40	152,116.	14,804.	81.
<u>Wayne Schmidt</u> Reston, VA	Sr Dr., Program Communications 40	143,872.	14,405.	413.
<u>Robert Ertter</u> Reston, VA	VP - Human Resources 40	132,734.	14,188.	550.
<u>Dan Chu</u> Reston, VA	Sr VP Affiliate & Volunteer Le 40	128,908.	14,256.	95.
Total number of other employees paid over \$50,000	► 173			

**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
<u>Donor Services Group</u> 11500 W. Olympic Blvd. #540, Los Angeles, CA 90064	Professional Fundraiser	520,715.
<u>Share Group, Inc.</u> 99 Dover Street, Somerville, MA 02144	Professional Fundraiser	344,017.
<u>Ernst &amp; Young LLP</u> 8484 Westpark Drive, McLean, VA 22102	Accounting & Auditing	172,000.
<u>Thomas Dougherty</u> 2973 Zachary Drive, Loveland, CO 80537	Executive Search Consultant	123,200.
<u>Hunton &amp; Williams</u> 200 Park Avenue, New York, NY 10166	Legal	80,670.
Total number of others receiving over \$50,000 for professional services	► 4	

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

Schedule A (Form 990 or 990-EZ) 2003

**Part III Statements About Activities** (See instructions.)

	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>182,282.</u> (Must equal amounts on line 38, Part VI-A, or line i of Part VI-B) 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-B AND attach a statement giving a detailed description of the lobbying activities.	X	
<b>2</b> During the year, has the organization, either directly or indirectly, engaged in any of the following acts with any substantial contributors, trustees, directors, officers, creators, key employees, or members of their families, or with any taxable organization with which any such person is affiliated as an officer, director, trustee, majority owner, or principal beneficiary? (If the answer to any question is 'Yes,' attach a detailed statement explaining the transactions.)		
<b>a</b> Sale, exchange, or leasing of property?		X
<b>b</b> Lending of money or other extension of credit?		X
<b>c</b> Furnishing of goods, services, or facilities?		X
<b>d</b> Payment of compensation (or payment or reimbursement of expenses if more than \$1,000)?	X	
<b>e</b> Transfer of any part of its income or assets?		X
<b>3a</b> Do you make grants for scholarships, fellowships, student loans, etc? (If 'Yes,' attach an explanation of how you determine that recipients qualify to receive payments)	X	
<b>3b</b> Do you have a section 403(b) annuity plan for your employees?	X	
<b>4</b> Did you maintain any separate account for participating donors where donors have the right to provide advice on the use or distribution of funds?		X

