NOTICE

GuideStar has been informed by the IRS of processing errors on IRS Forms 990 filed electronically between January 1, 2009, and December 3, 2010, for form year 2008. These processing errors resulted in inaccurate data appearing on the scanned images of the affected returns that are posted on GuideStar and do not reflect the information filed with the IRS.

These errors include:

- Part III, line 1, organization's mission description—may not reflect what was originally submitted by the nonprofit organization.
- Part VIII, line 8a, gross income for special events—values may have been transposed.
- Part IX, line 7c, other salaries and wages, management and general expenses—may show a blank where a value was originally reported.
- Schedule D, Part V, line 3a(ii), endowment funds and possession by related organizations checkbox values may have been transposed.

GuideStar is working with the IRS to obtain a corrected copy of its form year 2008 Form 990. GuideStar will replace this Form 990 if, and when, the accurate return is made available from the IRS.

For more information, please visit <u>http://www2.guidestar.org/rxg/help/form-year-2008-returns.aspx</u>



| Form 99 Department of the [¬] Internal Revenue S | | | | - | | OMB No. 1545.0047 |
|--|---|--|--|---|---|------------------------------|
| Department of the T | 0 | Return of Organiz | ation Exempt From | Income | Тах | OMB No 1545-0047 |
| • | Unde | | (a)(1) of the Internal Revenue trust or private foundation) | e Code (excep | ot black lung | 2008 |
| | Í 🕨 Tholo | rganızatıon may have to use a | l copy of this return to satisfy s | tate reporting | g requirements | Open to Public Inspection |
| A For the 2 | 008 calendar ye | ar, or tax year beginning 07-0: | L-2008 and ending 06-30-200 | 9 | D Employor i | dentification number |
| B Check if app | Ficase | C Name of organization NATURE CONSERVANCY | | | | |
| Address cha | í label or | Doing Business As | | | 53-02426 E Telephone | |
| Name chang | type. See | | | | (703)841 | -5300 |
| Initial return | Instruc- | Number and street (or P O box 4245 North Fairfax Drive | If mail is not delivered to street addre | ess) Room/suite | | pts \$ 2,172,547,736 |
| Termination | | | | | _ | |
| Amended re | | City or town, state or country, a Arlington, VA 222031606 | na 21P + 4 | | | |
| | · · · | L me and address of Principal O | fficer | H(a) Is th | s a group retu | rn for |
| | | Fercek North Fairfax Drive | | affilia | | ∏Yes 🔽 No |
| | | ton,VA 22203 | | H(b) Are al | l affiliates inclu | ded? |
| I Tax-exemp | ot status 🔽 501(| c) (3) 🖪 (insert no) 🔽 4947(a) | (1) or 🔽 527 | . , | | st See instructions) |
| J Web site | 🛿 🕨 www nature o | rg | | H(c) Grou | ip Exemption N | umber 🕨 |
| K Type of orga | anization 🔽 Corpora | ition Ttrust Tassociation Tothe | r 🌬 | L Year of Fo | rmation 1951 | M State of legal domicile DC |
| | | | | | | |
| PartI | Summary | · · · · · · · · · · · · · · · · · · · | | | | |
| | | he organization's mission or m | ost significant activities ties by protecting the lands and | d waters they | need to surviv | ٩ |
| ≗ ' | rieserve plants, | anniais, and natural commun | ties by protecting the lands and | a waters they | need to surviv | C |
| | | | | | | |
| 2 000000000000000000000000000000000000 | Check this box 🔽 | f if the organization discontinu | ed its operations or disposed o | of more than 2 | 5% of its asse | ets |
| | Number of voting | members of the governing boo | ly (Part VI, line 1a) 🛛 🔹 🔹 | | 3 | 21 |
| W/ I | Number of Indepe | ndent voting members of the q | joverning body (Part VI, line 11 | o) | . 4 | 20 |
| ∰ 5 1 | | mployees (Part V, line 2a) . | | | 5 | 4,128 |
| ତ୍ | | olunteers (estimate if necessa | ., | | 6 | 16,000 |
| | | | art VIII, line 12, column (C) | • | 7a | |
| b / | Net unrelated bus | iness taxable income from Fo | rm 990-1, line 34 | Drit | 7b or Year | 663,848 Current Year |
| 8 | Contributions ar | nd grants (Part VIII line 1h) | | | 868,882,731 | 637,305,514 |
| | | 2 . , , , | | | 376,601,191 | 261,540,942 |
| 9 10 11 | 0 | · · · · · · | es 3, 4, and 7d) | | 143,352,235 | -54,067,075 |
| å 11 | | Part VIII, column (A), lines 5, | | | 9,905,843 | 11,467,443 |
| 12 | | add lines 8 through 11 (must e | equal Part VIII, column (A), lın | | | |
| | 12) | | ····· (A) has a 1 - 2) | 1, | 398,742,000 | 856,246,824 |
| 13 | | ar amounts paid (Part IX, colu | | 88,542,997 0 | 63,607,861 | |
| 14 | | or for members (Part IX, colur ompensation, employee benef | 5_ | 0 | 0 | |
| \$ ¹⁵ | 10) | ompensation, employee bener | | | 265,687,496 | 281,384,669 |
| Se 16a (곳) b | Professional fun | draising fees (Part IX, column | (A), line 11e) | | 4,688,567 | 4,776,679 |
| ਨੂੰ । | (Total fundraising e | xpenses, Part IX, column (D), line 25 | 75,038,298) | | | |
| 17 | Other expenses | (Part IX, column (A), lines 11 | a-11d, 11f-24f) | | 551,756,021 | 472,222,561 |
| 18 | | | add lınes 13–17 (must equal Part IX, lıne 25, column (A)) | | | 821,991,770 |
| <mark>ب 19</mark> | Revenue less ex | less expenses Subtract line 18 from line 12 | | | 488,066,919 | 34,255,054 |
| 8 00 8 00 | | | | _ | ing of Year | End of Year |
| | Total assets (Pa | | | , | 636,393,924 | 5,637,205,070 |
| ອິຊິຍິ 20 | Total liabilities (| | | | 748,294,369 | 1,013,553,913 |
| 6년 20 33억 8월 21 16년 21 | Net assets or fund balances Subtract line 21 from line 20 4,8 | | | | | 4,623,651,157 |
| | | lock | | cohodul | tatomant | |
| 20 20 20 21 21 22 22 22 22 Part II | Signature B | | | schedules and s | statements, and to | |
| | Under penalties of p | erjury, I declare that I have examine | ed this return, including accompanying of preparer (other than officer) is base | | | |
| Part II Please | Under penalties of p and belief, it is true, | erjury, I declare that I have examine correct, and complete Declaration of | | d on all informa [.] 2010 | tion of which prep -02-15 | |
| Part II Please Sign | Under penalties of p | erjury, I declare that I have examine correct, and complete Declaration of | | d on all informa [.] I | tion of which prep -02-15 | |
| Part II Please Sign | Under penalties of p and belief, it is true, Signature of offic Hank Hall Directo | erjury, I declare that I have examine correct, and complete Declaration o cer pr of Tax Services | | d on all informa [.] 2010 | tion of which prep -02-15 | |
| 94 Part II Please Sign Here | Under penalties of p and belief, it is true, Signature of offic <u>Hank Hall Direct</u> Type or print nar | erjury, I declare that I have examine correct, and complete Declaration o cer pr of Tax Services | of preparer (other than officer) is base | d on all informa 2010 Date | tion of which prep | arer has any knowledge |
| Part II Please Sign Here | Under penalties of p and belief, it is true, Signature of offic Hank Hall Directo | erjury, I declare that I have examine correct, and complete Declaration o cer pr of Tax Services | of preparer (other than officer) is base | d on all informa 2010 Date Check if self- | tion of which prep -02-15 Preparer's PTII | |
| Part II Please Sign Here Paid | Under penalties of p and belief, it is true, Signature of offic <u>Hank Hall Directe</u> Type or print nar Preparer's signature | erjury, I declare that I have examine correct, and complete Declaration of cer or of Tax Services me and title | of preparer (other than officer) is base | d on all informa 2010 Date Check if | tion of which prep -02-15 Preparer's PTII | arer has any knowledge |
| Part II Please Sign Here Paid Preparer's | Under penalties of p and belief, it is true, Signature of offic Hank Hall Directo Type or print nar Preparer's signature Firm's name (or you if self-employed), | erjury, I declare that I have examine correct, and complete Declaration of cer or of Tax Services ne and title | of preparer (other than officer) is base | d on all informa 2010 Date Check if self- | tion of which prep -02-15 Preparer's PTII | arer has any knowledge |
| Part II Please Sign Here Paid Preparer's | Under penalties of p and belief, it is true, Signature of offic Hank Hall Directo Type or print nar Preparer's signature | erjury, I declare that I have examine correct, and complete Declaration of cer or of Tax Services ne and title | of preparer (other than officer) is base | d on all informa 2010 Date Check if self- | tion of which prep | arer has any knowledge |

For Privacy Act and Paperwork Reduction Act Notice, see the separate instructions. Cat No 11282Y

| Form 990 (2 | 2008) |
|-------------|--|
| Part III | Statement of Program Service Accomplishments (See the instructions.) |

| 1 | Briefly describe the organization's mission |
|---|---|
| | |

Preserve plants, animals, and natural communities by protecting the lands and waters they need to survive

others, the total expenses, and revenue, if any, for each program service reported

| - | | | |
|--|--|--|--|
| | Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? | | |
|] | If "Yes," describe these new services on Schedule O | | |
| : | Did the organization cease conducting or make significant changes in how it conducts any program services? | | |
| Describe the exempt purpose achievements for each of the organization's three largest program services by expenses Section 501(c)(3) and (4) organizations and 4947(a)(1) trusts are required to report the amount of grants and allocations t | | | |

) (Expenses \$ 639,890,857 including grants of \$ 63,607,861) (Revenue \$ 898,846,456) 4a (Code Update on program accomplishments from Nature Conservancy President and CEO Mark Tercek As I reflect on my first full year as the president of The Nature Conservancy, I am proud of all that we accomplished in 2009 In order to operate more efficiently through these uncertain economic times, the Conservancy reduced spending by 11 percent in FY09, and reduced its FY10 operating budget by 16 percent. During a time of tremendous economic challenges, we were able to conserve habitats around the world at record scale and to advance action on climate change in a particularly crucial year. The 10 examples highlighted here are just some of our most inspiring conservation achievements. More information on our conservation successes can be found on our Web site at www nature org. Forest Carbon Policy On both the domestic and international fronts, the Conservancy played a leadership role in ensuring that avoided deforestation and forest restoration are key components of comprehensive global climate change policy Legislation crafted with Conservancy input is working its way through the U.S. Congress, and international policy talks are benefiting from active Conservancy involvement. The Conservancy's forest-carbon projects around the world have also garnered cutting-edge investment from European climate change agencies Northern Kenya Supporting one of the most successful community conservation movements in East Africa, The Nature Conservancy partnered with Northern Rangelands Trust to conduct Conservation Action Planning (CAP) workshops for tribal elders and conservation managers of 17 community conservancies covering nearly 2 million acres across northern Kenya Elephants, giraffes and other animals are returning to areas from which they had been eliminated in past decades, and there are preliminary plans to reintroduce rare black rhinos from breeding grounds at nearby Lewa Wildlife Conservancy Minnesota Public Funding The Nature Conservancy was instrumental in the campaign to pass the Clean Water, Land and Legacy amendment to the Minnesota Constitution, the largest public funding initiative for the environment in U.S. history. The amendment increases the state sales tax by three-eighths of 1 percent to fund clean water projects, wildlife habitat, parks and trails and cultural heritage projects, amounting to an estimated \$300 million per year in dedicated funding for the next 25 years. Sierra Nevada de Santa Marta, Colombia. More than 3,000 acres in Colombia's Sierra Nevada de Santa Marta were purchased by the Conservancy and donated to indigenous communities to expand their ancestral territory. The communities' environmentally friendly agricultural practices promote the conservation of the mountain's tropical and alpine ecosystems and thus help protect the Sierra Nevada's 35 river basins, which supply freshwater to nearly 1 2 million people Mount Shasta, California Acquisition of the 4,528-acre Shasta Big Springs Ranch in northern California secures cold-water springs that feed Big Springs Creek and support more than 75 percent of the flow of the Shasta River, historically one of the most productive salmon streams in the state for its size Restoring the creek could be a "silver bullet" in reviving runs of salmon, steelhead and other fish throughout the Klamath Basin Texas & Mexico Border Parks Mexico's new Ocampo Flora and Fauna Protected Area is the final piece of the puzzle for one of the largest binational conservation regions in the world, uniting two Mexican protected areas with Big Bend National Park, Big Bend Rach State Park and the Conservancy's Davis Mountains Preserve across the Rio Grande in Texas. The Conservancy and partners spent five years completing a justification study and management plan and garnering local landowner support for Ocampo The Conservancy has also been promoting ecological restoration and eco-friendly enterprises in the region Mollicy Farms, Louisiana At Louisiana's Mollicy Farms, the Conservancy is working with partners to reconnect 25 square miles of floodplain forest to the Ouachita River. The restoration, which includes removing portions of a 17-mile-long, 30-foot-tall levee, will improve habitat for fish and other species and provide vital ecosystem services such as nutrient cycling, flood storage and water quality enhancement The \$4 5 million project is part of the Conservancy's Great Rivers Partnership and is the largest floodplain restoration project ever in the Mississippi River Basin Shellfish Reefs at Risk. The Nature Conservancy released Shellfish Reefs at Risk, the first-ever comprehensive global report on the state of shellfish The report, which finds that 85 percent of oyster reefs have been lost worldwide, concludes that oyster reefs are the most severely compromised marine habitat on the planet. The report was written by scientists across five continents, from conservation organizations as well as academic and research institutions. Besides serving as a global call to action, the report provides guidance on reef restoration and conservation strategies. Follensby Pond, New York. The 1,000-acre Follensby Pond, where Ralph Waldo Emerson and other 19th century intellectuals once convened, is the jewel in a 14,600-acre acquisition by the Conservancy in New York's Adirondack Park. The property, purchased from the John and Bird McCormick family, includes northern hardwood forest and 10 miles of meandering frontage on the Raquette River. It borders the largest wilderness in the Northeast and is also where bald eagles were first reintroduced to the park in the 1980s, following the species' collapse in the 1960s. Coral Triangle Initiative. The Nature Conservancy was a catalyst for bringing together leaders from Indonesia, Malaysia, Papua New Guinea, the Philippines, Solomon Islands and Timor-Leste to launch the Coral Triangle Initiative. The coalition seeks to ensure the sustainability of marine and coastal resources that provide livelihoods and food security for more than 120 million people in the region. Governments, including that of the United States, pledged \$17 million in new funding, and Indonesia announced the establishment of a new, 8 6-million-acre marine protected area within the epicenter of marine diversity on the planet. As always, the Conservancy uses a science-based approach to determine where to work, what to conserve, and what strategies to employ The Conservancy cannot achieve this goal alone. It will require partnering with governments, businesses, non-profits, communities and individuals The Conservancy will also work closely with communities to protect the lands and waters they rely on for their daily survival. The significant achievements made in the past year are just the beginning. With conservation becoming a major part of public discourse, the Conservancy is set to expand and accelerate conservation on a global scale (16,391,985 Total Acres Protected Worldwide)