**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.)
- 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) 2002	(b) 2001	(c) 2000	(d) 1999	(e) Total
<b>15</b> Gifts, grants, and contributions received. (Do not include unusual grants. See line 28)	43,523,225.	48,486,411.	41,168,204.	38,749,256.	171,927,096.
<b>16</b> Membership fees received	20,201,914.	24,130,887.	18,832,093.	17,975,340.	81,140,234.
<b>17</b> Gross receipts from admissions, merchandise sold or services performed, or furnishing of facilities in any activity that is related to the organization's charitable, etc. purpose	51,542,478.	49,215,732.	49,114,402.	49,245,337.	199,117,949.
<b>18</b> 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	3,496,656.	3,520,692.	3,761,354.	4,708,537.	15,487,239.
<b>19</b> Net income from unrelated business activities not included in line 18					
<b>20</b> Tax revenues levied for the organization's benefit and either paid to it or expended on its behalf					
<b>21</b> 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.					
<b>22</b> Other income. Attach a schedule. Do not include gain or (loss) from sale of capital assets. Schedule 21	84,293.	115,407.	244,905.	569,708.	1,014,313.
<b>23</b> Total of lines 15 through 22	118,848,566.	125,469,129.	113,120,958.	111,248,178.	468,686,831.
<b>24</b> Line 23 minus line 17	67,306,088.	76,253,397.	64,006,556.	62,002,841.	269,568,882.
<b>25</b> Enter 1% of line 23	1,188,486.	1,254,691.	1,131,210.	1,112,482.	
<b>26 Organizations described on lines 10 or 11:</b>					
<b>a</b> Enter 2% of amount in column (e), line 24					<b>26a</b> 5,391,378.
<b>b</b> Prepare a list for your records to show the name of and amount contributed by each person (other than a governmental unit or publicly supported organization) whose total gifts for 1999 through 2002 exceeded the amount shown in line 26a. Do not file this list with your return. Enter the total of all these excess amounts					<b>26b</b> 0.
<b>c</b> Total support for section 509(a)(1) test. Enter line 24, column (e)					<b>26c</b> 269,568,882.
<b>d</b> Add: Amounts from column (e) for lines:	<b>18</b> 15,487,239.	<b>19</b>	<b>22</b> 1,014,313.	<b>26b</b> 0.	<b>26d</b> 16,501,552.
<b>e</b> Public support (line 26c minus line 26d total)					<b>26e</b> 253,067,330.
<b>f</b> Public support percentage (line 26e (numerator) divided by line 26c (denominator))					<b>26f</b> 93.88 %
<b>27 Organizations described on line 12:</b>					
<b>a</b> For amounts included in lines 15, 16, and 17 that were received from a 'disqualified person,' prepare a list for your records to show the name of, and total amounts received in each year from, each 'disqualified person. Do not file this list with your return. Enter the sum of such amounts for each year	(2002) _____	(2001) _____	(2000) _____	(1999) _____	
<b>b</b> For any amount included in line 17 that was received from each person (other than 'disqualified persons'), prepare a list for your records 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. Do not file this list with your return. 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	(2002) _____	(2001) _____	(2000) _____	(1999) _____	
<b>c</b> Add: Amounts from column (e) for lines:	<b>15</b> _____	<b>16</b> _____	<b>17</b> _____	<b>20</b> _____	<b>21</b> _____
<b>d</b> Add: Line 27a total _____ and line 27b total _____					<b>27c</b> _____
<b>e</b> Public support (line 27c total minus line 27d total)					<b>27d</b> _____
<b>f</b> Total support for section 509(a)(2) test. Enter amount from line 23, column (e)					<b>27e</b> _____
<b>g</b> Public support percentage (line 27e (numerator) divided by line 27f (denominator))					<b>27f</b> _____ %
<b>h</b> Investment income percentage (line 18, column (e) (numerator) divided by line 27f (denominator))					<b>27g</b> _____ %
<b>28 Unusual Grants:</b> For an organization described in line 10, 11, or 12 that received any unusual grants during 1999 through 2002, prepare a list for your records to show, for each year, the name of the contributor, the date and amount of the grant, and a brief description of the nature of the grant. Do not file this list with your return. Do not include these grants in line 15					<b>27h</b> _____ %

**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
<b>29</b>	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?		
<b>30</b>	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?		
<b>31</b>	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 ) ----- ----- -----		
<b>32</b>	Does the organization maintain the following		
<b>a</b>	Records indicating the racial composition of the student body, faculty, and administrative staff?	<b>32 a</b>	
<b>b</b>	Records documenting that scholarships and other financial assistance are awarded on a racially nondiscriminatory basis?	<b>32 b</b>	
<b>c</b>	Copies of all catalogues, brochures, announcements, and other written communications to the public dealing with student admissions, programs, and scholarships?	<b>32 c</b>	
<b>d</b>	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 ) ----- -----	<b>32 d</b>	
<b>33</b>	Does the organization discriminate by race in any way with respect to		
<b>a</b>	Students' rights or privileges?	<b>33 a</b>	
<b>b</b>	Admissions policies?	<b>33 b</b>	
<b>c</b>	Employment of faculty or administrative staff?	<b>33 c</b>	
<b>d</b>	Scholarships or other financial assistance?	<b>33 d</b>	
<b>e</b>	Educational policies?	<b>33 e</b>	
<b>f</b>	Use of facilities?	<b>33 f</b>	
<b>g</b>	Athletic programs?	<b>33 g</b>	
<b>h</b>	Other extracurricular activities?  If you answered 'Yes' to any of the above, please explain. (If you need more space, attach a separate statement ) ----- ----- -----	<b>33 h</b>	
<b>34 a</b>	Does the organization receive any financial aid or assistance from a governmental agency?	<b>34 a</b>	
<b>b</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	<b>34 b</b>	
<b>35</b>	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	<b>35</b>	

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

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

<b>Limits on Lobbying Expenditures</b>		<b>(a)</b> Affiliated group totals	<b>(b)</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>		54,864.
<b>37</b> Total lobbying expenditures to influence a legislative body (direct lobbying)	<b>37</b>		127,418.
<b>38</b> Total lobbying expenditures (add lines 36 and 37)	<b>38</b>		182,282.
<b>39</b> Other exempt purpose expenditures	<b>39</b>		103,898,181.
<b>40</b> Total exempt purpose expenditures (add lines 38 and 39)	<b>40</b>		104,080,463.
<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	<b>41</b>	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>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) 2003	(b) 2002	(c) 2001	(d) 2000	(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	182,282.	141,837.	371,314.	146,857.	842,290.
<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	54,864.	19,448.	54,518.	59,341.	188,171.

**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 c 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 1

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	\$ 1,889,653	\$ 1,512,818	\$ 376,835
Furniture/Equipment	<u>218,567</u>	<u>360,975</u>	<u>(142,408)</u>
TOTAL	<u>\$ 2,108,220</u>	<u>\$ 1,873,793</u>	<u>\$ 234,427</u>

SCHEDULE 2

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

GROSS SALES		\$ 49,466,669
NATURE EDUCATION MATERIALS	16,671,291	
FREIGHT	999,881	
SALES TAX	<u>159,129</u>	
TOTAL COST OF GOODS SOLD		<u>17,830,301</u>
GROSS PROFIT		<u>\$ 31,636,368</u>

SCHEDULE 3

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

UNREALIZED GAINS ON VALUATION OF INVESTMENTS	\$	147,596
CHANGE IN SPLIT INTEREST AGREEMENTS		207,101
ROUNDING		<u>(3)</u>
TOTAL	\$	<u>354,694</u>

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

## CONSERVATION &amp; EDUCATIONAL GRANTS:

<u>RECIPIENT</u>	<u>AMOUNT</u>
National Wildlife Federation Endowment	734,831
State Affiliate Grants	226,002
Regional Resource Center Grants	94,118
State of Minnesota Department of Natural Resources	62,868
Yellow Dog Watershed Preserve	49,912
Schoolyard Habitats & Other Education Grants	38,468
FNAWS	30,100
Eyak Preservation Council	27,000
Greater Dallas Hispanic Chamber of Commerce	20,000
Michigan United Conservation Council	17,999
Wasteco Supply	15,714
Lolo National Forest	14,000
Share Group, Inc	10,724
API-Advertising	7,031
Asoc Programa Restaurant	7,000
National Audubon Society	7,000
NPCA Northwest Region	7,000
Institute For Applied Ecology	6,990
U.S. Fish & Wildlife	6,920
Ridge And Valley Conservancy	6,687
Toronto Zoo--Crested	6,500
WY Outdoor Industries	6,172
Bearsaver	6,122
David Grimes -Coastal Coalition	5,000
Wyoming Chapter of the Foundation for North American Wild Sheep	5,000
Ohio River Foundation	4,000
University Of Colorado - Boulder	3,996
Gulf Restoration Network	3,500
Missouri Coalition For The Environment	3,500
Northwest Environmental Advocacy	3,500
Animals Animals	2,625
Prairie Rivers Network	1,978
Michigan League Of Conservation	1,750
Connie Toops	1,375
Jay Gore	1,225
Environmental Advocate Group	1,150
Appalachian Center For Economy	1,000
Coevolution Institute	1,000
Dianne Russell	1,000
Public Employees For Environmental Resources	1,000
Grants And Assistance Less Than \$1,000	33,207
	<u>33,207</u>
TOTAL FORM 990 - PART II , LINE 22 (Grants & Allocations)	<u>\$ 1,484,964</u>

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 2003</u>	<u>ACCUM. DEPN</u>	<u>NET BOOK VALUE</u>
Land Improvements	\$ 731,154	\$ 24,367	\$ 71,351	\$ 659,803
Buildings	15,680,235	310,374	1,689,751	13,990,484
Building Improvements	3,801,842	84,010	692,785	3,109,057
Eqpmt/Furniture/Vehicles	17,553,132	1,472,176	12,458,906	5,094,226
Land	4,455,553	0	0	4,455,553
Conservation Properties	<u>729,600</u>	<u>0</u>	<u>0</u>	<u>729,600</u>
Total Fixed Assets	<u>\$ 42,951,516</u>	<u>\$ 1,890,927</u>	<u>\$ 14,912,793</u>	<u>\$ 28,038,723</u>
 <u>INTANGIBLE ASSETS</u>				
Goodwill	3,050,000	0	3,050,000	0
Bond Issue Costs	<u>679,445</u>	<u>23,141</u>	<u>97,396</u>	<u>582,049</u>
Total Intangible Assets	<u>\$ 3,729,445</u>	<u>\$ 23,141</u>	<u>\$ 3,147,396</u>	<u>\$ 582,049</u>
Total Depreciation and Amortization		<u>\$ 1,914,068</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	\$ 11,664,338	\$ 10,581,826	\$ 285,400	\$ 797,112
List rental services	2,958,800	2,732,748	34,321	191,731
Text editorial services	699,024	600,789	22,876	75,359
Photo rights and art work	1,500,915	1,386,245	17,411	97,259
Insurance	305,653	236,942	39,124	29,587
Conservation Awards	62,965	48,810	8,060	6,095
A/V Production costs	3,116	2,878	36	202
Consultants/service agreements	10,150,583	7,619,954	1,002,235	1,528,394
Other departmental expense	2,431,467	1,886,758	313,962	230,747
Other general operating expenses	84,793	65,731	10,854	8,208
	<u>          </u>	<u>          </u>	<u>          </u>	<u>          </u>
Total Other Expenses:	<u>\$ 29,861,654</u>	<u>\$ 25,162,681</u>	<u>\$ 1,734,279</u>	<u>\$ 2,964,694</u>