| | | | | | | Form 990 (2008) |
|----|--------------------------|----------------|------------------------|-----------------------|---------------------|------------------------|
| 4e | Total program service e: | xpenses \$ | 639,890,857 | Must equal Part IX, L | ıne 25, column (B). | |
| | (Expenses \$ | 0 | including grants of \$ | | 0) (Revenue \$ | 0) |
| 4d | Other program services | (Describe in | | | | |
| | | | | | | |
| 4c | (Code |) (Expenses \$ | inc | cluding grants of \$ |) (Revenue \$ |) |
| | | | | | | |
| Ŧ | (cour | | | adding grants or p |) (nevenue ¢ | , |
| 4Ь | (Code |) (Expenses \$ | inc | cluding grants of \$ |) (Revenue \$ |) |

| Form 990 (2 | 2008) |
|-------------|---------------------------------|
| Part IV | Checklist of Required Schedules |
| | |

| Page | 3 |
|------|---|
|------|---|

| | | | Yes | No |
|-----|--|-----|-----|----|
| 1 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A | 1 | Yes | |
| 2 | Is the organization required to complete Schedule B, Schedule of Contributors? 😨 | 2 | Yes | |
| 3 | Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I | 3 | | No |
| 4 | Section 501(c)(3) organizations Did the organization engage in lobbying activities? If "Yes," complete Schedule C, Part II | 4 | Yes | |
| 5 | Section 501(c)(4), 501(c)(5), and 501(c)(6) organizations Is the organization subject to the section 6033(e) notice and reporting requirement and proxy tax? If "Yes," complete Schedule C, Part III | 5 | | |
| 6 | Did the organization maintain any donor advised funds or any accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i> | 6 | Yes | |
| 7 | Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? If "Yes," complete Schedule D, Part II 🕏 | 7 | Yes | |
| 8 | Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes,"</i> complete Schedule D, Part III | 8 | | No |
| 9 | Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? <i>If "Yes," complete Schedule D, Part IV</i> | 9 | | No |
| 10 | Did the organization hold assets in term, permanent,or quasi-endowments? If "Yes," complete Schedule D, Part V 🕏 | 10 | Yes | |
| 11 | Did the organization report an amount in Part X, lines 10, 12, 13, 15, or 25? If "Yes," complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable | 11 | Yes | |
| 12 | Did the organization receive an audited financial statement for the year for which it is completing this return that was prepared in accordance with GAAP? If "Yes," complete Schedule D, Parts XI, XII, and XIII . | 12 | Yes | |
| 13 | Is the organization a school as described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | | No |
| 14a | Did the organization maintain an office, employees, or agents outside of the US? | 14a | Yes | |
| Ь | Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, and program service activities outside the US? If "Yes," complete Schedule F, Part I | 14b | Yes | |
| 15 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the United States? <i>If "Yes," complete Schedule F, Part II</i> 觉 | 15 | Yes | |
| 16 | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? <i>If "Yes," complete Schedule F, Part III</i> | 16 | | No |
| 17 | Did the organization report more than \$15,000 on Part IX, column (A), line 11e? If "Yes," complete Schedule G, Part I 🔞 | 17 | Yes | |
| 18 | Did the organization report more than \$15,000 total on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II | 18 | Yes | |
| 19 | Did the organization report more than \$15,000 on Part VIII, line 9a? If "Yes," complete Schedule G, Part III | 19 | | Νo |
| 20 | Did the organization operate one or more hospitals? If "Yes," complete Schedule H | 20 | | No |
| 21 | Did the organization report more than \$5,000 on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II 🔞 | 21 | Yes | |
| 22 | Did the organization report more than \$5,000 on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III | 22 | | No |
| 23 | Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5? If "Yes," complete Schedule | 23 | Yes | |
| 24a | Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer questions 24b–24d and complete Schedule K. If "No," go to question 25</i> | 24a | Yes | |
| b | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? | 24b | | No |
| с | Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? | 24c | | No |
| d | Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? | 24d | | No |
| 25a | Section 501(c)(3) and 501(c)(4) organizations Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I | 25a | | No |
| b | Did the organization become aware that it had engaged in an excess benefit transaction with a disqualified person from a prior year? If "Yes," complete Schedule L, Part I | 25Ь | | No |
| 26 | Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? If "Yes," complete Schedule L, Part II | 26 | | No |
| 27 | Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, or substantial contributor, or to a person related to such an individual? If "Yes," complete Schedule L, Part III | 27 | | No |

Form 990 (2008)

Part IV Checklist of Required Schedules (Continued)

| | | | Yes | No |
|----|---|-----|-----|----|
| 28 | During the tax year, did any person who is a current or former officer, director, trustee, or key employee | | | |
| а | Have a direct business relationship with the organization (other than as an officer, director, trustee, or employee), or an indirect business relationship through ownership of more than 35% in another entity (individually or collectively with other person(s) listed in Part VII, Section A)? <i>If "Yes," complete Schedule L, Part</i> | | | |
| | <i>IV</i> | 28a | | No |
| b | Have a family member who had a direct or indirect business relationship with the organization? If "Yes," complete Schedule L, Part IV | 28b | Yes | |
| с | Serve as an officer, director, trustee, key employee, partner, or member of an entity (or a shareholder of a professional corporation) doing business with the organization? If "Yes," complete Schedule L, Part IV . | 28c | | No |
| 29 | Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M 🕏 | 29 | Yes | |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M | 30 | Yes | |
| 31 | Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I | 31 | | No |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II | 32 | | No |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations section 301 7701-2 and 301 7701-3? If "Yes," complete Schedule R, Part I | 33 | Yes | |
| 34 | Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1 | 34 | Yes | |
| 35 | Is any related organization a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 | 35 | Yes | |
| 36 | 501(c)(3) organizations Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2 | 36 | Yes | |
| 37 | Did the organization conduct more than 5 percent of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI | 37 | | No |

Form **990** (2008)

| | Form | 990 | (2008) |
|--|------|-----|--------|
|--|------|-----|--------|

Part V Statements Regarding Other IRS Filings and Tax Compliance

| | | _ | _ | | Yes | No |
|-----|---|----------|------------------------|-----|-----|----|
| 1a | Enter the number reported in Box 3 of Form 1096, Annual Summary and Transmittal | | | | | |
| | of U.S. Information Returns . Enter -0- if not applicable | 1a | 2,205 | | | |
| L | Enter the number of Forms W-2G included in line 1a <i>Enter -0-</i> if not applicable | 10 | 2,203 | | | |
| D | Enter the number of Forms w-2G included in the 1a Enter -o- if not applicable | 1b | 0 | | | |
| с | Did the organization comply with backup withholding rules for reportable payments t gaming (gambling) winnings to prize winners? | oveno | dors and reportable | 1c | Yes | |
| 2a | Enter the number of employees reported on Form W-3, <i>Transmittal of Wage and Tax Statements</i> filed for the calendar year ending with or within the year covered by this | 2- | 4 1 2 9 | | | |
| Ь | return | 2a | 4,128 | | | |
| U | Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file this | | | 2b | Yes | |
| 3a | Did the organization have unrelated business gross income of \$1,000 or more durin return? | g the ' | year covered by this | 3a | Yes | |
| b | If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Sch | edule (| o | Зb | Yes | |
| 4a | At any time during the calendar year, did the organization have an interest in, or a s over, a financial account in a foreign country (such as a bank account, securities ac account)? | - | • | 4a | Yes | |
| b | AR, AS, BF, BH, BL, BP, BR, CH, | , сі, с | CO,CS,DR,EC, | | | |
| | FM, GM, GT, HK, HO, ID, JM, MG | Б,МХ | , NU , PE , PM , PP , | | | |
| | If "Yes," enter the name of the foreign country <u>PS</u> , TZ, VE See the instructions for exceptions and filing requirements for Form TD F 90-22.1 , <i>Re</i> <i>Financial Accounts</i> . | eport o | f Foreign Bank and | | | |
| 5a | Was the organization a party to a prohibited tax shelter transaction at any time duri | ng the | tax year? | 5a | | No |
| Ь | Did any taxable party notify the organization that it was or is a party to a prohibited | - | | 5b | | No |
| с | If "Yes," to 5a or 5b, did the organization file Form 8886-T, Disclosure by Tax-Exemp | t Entit | y Regarding Prohibited | | | |
| | Tax Shelter Transaction? | • | • • • | 5c | | |
| 6a | Did the organization solicit any contributions that were not tax deductible? | | | | | No |
| Ь | If "Yes," did the organization include with every solicitation an express statement that such contributions or gift were not tax deductible? | | | | | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | | | | |
| а | Did the organization provide goods or services in exchange for any quid pro quo contribution of \$75 or more? | | | | Yes | |
| b | ${f b}$ If "Yes," did the organization notify the donor of the value of the goods or services provided? | | | | Yes | |
| с | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required file Form 8282? | | | | Yes | |
| d | If "Yes," indicate the number of Forms 8282 filed during the year | - 7d | 127 | /c | | |
| e | Did the organization, during the year, receive any funds, directly or indirectly, to pay benefit contract? | / prem | ums on a personal | 7e | | No |
| f | | onal b | enefit contract? | 7f | | No |
| g | For all contributions of qualified intellectual property, did the organization file Form 8 | 8899 | as required? | 7g | Yes | |
| h | For contributions of cars, boats, airplanes, and other vehicles, did the organization f | ile a F | orm 1098-C as | 76 | Vaa | |
| 8 | required? Section 501(c)(3) and other sponsoring organizations maintaining donor advised funds a | ••• | | 7h | Yes | |
| • | supporting organizations. Did the supporting organization, or a fund maintained by a sponsoring organization, hav excess business holdings at any time during the | | | 8 | | No |
| 9 | year? | | | | | |
| a | Id the organization make any taxable distributions under section 4966? | | | 9a | | No |
| b | In the organization make a distribution to a donor, donor advisor, or related person? | | | 9b | | No |
| 10 | Section 501(c)(7) organizations. Enter | | | | | |
| а | Initiation fees and capital contributions included on Part VIII, line 12 $$. $$. | 10a | | | | |
| b | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities | 10b | | | | |
| 11 | Section 501(c)(12) organizations Enter | | | | | |
| а | Gross income from members or shareholders | 11a | | | | |
| b | Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them) | 11b | | | | |
| 12a | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in | n lieu d | of Form 1041? | 12a | | |
| b | If "Yes," enter the amount of tax-exempt interest received or accrued during the year | 12b | | | | |

Page **5**

| Form 990 | (2008) |
|----------|--------|
| Part VI | Goverr |
| | |

| Part VI | Governance, Management, and Disclosure (Sections A, B, and Crequest information |
|---------|---|
| | about policies not required by the Internal Revenue Code.) |
| Section | A. Governing Body and Management |

| Se | ction A. Governing Body and Management | | | | | | | |
|----|---|---------|-------------------------|----|-----|----|--|--|
| | | | | | Yes | No | | |
| | For each "Yes" response to lines 2-7 below, and for a "No" response to lines 8 or 9b below processes, or changes in Schedule O. See instructions. | , desc | ribe the circumstances, | | | | | |
| 1a | Enter the number of voting members of the governing body | 1a | 21 | | | | | |
| b | Enter the number of voting members that are independent | 1b | 20 | | | | | |
| 2 | 2 Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee? | | | | | | | |
| 3 | 3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person? | | | | | | | |
| 4 | Did the organization make any significant changes to its organizational documents sfiled? | since t | he prıor Form 990 was | 4 | | No | | |
| 5 | 5 Did the organization become aware during the year of a material diversion of the organization's assets? 5 | | | | | | | |
| 6 | Does the organization have members or stockholders? | | | | | | | |
| 7a | Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body? | | | | | | | |
| b | Are any decisions of the governing body subject to approval by members, stockhold | ers, o | other persons? | 7b | | No | | |
| 8 | Did the organization contemporaneously document the meetings held or written active year by the following | ons ur | idertaken during the | | | | | |
| а | the governing body? | | | 8a | Yes | | | |
| b | each committee with authority to act on behalf of the governing body? | | | 8b | Yes | | | |
| 9a | Does the organization have local chapters, branches, or affiliates? | • | | 9a | Yes | | | |
| b | If "Yes," does the organization have written policies and procedures governing the a affiliates, and branches to ensure their operations are consistent with those of the o | | | 9b | Yes | | | |
| 10 | Was a copy of the Form 990 provided to the organization's governing body before it must describe in Schedule O the process, if any, the organization uses to review the | | 5 | 10 | Yes | | | |
| 11 | Is there any officer, director or trustee, or key employee listed in Part VII, Section A the organization's mailing address? If "Yes," provide the names and addresses in Sc | | | 11 | | No | | |

Section B. Policies

| | | | Yes | No |
|-----|---|-----|-----|----|
| 12a | Does the organization have a written conflict of interest policy? If "No", go to line 13 | 12a | Yes | |
| Ь | Are officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts? | 12b | Yes | |
| с | Does the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this is done | 12c | Yes | |
| 13 | Does the organization have a written whistleblower policy? | 13 | Yes | |
| 14 | Does the organization have a written document retention and destruction policy? | 14 | Yes | |
| 15 | Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision | | | |
| а | The organization's CEO , Executive Director, or top management official? | 15a | Yes | |
| b | Other officers or key employees of the organization? | 15b | Yes | |
| | Describe the process in Schedule O | | | |
| 16a | Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? | 16a | | No |
| b | If "Yes," has the organization adopted a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable Federal tax law, and taken steps to safeguard the | | | |
| | organization's exempt status with respect to such arrangements? | 16b | | |

Section C. Disclosure

| 17 | List the States with which a copy of this Form 990 is required to be filed | AK, AL, AR, AZ, CA, CO, CT, DC, DE, FL, GA, HI, IA, ID, IL, IN, KS, KY, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NH, NJ, NM, NV, NY, OH, OK, OR, PA, RI, SC, SD, TN, TX, UT, VA, VT, WA, WI, WV, WY | | | | | | |
|----|--|--|--|--|--|--|--|--|
| 18 | Section 6104 requires an organization to make its Form 1023 (or 1024 if applicable), 990, and 990-T (501(c) (3)s only) available for public inspection Indicate how you make these available Check all that apply 🗹 own website 🔽 another's website 🔽 upon request | | | | | | | |
| 19 | Describe in Schedule O whether (and if so, how), the organization makes interest policy, and financial statements available to the public See Add | | | | | | | |
| 20 | State the name, physical address, and telephone number of the person w | ho possesses the books and records of the organization | | | | | | |
| | The Nature Conservancy 4245 N Fairfax Drive | | | | | | | |

Arlington, VA 222031606 (703) 841-5300

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

Section A Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

1a Complete this table for all persons required to be listed. Use Schedule J-2 if additional space is needed

* List all of the organization's **current** officers, directors, trustees (whether individuals or organizations) and key employees regardless of amount of compensation, and current key employees Enter -0- in columns (D), (E), and (F) if no compensation was paid

* List the organization's five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations

* List all of the organization's **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations

* List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations

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

厂 Check this box if the organization did not compensate any officer, director, trustee or key employee

| | | (C) Position (check all that apply) | | | | | | | (E) | (F) |
|-----------------------|--|--|-----------------------|---------|--------------|---------------------------------|--------|--|---|--|
| (A) Name and Title | (B) A verage hours per week | Individual Trustee or Director | Institutional Trustee | Officei | Key employee | Highest compensated employee | Former | (D) Reportable compensation from the organization (W- 2/1099MISC) | from related organizations (W- 2/1099- MISC) | Estimated amount of other compensation from the organization and related organizations |
| | | | | | | | | | | |
| | | | | | | | | | | |
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| | | | | | | | | | | |
| | | | | | | | | | | |

Part VII Continued

| organization and related organizations greater than \$150,000? <i>If</i> "Yes," <i>complete Schedule J for such</i> <i>individual</i> | | | Γ | | | <u></u> | | | | | | | | | |
|---|---|--|---------------|----------------------|---------------------|---------|----------|--------------------|-------|-----------------|-------------------|----------------------------|----|-------------------------------|----------------------------|
| (A) Name and Title (B) hours yeak (B) hours yeak (B) hours yeak (B) | | | | | Position (check all | | | | | | | | | | |
| Image: Second | | | Average | | | | | Highest employe | | Repoi compei | rtable nsation | Reportable compensation | | Estima amount o compens | ated If other sation |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization b≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | 1 · | ual Trusten octor | tional Trustee | Officei | employee | compensated e | omer | organıza | tion (W- | (W-2/1099- | | rganızat relat | ion and ed |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization b≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization h≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization h≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization b≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization b≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization b≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization h≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization h≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization b≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | | | | | | | | | | | | | | | |
| 2 Total number of individuals (including those in 1a) who received more than \$100,000 in reportable compensation from the organization b≥299 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee or line 1a? If "Yes," complete Schedule J for such individual | 1h | Total | | | | | | | ┣╸ | | 6,188,646 | | 0 | | 541,782 |
| 3 Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual | 2 | | | a) who i | recer | ved | mo | re thar | 1 \$1 | 00,000 ır | ı reportable | 2 | | | |
| 4 For any individual listed online 1 a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,00? If "Yes," complete Schedule J for such individual | 3 | | | | | | | | | or highes | t compens | ated employee | 3 | | No |
| rendered to the organization? If "Yes," complete Schedule J for such person 5 No Section B. Independent Contractors 1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization (A) (B) (C) Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization (C) Compensation Cornerstone Partners Description of services Compensation Compensation Construction Boulevard Investment Management Services 1,895,431 Charlottesville, VA 22903 Invasive Species Remediation 1,431,983 Santa Cruz, CA 95060 Fundraising Services 1,243,795 Donor Services Group LLC Fundraising Services 1,243,795 Listo Olympic Boulevard Environmental Restoration 1,101,203 Arbutus, MD 21227 Environmental Restoration 1,101,203 PricewaterhouseCoopers LLC Accounting/Tax/HR Services 595,642 1301 K Street NW Washington, DC 20005 Accounting/Tax/HR Services 595,642 | 4 | organization and related organization | | | | | | | | | | | | | |
| 1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization (A) (B) (C) Name and business address Description of services 1,895,431 Correction Partners Investment Management Services 1,895,431 Island Conservation Invasive Species Remediation 1,431,983 Santa Cruz, CA 9560 Fundraising Services 1,243,795 Los Angeles, CA 90064 Fundraising Services 1,243,795 Environmental Quality Resources LLC thous the services 1,101,203 Arbutus, MD 21227 Environmental Restoration 1,101,203 PricewaterhouseCoopers LLC Accounting/Tax/HR Services 595,642 2 Total number of independent contractors (including those in 1) who received more than \$100,000 in compensation 461 | 5 | | | - | | | | | | - | | | 5 | | Νο |
| 1 Complete this table for your five highest compensated independent contractors that received more than \$100,000 of compensation from the organization (A) (B) (C) Name and business address Description of services 1,895,431 Correction Partners Investment Management Services 1,895,431 Island Conservation Invasive Species Remediation 1,431,983 Santa Cruz, CA 9560 Fundraising Services 1,243,795 Los Angeles, CA 90064 Fundraising Services 1,243,795 Environmental Quality Resources LLC thous the services 1,101,203 Arbutus, MD 21227 Environmental Restoration 1,101,203 PricewaterhouseCoopers LLC Accounting/Tax/HR Services 595,642 2 Total number of independent contractors (including those in 1) who received more than \$100,000 in compensation 461 | Se | ection B. Independent Contrac | tors | | | | | | | | | | | | |
| Name and business addressDescription of servicesCompensationCorrestone Partners 1900 Arlington Boulevard Charlottesville, VA 22903Investment Management Services1,895,431Island Conservation 100 Shaffer Road Santa Cruz, CA 95060Invasive Species Remediation1,431,983Donor Services Group LLC 11500 Olympic Boulevard Los Angeles, CA 90064Fundraising Services1,243,795Environmental Quality Resources LLC 1405 Benson Court Suite C Arbutus, MD 21227Environmental Restoration1,101,203PricewaterhouseCoopers LLC 1301 K Street NW Washington, DC 20005Accounting/Tax/HR Services595,6422Total number of independent contractors (including those in 1) who received more than \$100,000 in compensation461 | | Complete this table for your five high | est comper | | ndep | ende | ent | contra | ctor | rs that rec | eived more | e than | | | |
| 1900 Arlington Boulevard Charlottesville, VA 22903Investment Management Services1,895,431Island Conservation 100 Shaffer Road Santa Cruz, CA 95060Invasive Species Remediation1,431,983Donor Services Group LLC 11500 Olympic Boulevard Los Angeles, CA 90064Fundraising Services1,243,795Environmental Quality Resources LLC 1405 Benson Court Suite C Arbutus, MD 21227Fundraising Services1,101,203PricewaterhouseCoopers LLC 1301 K Street NW Washington, DC 20005Accounting/Tax/HR Services595,6422Total number of independent contractors (including those in 1) who received more than \$100,000 in compensation461 | _ | Name an | | lress | | | | | | | Desci | | | | |
| 100 Shaffer Road Santa Cruz, CA 95060Invasive Species Remediation1,431,983Donor Services Group LLC 11500 Olympic Boulevard Los Angeles, CA 90064Fundraising Services1,243,795Environmental Quality Resources LLC 1405 Benson Court Suite C Arbutus, MD 21227Environmental Restoration1,101,203PricewaterhouseCoopers LLC 1301 K Street NW Washington, DC 20005Accounting/Tax/HR Services595,6422Total number of independent contractors (including those in 1) who received more than \$100,000 in compensation461 | 1900 | Arlington Boulevard | | | | | | | | | Investment | Management Servic | es | 1 | l,895,431 |
| 11500 Olympic Boulevard Los Angeles, CA 90064 Fundraising Services 1,243,795 Environmental Quality Resources LLC 1405 Benson Court Suite C Arbutus, MD 21227 Environmental Restoration 1,101,203 PricewaterhouseCoopers LLC 1301 K Street NW Washington, DC 20005 Accounting/Tax/HR Services 595,642 2 Total number of independent contractors (including those in 1) who received more than \$100,000 in compensation 461 | 100 S | haffer Road | | | | | | | | | Invasive Spe | cies Remediation | | 1 | l,431,983 |
| 1405 Benson Court Environmental Restoration 1,101,203 Suite C Arbutus, MD_21227 Arbutus, MD_21227 PricewaterhouseCoopers LLC Accounting/Tax/HR Services 595,642 1301 K Street NW Accounting/Tax/HR Services 595,642 Washington, DC_20005 Total number of independent contractors (including those in 1) who received more than \$100,000 in compensation 461 | Donor Services Group LLC Fundraising Services 11500 Olympic Boulevard Fundraising Services Los Angeles, CA 90064 Fundraising Services | | | | | | 1 | l,243,795 | | | | | | | |
| 1301 K Street NW Accounting/Tax/HR Services 595,642 Washington, DC 20005 Total number of independent contractors (including those in 1) who received more than \$100,000 in compensation 461 | 1405 Suite | Benson Court C | | | | | | | | | Environment | al Restoration | | 1 | l,101,203 |
| 401 | PricewaterhouseCoopers LLC 1301 K Street NW Accounting/Tax/HR Services Washington, DC 20005 | | | | | | | 595,642 | | | | | | | |
| | | - | ors (includir | g those | e in 1 |) wh | io re | eceive | d ma | ore than \$ | 100,000 1 | | | | 461 |

Program Service Revenue

Other Revenue

Statement of Revenue Part

(A)

Total Revenue

(B)

Related or

Exempt

Function

(C)

Unrelated

Business

Revenue

0

0

0

(D)

Revenue

Excluded from

Tax under IRC

| А | Section 501(c)(3) and 501(c)(4) org Il other organizations must complete column (A) but are not r | | | |). |
|----|--|-----------------------|---|---|---------------------------------------|
| - | not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII. | (A) Total expenses | (B) Program service expenses | (C) Management and general expenses | (D) Fundraısıng expenses |
| 1 | Grants and other assistance to governments and organizations in the U S See Part IV, line 21 | 63,607,861 | 63,607,861 | | |
| 2 | Grants and other assistance to individuals in the US See Part IV, line 22 | 0 | 0 | | |
| 3 | Grants and other assistance to governments, organizations and individuals outside the U S See Part IV, lines 15 and 16 | 0 | 0 | | |
| 4 | Benefits paid to or for members | 0 | 0 | | |
| 5 | Compensation of current officers, directors, trustees, and key employees | 6,730,428 | 4,497,686 | 1,389,670 | 843,072 |
| 6 | Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) | 0 | 0 | 0 | 0 |
| 7 | Other salaries and wages | 217,290,285 | 131,027,390 | 0 | 36,459,656 |
| 8 | Pension plan contributions (include section 401(k) and section 403(b) employer contributions) | 13,288,912 | 7,931,017 | 3,096,368 | 2,261,527 |
| 9 | Other employee benefits | 26,721,024 | 16,434,573 | 4,950,435 | 5,336,016 |
| 10 | Payroll taxes | 17,354,020 | 10,394,006 | 4,206,535 | 2,753,479 |
| 11 | Fees for services (non-employees) | | | | |
| а | Management | | | | |
| b | Legal | 2,245,534 | 1,784,049 | 444,530 | 16,955 |
| с | Accounting | 913,448 | 149,207 | 764,241 | 0 |
| d | Lobbying | 2,877,084 | 2,877,084 | 0 | 0 |
| е | Professional fundraising See Part IV, line 17 . | 4,776,679 | | | 4,776,679 |
| f | Investment management fees | 7,202,230 | 0 | 7,202,230 | 0 |
| g | Other | 61,896,420 | 54,847,486 | 7,048,934 | 0 |
| 12 | Advertising and promotion | 0 | 0 | 0 | 0 |
| 13 | Office expenses | 39,487,514 | 17,433,798 | 6,310,976 | 15,742,740 |
| 14 | Information technology | 6,181,587 | 4,654,114 | 1,308,569 | 218,904 |
| 15 | Royalties | 0 | 0 | 0 | 0 |
| 16 | Occupancy | 9,712,970 | 1,237,385 | 8,452,426 | 23,159 |
| 17 | Travel | 17,877,822 | 13,075,137 | 2,677,357 | 2,125,328 |
| 18 | Payments of travel or entertainment expenses for any Federal, state or local public officials | 8,291 | 8,291 | 0 | 0 |
| 19 | Conferences, conventions and meetings | 8,962,458 | 5,273,123 | 2,524,038 | 1,165,297 |
| 20 | Interest | 16,497,683 | 16,485,748 | 11,935 | 0 |
| 21 | Payments to affiliates | 0 | 0 | 0 | 0 |
| 22 | Depreciation, depletion, and amortization | 5,177,661 | 4,791,458 | 380,092 | 6,111 |
| 23 | Insurance | 3,400,726 | 2,050,780 | 1,298,237 | 51,709 |
| 24 | Other expenses—Itemize expenses not covered above (Expenses grouped together and labeled miscellaneous may not exceed 5% of total expenses shown on line 25 below) | | | | |
| а | Book Value of Conservation Land Sold or Donated | 257,785,158 | 257,785,158 | 0 | 0 |
| b | Repairs, Maintenance and Construction | 12,315,380 | 10,093,387 | 2,016,147 | 205,846 |
| с | Real Estate Taxes | 6,164,411 | 5,454,150 | 691,811 | 18,450 |
| d | Equipment | 2,957,201 | 2,821,831 | 79,846 | 55,524 |
| е | Miscellaneous | 10,558,983 | 5,176,138 | 2,404,999 | 2,977,846 |
| f | All other expenses | | | | |
| 25 | Total functional expenses. Add lines 1 through 24f | 821,991,770 | 639,890,857 | 107,062,615 | 75,038,298 |
| 26 | Joint Costs. Check 🔽 If following SOP 98-2 Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation | | | | rm 990 (2008) |