SCHEDULE 7

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.

SCHEDULE 8

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

DEPOSITS AND OTHER RECEIVABLES	\$ 145,953
MORTGAGES RECEIVABLE	<u>26,958</u>
TOTAL	<u>\$ 172,911</u>

MORTGAGES RECEIVABLE:

Name Of Payor	Flavio & Yolanda Reyes
Interest Rate	9%
Due Date	October 2005
Frequency Of Payment	Monthly
Balance 8/31/04	\$ 3,635

Name Of Payor	Bernard & Patricia Long
Interest Rate	8%
Due Date	October 2006
Frequency Of Payment	Monthly
Balance 8/31/04	\$ 4,293

Name Of Payor	Cleddie H. Vickers
Interest Rate	8%
Due Date	December 2006
Frequency Of Payment	Monthly
Balance 8/31/04	\$ 19,030

SCHEDULE 9

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

MUTUAL FUNDS	\$ 1,318,344
CORPORATE STOCKS	<u>1,311,933</u>
TOTAL	<u>\$ 2,630,277</u>

SCHEDULE 10

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

Charitable Gift Annuities	\$ 8,926,113
Charitable Gift Remainder Trusts	397,889
Investment in Subsidiary	4,848,970
Unamortized Bond Issue Costs	582,049
Escrowed Bond Funds	930,653
Interest In Perpetual Trusts	<u>1,800,921</u>
Total Other Assets	<u><u>\$ 17,486,595</u></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 \$ 8,264,098

HEADQUARTERS BOND PAYABLE 18,337,401

TOTAL TAX-EXEMPT BOND \$ 26,601,499

OTHER NOTES PAYABLE:

LINE OF CREDIT \$ 5,000,000

LEASE LIABILITY 5,469

\$ 5,005,469

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

SCHEDULE 12

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

ANNUITY AND OTHER RESERVES	\$ 5,381,650
ACCRUED PENSION EXPENSE	2,114,943
POSTRETIREMENT BENEFITS RESERVE	<u>4,889,355</u>
TOTAL	<u><u>\$ 12,385,948</u></u>

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

**Reconciliation of Revenue (Part IV - A)**

Other amounts included on line a, Part IV-A, but not on line 12, Form 990 - **Line b (4):**

Cost of Goods Sold	\$ 17,830,301
Change in Split Interest Agreements	207,101
Income From Related Entities Consolidated in Audited Financial Statements:	
National Wildlife Federation Endowment, Inc.	7,642,769
National Wildlife Productions, Inc.	1,025,177
National Wildlife Action	17,583
eNature.com, Inc.	532,872
Inter-entity Eliminations	<u>(404,175)</u>
 Total	 <u><u>\$ 26,851,628</u></u>

Other amounts included on line 12, Form 990, but not on line a, Part IV-A - **Line d (2):**

Inter-entity Transfers	<u><u>\$ 4,030,000</u></u>
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NATIONAL WILDLIFE FEDERATION  
 EIN: 53-0204616  
 FORM 990 - PART IV - A & B

**Reconciliation of Expenses (Part IV - B)**

Other amounts included on line a, Part IV-B, but not on line 17, Form 990 - **Line b (4):**