Form 990 (2008)

Part X Balance Sheet

| | | | | | | (A) | | (B) |
|----------------|--------|--|---------------|---------|---------------|--------------------------------|----|---------------------------|
| | 1 | Cash—non-interest-bearing | | | | Beginning of year 5,304,973 | 1 | End of year 11.385.442 |
| | | - | • • | • | | 43,299,930 | | 41,934,562 |
| | 2 | Savings and temporary cash investments | • • | • • | • • • | 137,736,319 | _ | 147,044,731 |
| | | Pledges and grants receivable, net | • • | • • | • • • | 2,294,270 | - | 2,084,622 |
| | 4 5 | Accounts receivable, net | ••• | • • | • • • • | 2,294,270 | 4 | 2,004,022 |
| | | other related parties Complete Part II of Schedule L | • • | • | | 0 | 5 | 0 |
| | 6 | Receivables from other disqualified persons (as defined under persons described in section 4958(c)(3)(B) <i>Complete Part II c</i> | | | | 0 | 6 | 0 |
| | 7 | Notes and loans receivable, net | • • | • | | 13,183,249 | 7 | 10,618,060 |
| | 8 | Inventories for sale or use | • | | • | 0 | 8 | 0 |
| ţ; | 9 | Prepaid expenses and deferred charges | | | | 5,991,341 | 9 | 12,697,297 |
| Assets | 10a | Land, buildings, and equipment cost basis | 10a | | 3,844,232,098 | | | |
| | ь | Less accumulated depreciation Complete Part VI of | | | 07 007 074 | 3,310,714,529 | | 2 200 204 204 |
| | | Schedule D | 10b | | 37,337,874 | | | 3,806,894,224 |
| | 11 | Investments—publicly traded securities | • | ••• | • | 1,251,866,059 | | 1,112,101,599 |
| | 12 | Investments—other securities See Part IV, line 11 <i>Complete Schedule D</i> | Part V. | /II of | | 569,218,738 | 12 | 429,666,331 |
| | 13 | Investments—program-related See Part IV, line 11 Complete of Schedule D . | Part V | /III | | 1,513,050 | 13 | 1,212,805 |
| | 14 | Intangible assets | | | | 1,330,285 | 14 | 1,450,446 |
| | 15 | Other assets See Part IV, line 11 <i>Complete Part IX of Schedul</i> | е | | | 293,941,181 | 15 | 60,114,951 |
| | 16 | Total assets. Add lines 1 through 15 (must equal line 34) | | | | 5,636,393,924 | 16 | 5,637,205,070 |
| | 17 | Accounts payable and accrued expenses | | | | 13,910,338 | 17 | 9,445,919 |
| | 18 | Grants payable | | | | 0 | 18 | 0 |
| | 19 | Deferred revenue | | | | 34,928,799 | 19 | 34,635,927 |
| | 20 | Tax-exempt bond liabilities | | | | 126,119,000 | 20 | 123,410,000 |
| 6 | 21 | Escrow account liability Complete Part IV of Schedule D | | | | 0 | 21 | 0 |
| Liabilities | 22 | Payable to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified | , | | | | | |
| Ē. | | persons Complete Part II of Schedule L | | | | 0 | 22 | 0 |
| | 23 | Secured mortgages and notes payable to unrelated third partic | es. | | | 0 | | 0 |
| | 24 | Unsecured notes and loans payable | | | | 315,929,063 | 24 | 341,418,676 |
| | 25 | Other liabilities Complete Part X of Schedule D | | | | 257,407,169 | 25 | 504,643,391 |
| | 26 | Total liabilities. Add lines 17 through 25 | | | | 748,294,369 | 26 | 1,013,553,913 |
| ~ | 1 | Organizations that follow SFAS 117, check here ▶ 🔽 and con | ıplet e | e lines | 27 | | | |
| ě | | through 29, and lines 33 and 34. | • | | | | | |
| аD | 27 | Unrestricted net assets | | | | 4,181,561,795 | 27 | 3,887,772,480 |
| Bal | 28 | Temporarily restricted net assets | | | | 442,795,896 | 28 | 458,144,832 |
| P | 29 | Permanently restricted net assets | | | | 263,741,864 | 29 | 277,733,845 |
| r Fund Balance | | Organizations that do not follow SFAS 117, check here 🕨 🦵 a lines 30 through 34. | and co | omplet | e | | | |
| o c | 30 | Capital stock or trust principal, or current funds | - | | | | 30 | |
| ets. | 31 | Paid-in or capital surplus, or land, building or equipment fund | | | 31 | | | |
| Assets | 32 | Retained earnings, endowment, accumulated income, or other | | | 32 | | | |
| | 33 | Total net assets or fund balances | 4,888,099,555 | 33 | 4,623,651,157 | | | |
| Net | 34 | Total liabilities and net assets/fund balances | | | | 5,636,393,924 | 34 | 5,637,205,070 |
| Da | | Financial Statements and Reporting | | | | | | |

Page **11**

Part XI Financial Statements and Reporting

| | | | Yes | No |
|----|---|----|-----|----|
| 1 | Accounting method used to prepare the Form 990 🛛 🔽 cash 🔽 accrual 🔽 other | | | |
| 2a | Were the organization's financial statements compiled or reviewed by an independent accountant? \cdot . | 2a | | No |
| b | Were the organization's financial statements audited by an independent accountant? | 2b | Yes | |
| с | If "Yes" to lines 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? | 2c | Yes | |
| 3a | As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A - 133? | 3a | Yes | |
| b | If "Yes," did the organization undergo the required audit or audits? | 3b | Yes | |

| efi | le GF | RAPHIC pr | int - DO NOT | PROCESS | As Filed | Data - | | | | DL | .N: 93493 | 03501 | L 2040 |
|-------------------------|----------------------------|--------------------------|-------------------------------------|-------------------|----------------------------|------------------------------------|--------------------------|------------------|-------------------|----------------------|----------------------|----------|---------------|
| SC | HEL | DULE A | | Public Ch | Darity St | atue er | nd Dut | | anort | | ОМВ | No 154 | 5-004 |
| (Fori Departn | m 990 nent of th | or 990EZ) ne Treasury | To be a | Public Ch | ll sect ion 501 nonexem | .(c)(3) or <u>c</u> pt charital | ganization ble trusts | a)(1) | | 200 | | | |
| Internal | Revenue | e Service | | Attach to Fo | rm 990 or For | m 990-EZ. | See sepa | | | en to P nspect | | | |
| Name | e of ti | he organizat | ion | | | | | | Em | ployer ide | ent if icat ion | number | • |
| NATUI | RE CON | ISERVANCY | | | | | | | | 024265 | 2 | | |
| Ра | rt I | Reason | for Public C | harity Statu | is (to be co | mpleted | by all or | ganizatio | | -024265 Instruct | | | |
| | | | a private found | • | · · · | | | - | | 11100100 | | | |
| 1 | Γ | A church, | convention of cl | nurches, or ass | ociation of ch | nurches de | escribed in | Section 1 | L70(b)(1) | (A)(i). | | | |
| 2 | Γ | A school d | escribed in Sec | tion 170(b)(1)(| (A) (ii). (A ttad | ch Schedu | ıle E) | | | | | | |
| 3 | Г | A hospital | or a cooperativ | e hospital servi | ice organizati | on descril | bed in Sec | t ion 170(b |)(1)(A)(i | i ii). (Attac | h Schedule | Н) | |
| 4 | Г | A medical | research organ | zation operated | d ın conjunctı | on with a l | hospital d | escribed ii | n Section | 170(b)(1) | (A)(iii). En | ter the | |
| | | hospıtal's | name, city, and | state | | | | | | | | | |
| 5 | Γ | An organız | ation operated i | for the benefit o | facollege or | universit | y owned o | r operated | by a gov | ernmental | unıt descrı | bed in | |
| | | Section 17 | 0(b)(1)(A)(iv). | (Complete Par | tII) | | | | | | | | |
| 6 | Γ | A federal, | state, or local g | overnment or g | overnmental | unıt descr | nbed in Se | ction 170 | (b)(1)(A) | (v). | | | |
| 7 | ন | An organız | atıon that norm | ally receives a | substantıal p | art of its s | support fro | om a gove | rnmental u | unit or from | n the gener | al publi | 2 |
| | | described | in Section 170(I | b)(1)(A)(vi) (0 | Complete Par | tII) | | | | | | | |
| 8 | Γ | A commun | ity trust describ | oed in Section 1 | L70(b)(1)(A) | (vi) (Com | nplete Par | tII) | | | | | |
| 9 | Γ | An organız | atıon that norm | ally receives (| 1) more than | 331/3% 0 | of its supp | ort from co | ontributior | ns, membe | ershıp fees, | and gro | SS |
| | | receipts fr | om activities re | lated to its exe | mpt functions | s—subject | to certair | n exceptio | ns, and (2 |) no more | than 331/3 | % of | |
| | | ıts support | from gross inv | estment income | e and unrelate | ed busines | ss taxable | income (l | ess sectio | on 511 ta | x) from busi | nesses | |
| | | acquired b | y the organızatı | on after June 3 | 0,1975 See | Section 5 | 09(a)(2). | (Complete | e Part III |) | | | |
| 10 | | An organız | atıon organızed | and operated e | exclusively to | test for p | ublıc safe | ty See Se | ction 509 | (a)(4). (S | ee instructi | ons) | |
| 11 | Г | - | ation organized e publicly supp | • | | | • • | | | | | • • | |
| | | | at describes the | | | | | | | | Section So | ə(a)(3) | CHECK |
| | | | | Type II | | | | nally Integ | | d | 🗌 Туре І | II - Ot | her |
| e | Г | other than | ng this box, I ce foundation man | | - | | | • | | | | • | |
| f | | check this | nization receive box | | | | | | | | supporting | organı | zation, |
| g | | | ust 17, 2006, h | as the organiza | ition accepte | d any gift | or contrib | utıon from | any of the | 9 | | | |
| | | following p | ersons? n who dırectly c | r indirectly con | trols either: | alone or to | aether w | th nersons | describe | d in (ii) | | Yes | No |
| | | | low, the govern | | | | | in persons | , acounde | a in (ii) | 11g(i | | |
| | | | y member of a p | • | • • | - | ciona | | | | 11g(ii | | <u> </u> |
| | | | controlled ent | | | | hove? | | | | 11g(ii | | <u> </u> |
| h | | | e following infor | • • | | ., ., | | supports | | | 9(| | L |
| | /:> N | ame of | (ii) EIN | (iii) Type of a | | () 7 | s the | | ou notify | 1 | Is the | (vii) An | |
| | • • | ported | | (described or | - | | ation in | | nization | | zation in | supp | |
| | Orgai | nızatıon | | above or IR | C section | col (i) | listed in | ın col (i |) of your | col (i) (| organized | | |
| | | | | (See Instr | uctions)) | | verning | supp | ort? | in the | US? | | |
| | | | | | | | ment? | N | | N a - | | | |
| | | | | | | Yes | No | Yes | No | Yes | No | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |
| | | | | | | | | | | | | | |

Total

| Sch | edule A (Form 990 or 990-EZ) 2008 | | | | | | | Page 2 |
|----------|--|---|---|---|--|--|---|--------------------------------|
| | Complete only if you check | r ganizations ked the box o | Described in Inne 5, 7, or | • IRC 170(b) 8 of Part I.) | (1)(A)(iv) a | nd 17 | 70(b)(1) | (A)(vi) |
| Ρ | ublic Support | | | | | | | |
| Cal | endar year (or fiscal year beginning in) | (a) 2004 | (b) 2005 | (c) 2006 | (d) 2007 | (e) | 2008 | (f) ⊺otal |
| 1 | Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ") | 572,978,051 | 606,477,485 | 572,039,900 | 868,882,731 | 6 | 37,305,514 | 3,257,683,681 |
| 2 | Tax revenues levied for the organization's benefit and either paid to or expended on its behalf | 0 | 0 | 0 | 0 | | 0 | C |
| 3 | The value of services or facilities furnished by a governmental unit to the organization without charge | 0 | 0 | 0 | 0 | | 0 | C |
| 4 | Total. Add line 1-3 | 572,978,051 | 606,477,485 | 572,039,900 | 868,882,731 | 6 | 37,305,514 | 3,257,683,681 |
| 5 | The portion of total contribution by each person (other than a government unit or publicly supported organization) included on line 1 that exceed 2% of the amount shown on line 11, column | | | | | | | 0 |
| 6 | (f) Public Support subtract line 5 from line | | | | | | | 3,257,683,681 |
| — | → otal Support | | | | | | | |
| | endar year (or fiscal year beginning in) | (a) 2004 | (b) 2005 | (c) 2006 | (d) 2007 | (a) | 2008 | (f) Total |
| 7 | Amounts from line 4 | 572,978,051 | 29,289,372 | 572,039,900 | 868,882,731 | | 37,305,514 | 3,257,683,681 |
| - | Gross income from interest, dividends, | 572,570,051 | 25,205,572 | 572,035,500 | 000,002,751 | 0. | | |
| 8 | payments received on securities loans, rents, royalties and income from similar sources | 19,949,713 | 29,289,372 | 45,231,223 | 52,196,419 | : | 36,389,866 | 183,056,593 |
| 9 | Net income from unrelated business activities, whether or not the business is regularly carried on | 849,040 | 1,025,575 | 3,605,053 | 1,050,609 | | 1,141,373 | 7,671,650 |
| 10 | Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV) | 9,232,333 | 5,583,802 | 6,064,876 | 4,215,075 | | 2,788,212 | 27,884,298 |
| 11 | Total Support (Add lines 7 through 10) | | | | | | | 3,476,296,222 |
| 12 | Gross receipts from related activities, etc | (See instruction | ıs) | | | 12 | 1 | ,395,760,782 |
| 13 | First Five Years. If the Form 990 is for the organization, check this box and stop here omputation of Public Support Perc | - | rst, second, thir | d, fourth, or fifth | tax year as a 5 | 01(c) | (3) | ► Г |
| 14 | Public Support Percentage for 2008 (line 6 | | ded by line 11 cc | olumn (f)) | | 14 | | 93.711 % |
| | | | - | | | | <u> </u> | |
| 15 | Public Support Percentage for 2007 Sched | | | | | 15 | | 92.68 % |
| 16a | 33 1/3% Test - 2008. If the organization di | | , | | 3 1/3% or more, | check | thıs box | |
| b | and stop here. The organization qualifies as 33 1/3% Test - 2007. If the organization di box and stop here. The organization qualifi | d not check the | box on line 13 o | r 16a, and line : | 15 is 33 1/3% o | r more | , check th | ıs ▶ |
| | 10% Facts and Circumstances Test - 2008. more, and if the organization meets the "fac organization meets the "facts and circumst 10% Facts and Circumstances Test - 2007. more, and if the organization meets the "fac | If the organizati cts and circums tances" test Th If the organizati cts and circums | on did not check tances" test, ch e organization qi on did not check tances" test, ch | a box on line 1 eck this box and ualifies as a pub a box on line 1 eck this box and | I stop here. Exp licly supported 3, 16a, 16b, or I stop here. Exp | laın ın organı 17a aı laın ın | Part IV ho ization nd line 15 Part IV ho | ow the ▶ Is 10% or ow |
| | the organization meets the "facts and circu | ımstances" test | The organization | on qualifies as a | publicly suppor | ted or | ganızatıon | ▶ |

| 18 | Private Foundation. If the organization did not check the box on line 13, 16a, 16b, 17a or 17b, check this box and see |
|----|--|
| | Instructions |

▶□

| Pa | art III | Support Schedule for Or (Complete only if you check | | | |)(2) | | |
|----------|--------------------------|--|------------------------|-------------------------|---------------------|-------------------|----------------|------------|
| | | Public Support | | | | | 1 | |
| Cale | - | (or fiscal year beginning in) | (a) 2004 | (b) 2005 | (c) 2006 | (d) 2007 | (e) 2008 | (f) Total |
| 1 | membersh | nts, contributions, and nip fees received (Do not | | | | | | |
| 2 | Gross rec | ny "unusual grants ") eıpts from admıssıons, | | | | | | |
| | | ise sold or services performed, | | | | | | |
| | | s furnished in any activity that to the organization's tax- | | | | | | |
| | exempt pu | urpose | | | | | | |
| 3 | | eipts from activities that are | | | | | | |
| | section 5 | elated trade or business under 13 | | | | | | |
| 4 | | ues levied for the | | | | | | |
| | | on's benefit and either paid to | | | | | | |
| 5 | • | ed on its behalf of services or facilities | | | | | | |
| 5 | | by a governmental unit to the | | | | | | |
| | - | on without charge | | | | | | |
| 6 | Total Add | | | | | | | |
| 7a | | included on lines 1, 2, and 3 rom disqualified persons | | | | | | |
| Ь | | included on lines 2 and 3 | | | | | | |
| _ | | rom other than dısqualıfıed | | | | | | |
| | | hat exceed the greater of 1% of | | | | | | |
| | the total of the year of | of lines 9, 10c, 11, and 12 for | | | | | | |
| с | | nes 7a and 7b | | | | | | |
| 8 | | port (Substract line 7c from | | | | | | |
| | line 6) | | | | | | | |
| | tal Supp | | (-) 2004 | (1) 2005 | (-) 2006 | (4) 2007 | (-) 2008 | |
| 9 | | (or fiscal year beginning in) from line 6 | (a) 2004 | (b) 2005 | (c) 2006 | (d) 2007 | (e) 2008 | (f) Total |
| , 10a | | ome from interest, dividends, | | | | | | |
| | | received on securities loans, | | | | | | |
| | , , | alties and income from similar | | | | | | |
| Ь | sources | business taxable income (less | | | | | | |
| D | | 11 taxes) from businesses | | | | | | |
| | acquired a | after 30 June, 1975 | | | | | | |
| с | | 10a and 10b | | | | | | |
| 11 | | ne from unrelated business | | | | | | |
| | | not included in line 10b, r not the business is regularly | | | | | | |
| 12 | Other inc | ome Do not include gain or loss ale of capital assets | | | | | | |
| | | n Part IV) | | | | | | |
| 13 | Total Sup 12) | port (Add lines 9, 10c, 11 and | | | | | | |
| 14 | First Five | Years If the Form 990 is for the c box and stop here | organızatıon's fi | rst, second, thır | d, fourth, or fiftl | n tax year as a 5 | 501(c)(3) org | anization, |
| | moutoti | an of Public Support Porce | | | | | | |
| 15 | | on of Public Support Perce oport Percentage for 2008 (line 8 | | ded by line 13 c | olumn (f)) | | 15 | |
| 16 | | oport Percentage for 2007 Sched | | | | | | |
| 10 | | sport i ercentage for 2007 Scheu | | A, III 279 | | | 16 | |
| Co | mputatio | on of Investment Income | Percentage | | | | | |
| 17 | | nt Income Percentage for 2008 (I | | | ne 13 column (f | ·)) | 17 | |
| 18 | Investmei | nt Income Percentage from 2007 | Schedule A, Pa | rt IV-A, line 27 | h | | 18 | |
| | | Fests - 2008. If the organization d | | | | more than 33 1/ | | |
| ь | 17 ıs not ı | more than 33 1/3%, check this bo Tests - 2007. If the organization d | ox and stop her | e. The organizat | ion qualifies as | a publicly suppo | orted organiza | and |
| 20 | | not more than 33 1/3%, check th pundation If the organization did i | | | | | | |

Part IV Supplemental Information. Complete this part to provide the information required by Part II, line 10; Part II, line 17a or 17b, or Part III, line 12. Provide and any other additional information. (see instructions)

Facts and Circumstances Test

Part II, Section B, line 10 Other income includes net rental income, net income from special events, gross profit from sales of inventory and other miscellaneous income related to the accomplishment of the Nature Conservancy's tax exempt mission

Schedule A (Form 990 or 990-EZ) 2008

Software ID: Software Version: EIN: 53-0242652 Name: NATURE CONSERVANCY

Form 990, Part VII - Section Aaa

| Form 990, Part VII - Section Aaa | | | | | | | | | | |
|---|---|-----------------------------------|------------------------------|----------|--------------|------------------------------|--------|---|---|--|
| | | Posit t | (C tion (hat a | chec |) | | | | (E) | (F) |
| (A) Name and Title | (B) Average hours per week | Individual Trustee or Director | Institutional Trustee | | Key employee | Highest compensated employee | Former | (D) Reportable compensation from the organization (W- 2/1099MISC) | Reportable compensation from related organizations (W- 2/1099- MISC) | Estimated amount of other compensation from the organization and related organizations |
| Harry Groome , Chair, Gov , Nom , & HR Comm | 1 | х | | | | | | 0 | 0 | 0 |
| John P Morgridge , Chairman - Part Year | 1 | x | | x | | | | 0 | 0 | 0 |
| William W Murdoch , Director | 1 | X | | | | | | 0 | _ | 0 |
| Christine M Scott , Director | 1 | X | | | | | | 0 | _ | 0 |
| Georgia Welles , Secretary | 1 | X | | x | | | | 0 | | 0 |
| Robert J Portman , Director - Part Year | 1 | X | | | | | | 0 | 0 | 0 |
| Steven A Denning , Director | 1 | X | | | | | | 0 | 0 | 0 |
| | 1 | X | | x | | | | 0 | 0 | 0 |
| Roger Milliken Jr , Chairman - Part Year James C Morgan , Director | 1 | x | | <u> </u> | | | | 0 | | 0 |
| Joel E Cohen , Director | | X | | | | | | 0 | | 0 |
| , | 1 | | | x | | | | 0 | | 0 |
| Gordon Crawford, Vice Chair | | X | | <u> </u> | | | | 0 | | 0 |
| Gretchen C Daily , Director | 1 | X | | | | | | 0 | _ | 0 |
| Carol E Dinkins , Director - Part Year | 1 | X | | | | | | 0 | 0 | 0 |
| Roberto Hernandez Ramırez , Vıce Chaır - Part Year | 1 | х | | x | | | | 0 | 0 | 0 |
| Teresa Beck , Chair, Conser Act Review Comm | 1 | х | | | | | | 0 | 0 | 0 |
| Thomas Middleton , Director | 1 | Х | | | | | | 0 | 0 | 0 |
| Thomas J Tierney , Director | 1 | Х | | | | | | 0 | 0 | 0 |
| Frank E Loy , Director | 1 | Х | | | | | | 0 | 0 | 0 |
| John P Sall , Chair, Audit Committee | 1 | Х | | | | | | 0 | 0 | 0 |
| Muneer A Satter , Treas & Chair, Finance Comm | 1 | х | | x | | | | 0 | 0 | 0 |
| Shirley Young , Director | 1 | Х | | | | | | 0 | 0 | 0 |
| Stephen Polasky , Dırector - Part Year | 1 | Х | | | | | | 0 | 0 | 0 |
| Cristian Samper , Director - Part Year | 1 | Х | | | | | | 0 | 0 | 0 |
| Stephanie K Meeks , Acting Pres & CEO/COO - Part Year | 35 | | | x | | | | 366,199 | 0 | 20,149 |
| Stephen C Howell , Chief Fin and Admin Officer | 35 | | | x | | | | 283,024 | 0 | 28,748 |
| Steven J McCormick , Former President & CEO | 35 | | | x | | | х | 320,928 | 0 | 16,313 |
| Mark R Tercek , Dırector and President - Part Year | 35 | | | x | | | | 202,696 | 0 | 3,254 |
| Mark A E Burget , Chief Conservation Pgms Officer - Part Year | 35 | | | | х | | | 224,891 | 0 | 23,247 |
| Rebecca L Patton , Chief Conservation Strat Officer - Part Year | 35 | | | | х | | | 263,539 | 0 | 22,018 |
| Philip Tabas , General Counsel | 35 | | | | х | | | 224,693 | 0 | 17,732 |

Form 990, Part VII - Section Aaa

| | | Posit t | (C non (nat a | chec | | I | | | | (F) |
|---|--|-----------------------------------|-----------------------------|---------|--------------|-------------------------------|--------|---|--|--|
| (A) Name and Title | (B) A verage hours per week | Individual Trustee or Director | Institutional Trustee | Officei | Key employee | Highest compensated employiee | Former | (D) Reportable compensation from the organization (W- 2/1099MISC) | (E) Reportable compensation from related organizations (W- 2/1099- MISC) | Estimated amount of other compensation from the organization and related organizations |
| Terry Richey , Chief Mkting, Memb & Phil Officer - Part Year | 35 | | | | х | | | 192,059 | 0 | 22,431 |
| Bruce Runnels , Regional Director | 35 | | | | Х | | | 174,150 | 0 | 16,573 |
| Karen Berky , Regional Director | 35 | | | | Х | | | 172,303 | 0 | 14,312 |
| Robert Bendıck , Regional Director - Part Year | 35 | | | | х | | | 225,674 | 0 | 17,870 |
| Mıchael Andrews , Dırector of Institutional Gifts | 35 | | | | х | | х | 164,453 | 0 | 19,940 |
| Audrey Grant , Dırector of Global Partnershıps | 35 | | | | х | | х | 145,341 | 0 | 1,428 |
| Michael Dennis , Director of Conservation Real Estate | 35 | | | | х | | х | 185,045 | 0 | 17,500 |
| Craig Neyman , Vice President and Chief Investment Officer | 35 | | | | х | | | 221,450 | 0 | 25,819 |
| Amy Golden , Actıng Chıef Marketıng, Memb & Phılan Officer | 35 | | | | х | | | 221,012 | 0 | 25,227 |
| William Ginn , Chief Conservation Programs Officer - Part Year | 35 | | | | х | | | 179,940 | 0 | 21,722 |
| Robert McKım , Regional Director | 35 | | | | Х | | | 173,769 | 0 | 23,851 |
| John Cook , Regional Director | 35 | | | | Х | | | 181,697 | 0 | 20,743 |
| Michael Sweeney , State Director | 35 | | | | Х | | | 184,633 | 0 | 16,247 |
| Rebecca Gırvın-Argon , Chief Philanthropy Officer - Part Year | 35 | | | | х | | | 152,865 | 0 | 22,605 |
| Brian McPeek , Chief Conservation Strategy Officer - Part Year | 35 | | | | х | | | 153,578 | 0 | 23,237 |
| Katherine Skinner , Acting Regional Director - Part Year | 35 | | | | х | | | 149,859 | 0 | 15,981 |
| JeanLouis B Ecochard , Chief Information O fficer | 35 | | | | | x | | 252,854 | 0 | 21,846 |
| Joseph J Keenan , Regional Director | 35 | | | | | Х | | 363,944 | 0 | 29,251 |
| David M Cleary , Director of Conservation Strategies | 35 | | | | | x | | 350,343 | 0 | 24,295 |
| Cynthia Smith , Vice President of Human Resources | 35 | | | | | x | | 225,784 | 0 | 26,141 |
| Catherine Nardone , Director of Philanthropy - California | 35 | | | | | x | | 231,923 | 0 | 3,302 |