Cost of Goods Sold	\$ 17,830,301
Expenses From Related Entities Consolidated in Audited Financial Statements:	
National Wildlife Federation Endowment, Inc.	351,553
National Wildlife Productions, Inc.	1,107,829
National Wildlife Action	43,203
eNature.com, Inc.	1,207,012
Inter-entity Eliminations	(404,175)
Rounding	<u>1</u>
Total	<u><u>\$ 20,135,724</u></u>

Other amounts included on line 17, Form 990 but not on line a, Part IV-B - **Line d (2):**

Inter-entity Transfers	<u><u>\$ 734,831</u></u>
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NATIONAL WILDLIFE FEDERATION  
 EIN: 53-0204616  
 FORM 990 - PART V  
 OFFICERS AND TRUSTEES

Name And Address	Title	Average Hours Per Week	Amount of Compensation	Contribution To Plans	Expense Account
Ellen Ha 11100 Wildlife Center Drive, Reston, Va 20190	Asst. Secretary	40	95,456	12,433	147
Stephen K. Allinger 11100 Wildlife Center Drive, Reston, Va. 20190	Director	5	0	0	0
James Baldock 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Paul Beaudette 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Andy Brack 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
David Carruth 11100 Wildlife Center Drive, Reston, Va. 20190	Director	5	0	0	0
Lyvier Conss 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Daniel Deeb 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Michael Dombeck 11100 Wildlife Center Drive, Reston, Va. 20190	Director	5	0	0	0
Faith Gemmill 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Tom Gonzales 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Kathleen Hadley 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Levi J. Holt 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	238

NATIONAL WILDLIFE FEDERATION  
EIN: 53-0204616  
FORM 990 - PART V  
OFFICERS AND TRUSTEES

<u>Name And Address</u>	<u>Title</u>	<u>Average Hours Per Week</u>	<u>Amount of Compensation</u>	<u>Contribution To Plans</u>	<u>Expense Account</u>
Thea Levkovitz 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
James Martin 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Earl B. Matthew, M.D. 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Gerald Meral 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Rodolfo Ogarrio 11100 Wildlife Center Drive, Reston, Va. 20190	Director	5	0	0	0
Gene Oglesby 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Charles Olmsted, III, Ph. 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Stephen J. O'Hara 11100 Wildlife Center Drive, Reston, Va. 20190	Director	5	0	0	0
Craig D. Thompson 11100 Wildlife Center Drive, Reston, Va. 20190	Director	5	0	0	0
Christine Thompson 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
Spencer Tomb 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0
J. David Wimberly 11100 Wildlife Center Drive, Reston, Va 20190	Director	5	0	0	0

SCHEDULE 16

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, LLC 1045 Sansome Street, Suite 304 San Francisco, California 94111	X	

SCHEDULE 17

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	295,963			
List Royalties			13	867,698	
Other Royalties	524298	12,792	15	1,957,250	
Honorarium					38,293
Litigation Fees					44,691
Recycling Fees					8,174
Other					40,930
		<hr/>		<hr/>	<hr/>
Total		<u>308,755</u>		<u>2,824,948</u>	<u>132,088</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

NWF sponsors an annual Family Summit and other educational seminars with the objective of educating and increasing the awareness of the participants regarding wildlife and conservation.

Registration fees for the Federation's summit amounted to \$175,674.

Registration fees for other conservation education seminars amounted to \$92,767.

Registration fees for Wildlife Habitat certification amounted to \$53,920.

Line 93(b): Summit Activities

The collection of program activity fees at the Federation's summit programs amounted to gross revenues of \$24,687 for the period covered by this return. These activities allow individuals and families to experience nature and conservation activities first hand.

Line 93(c): Training Fees

Training like minded organization to use database management software to track volunteers and contributors in order to make a greater impact on their conservation activities.

Training fees amounted to \$5,000.

Line 94: Membership Fees

The collection of membership dues during the period covered by this report accounted for \$20,235,834 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

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 \$31,636,368 for the period covered by this return.

Line 103: Other

The total of \$132,088 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.	\$ 38,293
Litigation Fees - Reimbursement of Attorney fees help offset the cost of future environmental lawsuits.	44,691
Recycling Fees - Reduces the need for raw materials and helps to protect wildlife habitat.	8,174
Miscellaneous Revenue - Refunds, reimbursements and other income related to exempt purpose.	<u>40,930</u>
Total	<u><u>\$132,088</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.

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

HONORARIUM	\$	42,710
LITIGATION FEES		22,492
MISCELLANEOUS REVENUE		<u>19,091</u>
TOTAL	\$	<u><u>84,293</u></u>