| efile GRAPHIC p | rint - DO NO | T PROCESS | As Filed Data - | | | DLN: | 93493035012040 |
|---|-------------------------------------|--|---|---|---|-------------------------------|---|
| SCHEDULE C | | Political C | Campaign and | Lobbying <i>i</i> | Activities | | OMBNo 1545-0047 |
| (Form 990 or 990-EZ) | For Organi | izations Exem | ot From Income Tax | Under sectior | n 501(c) and | section 527 | 2008 |
| Department of the Treasury Internal Revenue Service | | | nizations described be | | | | Open to Public Inspection |
| If the organization a Section 501(c)(3) org Section 501(c) (other Section 527 organization | ganizations coi r than section 5 | mplete Parts I-A a 501(c)(3)) organiz | and B Do not complete | e Part I-C | | - | npaign Activities) |
| If the organization a | nswered "Ye | s," to Form 990 | | | | | • |
| Section 501(c)(3) org Section 501(c)(3) org | ganizations that | t have NOT filed I | orm 5768 (election ur | nder section 501(I | | | • |
| If the organization at | | | • | oxy rax) | | | |
| Name of the organiza | | | | | Er | mployer ident | ification number |
| NATURE CONSERVANCY | | | | | 5 | 3-0242652 | |
| Part I-A To be c | | | | | | | 527 |
| organiz | zations. (Se | e the instruction | ons for Schedule C | for details.) | | | |
| _ | | ganızatıon's dıre | ct and indirect politic | al campaıgn actı | vities in Part 1 | I V | |
| 2 Political expend | | | | | | : | \$ |
| 3 Volunteer hours | | | | | | | |
| Part I-B To be c | completed b edule C for de | | ations exempt u | inder section | 501(c)(3) | . (See the ır | nstructions |
| 1 Enter the amour | nt of any excise | e tax incurred by | the organization und | er section 4955 | | : | \$ |
| 2 Enter the amour | nt of any excise | e tax incurred by | organization manage | rs under section | 4955 | : | \$ |
| 3 If the organizati | on incurred in a | a section 4955 t | ax, dıd ıt file Form 47: | 20 for this year? | , | | ∏Yes ∏No |
| 4a Was a correction | n made? | | | | | | 🗌 Yes 🗌 No |
| b If "Yes," describ | pe in Part IV | | | | | | |
| Part I-C To be c (See the | | y all organiz for Schedule | | inder section | 501(c), ex | cept secti | on 501(c)(3). |
| 1 Enter the amour | nt directly expe | ended by the filin | g organization for sec | tion 527 exempt | t function acti | vities | \$ |
| Enter the amour 527 exempt fun | | organızatıon's ınt | ernal funds contribut | ed to other organ | lizations for se | ction | \$ |
| 3 Total of direct a 1120-POL, line | | mpt function exp | penditures Add lines | 1 and 2 and ente | er here and on | | \$ |
| 4 Did the filing org | janızatıon file F | Form 1120-POL f | or this year? | | | | 🗌 Yes 🗌 No |
| were made Ente political contrib | er the amount p utions received | oaid and indicate d and promptly a | ntification Number (E if the amount was pa nd directly delivered (PAC) If additional | ıd from the filing to a separate pol | organızatıon's lıtıcal organıza | own internal tion, such as | funds or were a separate |
| (a) Nam | e | (b) | Address | (c) EIN | (d) Amoun filing orga internal fun enter | nızatıon's ds Ifnone, | (e) A mount of political contributions received and promptly and directly delivered to a separate political organization If none, enter -0- |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |
| | | | | | | | |

For Paperwork Reduction Act Notice, see the instructions for Form 990. Cat No 50084S Schedule C (Form 990 or 990-EZ) 2008

Schedule C (Form 990 or 990-EZ) 2008

| P | | <pre>v organizations exempt under section 501(c tion 501(h)). (See the instructions for Schedule</pre> | | 768 |
|----------|--|--|---|--|
| | Check 🔽 If the filing organization | belongs to an affiliated group checked box A and "limited control" provisions apply | | |
| <u> </u> | Limits on Lo | bbying Expenditures— s" means amounts paid or incurred.) | (a) Filing Organization's Totals | (b) Affiliated Group Totals |
| 1a | Total lobbying expenditures to influe | nce public opinion (grass roots lobbying) | | |
| b | Total lobbying expenditures to influe | nce a legislative body (direct lobbying) | | |
| с | Total lobbying expenditures (add line | es 1a and 1b) | | |
| d | Other exempt purpose expenditures | | | |
| e | Total exempt purpose expenditures | | | |
| f | Lobbying nontaxable amount Enter f columns— If the amount on line 1e, column (a) or (b) is: Not over \$500,000 | the amount from the following table in both The lobbying nontaxable amount is: 20% of the amount on line 1e | | |
| | Over \$500,000 but not over \$1,000,000 | \$100,000 plus 15% of the excess over \$500,000 | | |
| | Over \$1,000,000 but not over \$1,500,000 | \$175,000 plus 10% of the excess over \$1,000,000 | | |
| | Over \$1,500,000 but not over \$17,000,000 | \$225,000 plus 5% of the excess over \$1,500,000 | | |
| | Over \$17,000,000 | \$1,000,000 | | |
| g | Grassroots nontaxable amount (ente | r 25% of line 1f) | | |
| h | Subtract line 1g from line 1a Enter - | 0- if line g is more than line a | | |
| i | Subtract line 1f from line 1c Enter - | 0- If line fis more than line c | | |
| j | If there is an amount other than zero section 4911 tax for this year? | on either line 1h or line 1i, did the organization file Form | 4720 reporting | ∏Yes ∏No |

4-Year Averaging Period Under Section 501(h) (Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the instructions for lines 1a through 1f of the instructions.)

| | Lobbying Expendit | ures During 4 | 4-Year Avera | ging Period | | |
|----|---|-----------------|-----------------|-----------------|-----------------|------------------|
| | Calendar year (or fiscal year beginning in) | (a) 2005 | (b) 2006 | (c) 2007 | (d) 2008 | (e) Total |
| 2a | Lobbying non-taxable amount | | | | | |
| Ь | Lobbying ceiling amount (150% of line 2a, column(e)) | | | | | |
| с | Total lobbying expenditures | | | | | |
| d | Grassroots non-taxable amount | | | | | |
| e | Grassroots ceiling amount (150% of line d, column (e)) | | | | | |
| f | Grassroots lobbying expenditures | | | | | |

Schedule C (Form 990 or 990-EZ) 2008

Part II-B To be completed by organizations exempt under section 501(c)(3) that have NOT filed Form 5768 (election under section 501(h)). (See the instructions for Schedule C for details.)

| | | (a | | | (b) | |
|-----|---|---------|------|------|--------|--------|
| | | Yes | No | | A mour | nt |
| 1 | During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of | | | | | |
| а | Volunteers? | Yes | | | | |
| b | Paid staff or management (include compensation in expenses reported on lines c through i)? | Yes | | | | |
| с | Media advertisements? | | No | | | |
| d | Mailings to members, legislators, or the public? | Yes | | | 4 | 19,978 |
| е | Publications, or published or broadcast statements? | Yes | | | 18 | 31,024 |
| f | Grants to other organizations for lobbying purposes? | Yes | | | 1,94 | 40,437 |
| g | Direct contact with legislators, their staffs, government officials, or a legislative body? | Yes | | | 3,24 | 45,744 |
| h | Rallies, demonstrations, seminars, conventions, speeches, lectures, or any other means? | | No | | | |
| i | Other activities If "Yes," describe in Part IV | | No | | | |
| j | Total lines 1c through 1: | | | | 5,43 | 17,183 |
| 2a | Did the activities in line 1 cause the organization to be not described in section $501(c)(3)^{2}$ | | No | | | |
| Ь | If "Yes" enter the amount of any tax incurred under section 4912 | | | | | |
| с | If "Yes" enter the amount of any tax incurred by organization managers under section 4912 | | | | | |
| d | If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? | | | | | |
| Par | t III-A To be completed by all organizations exempt under section 501(c)(4), se section 501(c)(6). (See the instructions for Schedule C for details.) | ection | 501(| c)(5 |), or | |
| | | | , | | Yes | No |
| 1 | Were substantially all (90% or more) dues received nondeductible by members? | | | 1 | | |
| 2 | Did the organization make only in-house lobbying expenditures of \$2,000 or less? | | | 2 | | |
| 3 | Did the organization agree to carryover lobbying and political expenditures from the prior year? | | | 3 | | |
| Par | t IIII-B To be completed by all organizations exempt under section 501(c)(4), se section 501(c)(6) if BOTH Part III-A, questions 1 and 2 are answered "No' question 3 is answered "Yes." (See the instructions for Schedule C for details.) | ' OR if | | | | |
| 1 | Dues, assessments and similar amounts from members | | 1\$ | | | |
| 2 | Section 162(e) non-deductible lobbying and political expenditures (do not include amounts of politica expenses for which the section 527(f) tax was paid). | / | | | | |
| а | Current Year | | 2a\$ | | | |
| b | Carryover from last year | | 2b\$ | | | |
| с | Total | | 2c\$ | | | |
| 3 | Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) dues | Γ | 3\$ | | | |
| 4 | If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion of the excess does the organization agree to carryover to the reasonable estimate of nondeductible lobbying and politic expenditure next year? | | 4\$ | | | |
| 5 | Taxable amount of lobbying and political expenditures (line 2c total minus 3 and 4) | | 5\$ | | | |

Part IV Supplemental Information

Complete this part to provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, and Part II-B, line 1i Also, complete this part for any additional information

| exempt purpose mission focusing on the conservation of lands including forests, gresslands, and lands and water, including fresh water and marine. The Nature Conservancy devoted 45% of its exempt purpose expenditures to altering to influence legislation during first alterial egislation mitude dimding for Forest Legislation during first alterial legislation mitude dimding for Forest Legislation funding and carbon offsetting. American Rear View and Security Act provisions regarding forest preservation, land acquisition funding and carbon offsetting. American Rearvation, and Reinvestiment Act for forest, press and marine restration and Reinvestiment Act for forest, press and marine restration and Reinvestiment Act for forest, press and marine restration and Reinvestiment Act for forest, press and marine restration resolutions for international conservation, and provisions through legislations for international conservation, and provisions through legislations at the national and local legislation through legislations at the national and local legislation through legislations at the national and local legislation through legislations at the national and local legislation was advocated to provide sufficient. In Dustana, Jingapore Dunes in Michigan, Blackbot Valley in Montana, Albamy Pries Bush in Nev York, Hells Caryon and Nestucca in Oragon, and Cherry Valley in Pensylvania National Allocal legislation was advocated to provide sufficient, long term finding for habits and de preservation funding for the Wirk Yalley. Montana, New York, Yalley Carewan, Markan, Jihano Karana, Chika, and Cherry Valley in Pensylvania National Allocal legislation was advocated to provide sufficient, long term finding for habits and de preservation funding for the Wirk Yalley. Montana, New Jaresy, Montana (Lews and Habit, New York, Nottana, New Jaresy, Montana (Lews And Habit, New York, Nottana, New Yaley, Leke Ontana Albany, Pries Bush in New York, Hells Caryon and Nestucca in Oragon, and every mark in the National Albana, Breing Alban | Ident if ier | Return Reference | Explanation |
|---|---------------------------------------|------------------|--|
| Image: Constraint of the second sec | Ident if ier SchC_P2B_S00_L01 | | The lobbying work of The Nature Conservancy advances the exempt purpose mission focusing on the conservation of lands including forests, grasslands, and lands and water, including fresh water and marine. The Nature Conservancy devoted 48% of its exempt purpose expenditures to attempt to influence legislation during friscal Year 2009. In preservation of habitats, TNC attempted to influence legislation at the federal, state and local level U S federal legislation included funding for Forest Legacy, Forest Landscape Restoration Act, Land and Water Conservation Fund, National Landscape Restoration Act, including various efforts to advance controlled burning for habitat, species and human protection, American Clean Energy and Security Act provisions regarding forest preservation, land acquisition funding and carbon offsetting, American Recovering and Reinvestment Act for forest, invers and marine restoration work, reautionization of the Sikes Act for protecting natural resources on Department of Defense lands, Tropic Forest Conservation Act including provisions to protect forests, coral reefs and coastal marine areas in developing countres, appropriations for international conservation, and provisions through legislation at the national and local level to protect places such as 0 wyhee County and Henry's Lake in Idaho, Washington County in Utah, Cahaba River and Little River Canyon preserves in Alabama, Everglades National Park expansion in Florda, Upper O uachita in Louisiana, Singapore Dunes in Michigan, Blackfoot Valley in Montana, Albany Pine Bush in New York, Hells Canyon and Nestucca in O regon, and Cherry Valley in Pennsylvania National and local legislation was advocated to provide sufficient, long term funding for habitat and land preservation through Husts and Similar investment, and easement incentives for conservation or management mechanisms in countries such as Arizona, California, Colorado, Hawai, Idaho (Blaine County), Illinois (Lake County), Indiana, Ioaw, Mane, Maryland, Minnesota, Missouri, Montan |
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Schedule C (Form 990 or 990EZ) 2008

Schedule C (Form 990 or 990-EZ) 2008

| art IV Supplemental Ir | formation | |
|------------------------|-------------------|-------------|
| | | |
| Ident if ier | Ret urn Reference | Explanation |
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Schedule C (Form 990 or 990EZ) 2008

| efile GRAPHIC | print - DO NOT PROCESS | s Filed Data - | | | DLN: 934930350 | 12040 |
|--|---|-----------------------|--|--------------|-------------------------|-----------|
| SCHEDULE D | | | | | OMB No 154 | 5-0047 |
| (Form 990) | | | al Statements | | 200 | 8 |
| Department of the Treasury Internal Revenue Service | | - | ed by organizations that line 6, 7, 8, 9, 10, 11, or 12 | • | Open to I Inspec | |
| Name of the organ NATURE CONSERVANC | | | | Employer | identification number | er |
| | | | | 53-0242 | | |
| | nizations Maintaining Donor A zation answered "Yes" to Form 9 | | | ids or A | ccounts. Comple | te if the |
| organ | | | radvised funds | (b) F | unds and other acco | unts |
| 1 Total number : | at end of year | | 17 | | | 0 |
| 2 Aggregate Co | ntributions to (during year) | | 1,200,000 | | | 0 |
| 3 Aggregate Gra | ints from (during year) | | 893,771 | | | 0 |
| 4 Aggregate val | ue at end of year | | 10,591,472 | | | 0 |
| | zation inform all donors and donor ad organization's property, subject to the | | | advısed | 🗹 Yes | ∏ No |
| used only for impermissible | zation inform all grantees, donors, an charitable purposes and not for the be private benefit? | nefit of the donor o | r donor advisor or other | | ∀ Yes | ∏ No |
| | ervation Easements. Complete | | | Form 990 |), Part IV, line 7. | |
| マーPreserva マーProtectio マーPreserva | conservation easements held by the tion of land for public use (eg, recrea n of natural habitat tion of open space s 2a–2d if the organization held a qua | tion or pleasure) | Preservation of an hi Preservation of certi | fied histor | nc structure | a |
| • | y of the tax year | | | | Held at the End of | the Year |
| a Total numbe | r of conservation easements | | | 2a | | 2132 |
| b Total acreag easements | e restricted by conservation | | | 2Ь | 245 | 1503 15 |
| c Number of co | onservation easements on a certified | historic structure ir | ncluded in (a) | 2c | | 0 |
| d Numberofco | onservation easements included in (c) |) acquired after 8/1 | 7/06 | 2d | | 0 |
| 3 Number of con | nservation easements modified, trans | ferred, released, ex | tinguished, or terminated | by the org | anızatıon durıng | |
| the taxable ye | ear 🕨 22 | | | | - | |
| 4 Number of sta | tes where property subject to conser | vation easement is | located 🕨 49 | | | |
| | nization have a written policy regardi | | | ons and | | |
| enforcement o | of the conservation easements it hold | 5? | | | √ Yes 21536 5 | ∏ No |
| 6 Staff or volunt | eer hours devoted to monitoring, insp | ecting and enforcin | g easements during the ye | ear 🕨 | | |
| 7 A mount of exp | penses incurred in monitoring, inspec | ting, and enforcing | easements during the year | r 🕨 \$ | 1,038,542 | |
| | nservation easement reported on line ı) and 170(h)(4)(B)(ıı)? | 2(d) above satisfy | the requirements of section | on | 🗹 Yes | ∏ No |
| balance sheet | escribe how the organization reports ;, and include, if applicable, the text o on's accounting for conservation ease | f the footnote to the | | | | |
| | nizations Maintaining Collecti lete If the organization answered | | | • Other \$ | Similar Assets. | |
| art, historical | ation elected, as permitted under SFA treasures, or other similar assets hel rt XIV, the text of the footnote to its f | d for public exhibiti | on, education or research | ın furthera | | e, |
| historical trea | ation elected, as permitted under SFA sures, or other similar assets held fo llowing amounts relating to these iten | r public exhibition, | | | | |
| (i) _{Revenues} | included in Form 990, Part VIII, line | 1 | | | ▶ \$ | |
| (ii) Assets ind | luded in Form 990, Part X | | | 1 | ► \$ | |
| 2 If the organiza | ation received or held works of art, his unts required to be reported under SF. | | | | Ŧ | |
| a Revenues incl | uded in Form 990, Part VIII, line 1 | | | I | ► \$ | |
| _ | ed in Form 990, Part X | | | • | \$ | |

| For Paperwork Reduction Act Notice, see the Intructions for Form 990 Cat No 52283D |
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▶ \$ Schedule D (Form 990) 2008

| Sche | dule D (Form 990) 2008 | | | | | | | | | Page 2 |
|--------|---|------------------------------------|----------------|---------|---------------------|--|---------------------|-----------------|---------------|---------------|
| Part | IIII Organizations Maintaining C | ollections of Art, His | stori | ical | Treas | sures, or Oth | er Simil | ar Ass | sets (c | ontinued) |
| 3 | Using the organization's accession and othe items (check all that apply) | er records, check any of tl | ne fol | llowır | ig that a | are a sıgnıfıcant | use of its | collectı | on | |
| а | Public exhibition | d | Γ | Loa | an or ex | change progran | าร | | | |
| b | 🔽 Scholarly research | е | Г | 0 t l | ner | | | | | |
| с | Preservation for future generations | | | | | | | | | |
| 4 | Provide a description of the organization's of Part XIV | collections and explain ho | w the | ey fur | ther the | e organızatıon's | exempt pu | rpose ir | I | |
| 5 | During the year, did the organization solicit assets to be sold to raise funds rather than | | | | | | ımılar | Г | - Yes | ∏ No |
| Par | t IV Trust, Escrow and Custodial Part IV, line 9, or reported an a | | | | | ganization ans | wered "Y | 'es" to | Form 9 | 90, |
| 1a | Is the organization an agent, trustee, custo included on Form 990, Part X? | dian or other intermediary | foro | contr | butions | s or other assets | s not | Г | Yes | ∏ No |
| b | If "Yes," explain why in Part XIV and comp | lete the following table | | | | | | | | |
| | | | | | | | | Am | ount | |
| с | Beginning balance | | | | | 10 | | | | |
| d | Additions during the year | | | | | 10 | 1 | | | |
| e | Distributions during the year | | | | | 10 | | | | |
| f | Ending balance | | | | | 1f | | | | |
| a | Did the organization include an amount on F | Form 990, Part X, line 21? | | | | | | Г | Yes | ∏ No |
| b | If "Yes," explain the arrangement in Part XI | V | | | | | | | | |
| Pa | t V Endowment Funds. Complete | | | | | | | | | |
| | | (a)Current Year (1,073,809,904 | b) Prio | or Yeai | · (c) | Two Years Back (| d) Three Yea | rs Back | (e)Four Y | 'ears Back |
| a | Beginning of year balance | 12,446,936 | | | | | | | | |
| b | Contributions | -197,769,838 | | | | | | | | |
| c d | Investment earnings or losses | 0 | | | | | | | | |
| u e | Other expenditures for facilities | 54,410,515 | | | | | | | | |
| | and programs | , | | | | | | | | |
| f | Administrative expenses | 0 | | | | | | | | |
| g | End of year balance | 834,076,487 | | | | | | | | |
| | Provide the estimated percentage of the ye | ar end balance held as | | | | | | | | |
| а | Board designated or quasi-endowment 🕨 | 7968% | | | | | | | | |
| Ь | Permanent endowment 🕨 2032% | | | | | | | | | |
| с | Term endowment 🕨 0% | | | | | | | | | |
| а | Are there endowment funds not in the posse | ession of the organization | that | are h | eld and | administered fo | or the | | | |
| | organization by | | | | | | | | Yes | No |
| | (i) unrelated organizations | | • • | • | • • | | • • • | . 3a(i 3a(ii | - | N o N o |
| Ь | (ii) related organizations | | Sched | · · | ••• *? • | | | . 3b | <u>''</u> | |
| - | Describe in Part XIV the intended uses of t | • | | | • | | | | | 1 |
| ar | t VI Investments—Land, Building | - | | | 990, | Part X, line 10 |). | | | |
| | Description of investment | | (a) | Cost o | or other stment) | (b) Cost or other basis (other) | (c) Depre | eciation | (d) Bo | ok value |
| a l | and | | | | 0 | 6,670,47 | 5 | | | 6,670,475 |
| ЬE | uldings | | | | 0 | 107,131,90 | 1 24, | 651,053 | 8 | 32,480,848 |
| cι | easehold improvements | | | | 0 | 6,916,85 | 5 4, | 457,053 | | 2,459,802 |
| d E | quipment | | | | 0 | 10,444,82 | 1 8, | 229,768 | | 2,215,053 |

16,617,691

3,696,450,355

.

Total. Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).) . .

e Other .

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Schedule D (Form 990) 2008

3,713,068,046

3,806,894,224

0

| Part VII Investments-Other Securities. See | Form 990, Part X, line 1 | 2. |
|---|--------------------------|---|
| (a) Description of security or cateory (including name of security) | (b)Book value | (c) Method of valuation Cost or end-of-year market value |
| Financial derivatives and other financial products | 264,798,717 | F |
| Closely-held equity interests | 120,702,620 | F |
| Other Real Estate Investment Trusts | 9,944,308 | F |
| Other Interfund & Trust Receivable | 34,220,686 | F |
| | | |
| Total. (Column (b) should equal Form 990, Part X, col (B) line 12) 🕨 | 429,666,331 | |

Part VIII Investments—Program Related. See Form 990, Part X, line 13.

| (a) Description of investment type | (b) Book value | (c) Method of valuation Cost or end-of-year market value |
|---|-----------------------|--|
| STM/TNC, LLC | 46,632 | F |
| Fondo Ecoempresas | 736,634 | F |
| Putrı Naga Komodo JV | 277,510 | F |
| Headwaters Ranch Partnership | 152,029 | F |
| | | |
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| | | |
| | | |
| Total. (Column (b) should equal Form 990, Part X, col (B) line 13) 🕨 | 1,212,805 | |

Part IX Other Assets. See Form 990, Part X, line 15.

| (a) Description | (b) Book value |
|---|----------------|
| Advances and Deposits | 59,421,197 |
| O ther Assets | 693,754 |
| | |
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| | |
| Total. (Column (b) should equal Form 990, Part X, col.(B) line 15.) | . ▶ 60,114,951 |

| Total. (Column (D) should equal Form 990, Part X, Col.(B) line 1. | 5.) | 60 |
|---|---------------------|--------|
| Part X Other Liabilities. See Form 990, Part X | , line 25. | |
| (a) Description of Liability | (b) A mount | |
| Federal Income Taxes | 269,929 | |
| Planned Giving Liability | 128,081,149 | |
| Accrued Salary and Vacation Liability | 20,437,057 | |
| Other Accrued Expenses/Liabilities | 332,524,867 | |
| O ther Liabilities | 23,330,389 | |
| | | |
| | | |
| | | |
| | | |
| | | |
| | | |
| Total. (Column (b) should equal Form 990, Part X, col (B) line 25) 🕨 | 504,643,391 | |
| | | |

In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48

| Par | XI Reconciliation of Change in Net Assets from Form 990 to Financial Stateme | nts | |
|----------|--|-------|---------------|
| 1 | Total revenue (Form 990, Part VIII, column (A), line 12) | 1 | 856,246,824 |
| 2 | Total expenses (Form 990, Part IX, column (A), line 25) | 2 | 821,991,770 |
| 3 | Excess or (deficit) for the year Subtract line 2 from line 1 | 3 | 34,255,054 |
| 4 | Net unrealized gains (losses) on investments | 4 | -261,036,157 |
| 5 | Donated services and use of facilities | 5 | 0 |
| 6 | Investment expenses | 6 | 0 |
| 7 | Prior period adjustments | 7 | 0 |
| 8 | Other (Describe in Part XIV) | 8 | -50,416,710 |
| 9 | Total adjustments (net) Add lines 4 - 8 | 9 | -311,452,867 |
| 10 | Excess or (deficit) for the year per financial statements. Combine lines 3 and 9 | 10 | -277,197,813 |
| - | XII Reconciliation of Revenue per Audited Financial Statements With Revenue | | |
| 1 | Total revenue, gains, and other support per audited financial statements | 1 | 547,222,661 |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12 | | |
| а | Net unrealized gains on investments 261,036,157 | | |
| Ь | Donated services and use of facilities | | |
| с | Recoveries of prior year grants | | |
| d | Other (Describe in Part XIV) | | |
| е | Add lines 2a through 2d | 2e | - 303,484,976 |
| 3 | Subtract line 2e from line 1 | 3 | 850,707,637 |
| 4 | A mounts included on Form 990, Part VIII, line 12, but not on line ${f 1}$ | | |
| а | Investment expenses not included on Form 990, Part VIII, line 7b . 4a 7,202,230 | | |
| b | Other (Describe in Part XIV) | | |
| с | Add lines 4a and 4b | 4c | 5,539,187 |
| 5 | Total Revenue Add lines 3 and 4c. (This should equal Form 990, Part I, line 12) | 5 | 856,246,824 |
| Part | XIII Reconciliation of Expenses per Audited Financial Statements With Expenses | s per | |
| 1 | Total expenses and losses per audited financial statements | 1 | 824,420,474 |
| 2 | A mounts included on line 1 but not on Form 990, Part IX, line 25 | | |
| а | Donated services and use of facilities | 4 | |
| Ь | Prior year adjustments . . . 2b 0 | - | |
| C | Losses reported on Form 990, Part IX, line 25 | - | |
| d | Other (Describe in Part XIV) 1,663,043 | 1 | |
| e | Add lines 2a through 2d | 2e | 9,630,934 |
| 3 | Subtract line 2e from line 1 | 3 | 814,789,540 |
| 4 | A mounts included on Form 990, Part IX, line 25, but not on line 1 : | | |
| а | Investment expenses not included on Form 990, Part VIII, line 7b 4a 7,202,230 | - | |
| Ь | Other (Describe in Part XIV) . . . 4b 0 | - | |
| с г | Add lines 4a and 4b | 4c | 7,202,230 |
| 5 Dar | Total expenses Add lines 3 and 4c. (This should equal Form 990, Part I, line 18) t XIV Supplemental Information | 5 | 821,991,770 |
| Fai | Supplemental information | | |

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part XIV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b

Identifier Return Reference Explanation

| efile GRAPHIC print - D | O NOT PROCE | SS As File | d Data - | | DLN | I: 93493035012040 |
|--|---|---|---|---|---|--|
| SCHEDULE F (Form 990) | Statemen | t of Activiti | es Outsi | de the U | nited States | омв № 1545-0047 2008 |
| Department of the Treasury Internal Revenue Service | ► Attach to | Form 990. Compl Form 9 | ete if the org 90, Part IV, li | | swered "Yes" to | Open to Public Inspection |
| Name of the organization NATURE CONSERVANCY | | | | | Employer ide | entification number |
| Part I General Infor | mation on Ac | tivities Outsi | ide the Uni | ted States | 53-024265 S. Complete If the organ | |
| "Yes" to Form 91For grantmakers. Doe | 9 <mark>90, Part IV, lır</mark> es the organıza ees' elıgıbılıty fo | ne 14b. Ition maintain r for the grants or | ecords to su assistance, | ibstantiate t and the se | the amount of the grant lection criteria used to a | ts or |
| 2 For grant makers. Descri United States | be in Part IV the | organızatıon's pr | ocedures for | monitoring th | ne use of grant funds outsic | le the |
| 3 Activites per Region (U | se Schedule F-1 | (Form 990) if add | | | 1 | 1 |
| (a) Region | (b) Number of offices in the region | (c) Number of employees or agents in region | region (by fundraising, pro grants to recip | conducted in type) (i e , ogram services, ients located in egion) | (e) If activity listed in (d) is a program service, describe specific type of service(s) in region | (f) Total expenditures in |
| Central America and the Caribbean | 10 | 103 | Program Ser | | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive | 15,491,434 |
| East Asıa and the Pacıfic | 10 | 323 | Program Ser | | Preservation of plants, animals and natural communities by protecting the lands and waters they need to survive | 32,619,764 |
| Europe (including Iceland and Greenland) | 3 | 8 | Fundraising | | Solicitation of funding for environmental purposes from the European Union and its members | 598,125 |
| North America (including Canada and Mexico, but not the United States) | 2 | 41 | Program Ser | | Preservation of plants, animals and natural communities by protecting the lands and waters they need to survive | 10,459,179 |
| South America | 8 | 159 | Program Ser | | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive | 28,291,684 |
| Sub-Saharan Africa | 0 | 0 | Program Ser | | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive | 5,145,183 |
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| Totals► | 33 tice, see the instru | | | Cat No 5 | 50082W • | 92,605,369 Schedule F (Form 990) 2008 |

| (a) Name of organization | (b) IRS code section and EIN (if applicable) | (c) Region | (d) Purpose of grant | (e) A mount of cash grant | (f) Manner of cash disbursement | (g) A mount of of non-cash assistance | (h) Description of non-cash assistance | (i) Method c valuation (book, FMV appraisal, oth |
|------------------------------------|---|---|---|-------------------------------------|--|--|--|--|
| | | | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable | 6,310,799 | EFT, wire transfer, check | C | | |
| | | North America (including Canada and Mexico, but not the United States) | contributions Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | 7,022,936 | EFT , wire transfer, check | C | | |
| | | the Carıbbean | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | | EFT , wire transfer, check | C | | |
| | | Pacıfic | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | | EFT , wire transfer, check | C | | |
| | | Iceland and Greenland) | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | | EFT, wire transfer, check | | | |
| | | | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | 241,725 | EFT , wire transfer, check | C | | |
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Schedule F (Form 990) 2008

Schedule F (Form 990) 2008

| | | | ed States. Complete | If the organization ai | nswered "Yes" to Form (| 990, Part IV, line 16. |
|-----|--------------------------|-------------------------------------|---|---|--|---|
| | (c) Number of recipients | (d) A mount of cash grant | (e) Manner of cash disbursement | (f) A mount of non- cash assistance | (g) Description of non-cash assistance | (h) Method of valuation (book, FMV, appraisal, other) |
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| | 1 (Form 990) if ad | (b) Region (c) Number of | (b) Region (c) Number of (d) A mount of | -1 (Form 990) if additional space is needed. (c) Number of (d) A mount of (e) Manner of cash | F-1 (Form 990) if additional space is needed. (b) Region (c) Number of recipients (c) Number of recipients (c) Amount of cash cash grant | (b) Region (c) Number of (d) A mount of (e) Manner of cash (f) A mount of non- recipients cash grant disbursement cash of non-cash of non-cash |

Schedule F (Form 990) 2008

| | (Form 990) 2008 | | Page 4 |
|-----------|-----------------------|---|--|
| Part IV | Complete this part to | provide the information required | in Part I, line 2, and any other additional information. |
| SchF_P01_ | Identıfıer | ReturnReference Schedule F, Part I, Line 2 | Explanation The Nature Conservancy's procedure for monitoring grants outside the United States is governed by the Government Grants, Cooperative Agreements, Contracts and Other Agreements Negotiation and Administration Standard Operating Procedure which is excerpted as follows All staff responsible for government grants, cooperative agreements, contracts, and other agreements will negotiate and administer such awards in an efficient and effective manner The Conservancy has a Grants Service Network to ensure that this occurs, including assuring compliance with all applicable funder statutes and regulations The attached table assigns performance responsibilities to the key positions involved in the negotiation and administration of the following types of agreements 1 agreements to the Conservancy from United States federal, state and local government agencies, multilateral agencies, and other national and local governments, and 2 the Conservancy's grants of funds to other entities, including those funded by a government agency, multilateral organization, other non-profit organization, private foundation, or private donor Conservancy grants to other entities are also subject to the "Grants by the Nature Conservancy to Grantees" Standard Operating Procedure In order to effectively manage these agreements and to ensure accountability, the Conservancy employs a team approach during all stages of the process, from pre-proposal discussions with potential funding agencies through final closeout of specific agreements Working as a team assuress that the Conservancy successfully secures government funding for conservation projects and carries out these projects in compliance with both external and internal requirements, negotiating the best possible agreements and ensuring the process should solicit input from staff in their respective Operating Units, such as finance, philanthropy, external affairs or other conservation staff Purpose To ensure compliance with government laws and regulatio |
| | | | funds provided to other entities |
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Software ID: 08000095 Software Version: v1.00 EIN: 53-0242652 Name: NATURE CONSERVANCY

Form 990 Schedule F Part II - Grants and Other Assistance to Organizations or Entities Outside The United States

| -orm 990 Schedu | ie F Part II - | - Grants and Othe | r Assistance to Or | ganizations or E | ntities Outside Th | e United States | | |
|-----------------------------|---|---|--|------------------------------|------------------------------------|---|--|--|
| (a) Name of organization | (b) IRS code section and EIN (if applicable) | (c) Region | (d) Purpose of grant | (e) A mount of cash grant | (f) Manner of cash disbursement | (g) A mount of non- cash assistance | (h) Description of non-cash assistance | (I) Method of valuation (book, FMV, appraisal, other) |
| | | South America | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | 6,310,799 | EFT, wire transfer, check | 0 | | |
| | | North America (including Canada and Mexico, but not the United States) | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | | EFT, wire transfer, check | 0 | | |
| | | Central America and the Caribbean | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | | EFT, wire transfer, check | 0 | | |
| | | East Asıa and the Pacıfic | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | 3,450,780 | EFT, wire transfer, check | 0 | | |
| | | Europe (ıncludıng Iceland and Greenland) | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | 371,096 | EFT, wire transfer, check | 0 | | |
| | | Sub-Saharan Afrıca | Preservation of plants, animals, and natural communities by protecting the lands and waters they need to survive, including grants pursuant to US federal award, conservation activities, land acquisition and charitable contributions | 241,725 | EFT, wire transfer, check | 0 | | |

| efile GRAPHIC print | - DO NOT PROCESS | As File | ed Data | - | DLN | 93493035012040 |
|--|---|---|-------------------------------------|---|--|--|
| SCHEDULE G Form 990 or 990-EZ) | | | | mation Regard | • | омв № 1545-0047 2008 |
| epartment of the Treasury ternal Revenue Service | Attach to Form 990 or Form 990 lines 17, 18, or 19, and | | - | by organizations that answe ter more than \$15,000 on Foi | | Open to Public Inspection |
| ame of the organization | , | | | | Employer ide | ntification number |
| IATURE CONSERVANC | ſ | | | | 53-0242652 | 1 |
| Part I Fundraisin | g Activities. Complete | e if the or | rganızatı | on answered "Yes" | to Form 990, Part IV | ', line 17. |
| a Y Mail solicitation b Y Email solicitation c Y Phone solicitation d Y In-person solicitation | ns ns | | | e 🔽 Solicitation of r f 🔽 Solicitation of g g 🔽 Special fundrai | jovernment grants | |
| or key employees lis b If "Yes," list the ten | have a written or oral agre ited in Form 990, Part VII) highest paid individuals or at least \$5,000 by the orga | or entity entities (f | ın connec undraiser | tion with professional f | undraising activities? ents under which the fu | |
| (i) Name of Individu or entity (fundraiser | | (iii) fundraıs custo contr contribu Yes | erhave dy or ol of utions? | (iv) Gross receipts from activity | (v) A mount paid to (or retained by) fundraiser listed in col (i) | (vi) A mount paid to (or retained by) organization |
| | | res | No | | | |
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| otal | | | | | | |

3 List all states in which the organization is registered or licensed to solicit funds or has been notified it is exempt from registration or licensing

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

| | | | (a) Event #1 | (b) Event #2 | (c) O ther Events | (d) Total Events (Add col (a) through |
|------------------------------|--------------------------------|--|--|---|---------------------------------------|---|
| | | | Mashomack Dinner Dance | Long Island Gala (event type) | 44 (total number) | col (c)) |
| | | | (event type) | (,, | (total number) | |
| ÐM | 1 | Gross receipts | 598,110 | 482,853 | 934,141 | 2,015,104 |
| Revenue | 2 | Less Charitable contributions | 473,852 | 441,283 | 319,434 | 1,234,569 |
| | 3 | Gross revenue (line 1 minus line 2) | 124,258 | 41,570 | 614,707 | 780,535 |
| | 4 | Cash Prizes | 0 | 0 | 0 | O |
| ses | 5 | Non-cash Prizes | 0 | 0 | 0 | O |
| Expenses | 6 | Rent/Facility costs | 741 | 0 | 0 | 741 |
| - 54 | | | 72.020 | 205,959 | 203,674 | 482,653 |
| ă | 7 | Other direct expenses | 73,020 | 203,939 | 203,074 | 402,055 |
| Direct Exp | 7 8 | Other direct expenses Direct expense summary Add lin | | | | 483,394 |
| Direct Exp | | | es 4 through 7 ın column | (d) | · · · · · • | |
| Dreat Dreat Par | 8 9 | Direct expense summary Add lin Net income summary Combine lii | es 4 through 7 in column nes 3 and 8 in column (d) ganization answered ' | (d) | · · · · · ► | 483,394 297,141 |
| Delo Par | 8 9 | Direct expense summary Add lin Net income summary Combine lii Gaming. Complete if the or | es 4 through 7 in column nes 3 and 8 in column (d) ganization answered ' | (d) | · · · · · ► | 483,394 297,141 |
| Direct | 8 9 | Direct expense summary Add lin Net income summary Combine lii Gaming. Complete if the or | es 4 through 7 in column nes 3 and 8 in column (d) ganization answered ' ne 6a. | (d) Yes" to Form 990, Pa (b) Pull tabs/Instant bingo/progressive | • • • • • • • • • • • • • • • • • • • | 483,394 297,141 rted more than (d) Total gaming (Add |
| Revenue Direct | 8 9 t 111 | Direct expense summary Add lin Net income summary Combine lin Gaming. Complete if the or \$15,000 on Form 990-EZ, lin | es 4 through 7 in column nes 3 and 8 in column (d) ganization answered ' ne 6a. | (d) Yes" to Form 990, Pa (b) Pull tabs/Instant bingo/progressive | • • • • • • • • • • • • • • • • • • • | 483,394 297,141 rted more than (d) Total gaming (Add |
| Revenue Direct | 8 9 t III | Direct expense summary Add lin Net income summary Combine lin Gaming. Complete if the or \$15,000 on Form 990-EZ, lin Gross revenue | es 4 through 7 in column nes 3 and 8 in column (d) ganization answered ' ne 6a. | (d) Yes" to Form 990, Pa (b) Pull tabs/Instant bingo/progressive | • • • • • • • • • • • • • • • • • • • | 483,394 297,141 rted more than (d) Total gaming (Add |
| ct Expenses Revenue d Direct | 8 9 t 111 1 2 3 | Direct expense summary Add lin Net income summary Combine lin Gaming. Complete if the or \$15,000 on Form 990-EZ, lin Gross revenue Cash prizes | es 4 through 7 in column nes 3 and 8 in column (d) ganization answered ' ne 6a. | (d) Yes" to Form 990, Pa (b) Pull tabs/Instant bingo/progressive | • • • • • • • • • • • • • • • • • • • | 483,394 297,141 rted more than (d) Total gaming (Add |
| Expenses Revenue Drect | 8 9 t 111 1 2 3 | Direct expense summary Add lin Net income summary Combine lin Gaming. Complete if the or \$15,000 on Form 990-EZ, lin Gross revenue Cash prizes Non-cash prizes | es 4 through 7 in column nes 3 and 8 in column (d) ganization answered ' ne 6a. | (d) Yes" to Form 990, Pa (b) Pull tabs/Instant bingo/progressive | • • • • • • • • • • • • • • • • • • • | 483,394 297,141 rted more than (d) Total gaming (Add |

| 8 | Net gaming income summary | Combine lines 1 and 7 in column (d) . | • | • | • | • | • | • | • | • | • | |
|---|---------------------------|---------------------------------------|---|---|---|---|---|---|---|---|---|--|
| | | | | | | | | | | | | |

| | · · · | | Yes | No |
|-----|---|-----|-----|----|
| 9 | Enter the state(s) in which the organization operates gaming activities | | | |
| а | Is the organization licensed to operate gaming activities in each of these states? | 9a | | |
| b | If "No," Explain | | | |
| | | _ | | |
| 10a | Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? | 10a | | |
| Ь | If "Yes," Explain | | | |
| | | | | |
| 11 | Does the organization operate gaming activities with nonmembers? | 11 | | |
| 12 | Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity | | | |
| | formed to administer charitable gaming? | 12 | | |

Schedule G (Form 990 or 990-EZ) 2008

| Schedule | G | (Form 990 | or 990-EZ) 2008 |
|----------|---|-----------|-----------------|

| | | Yes | No |
|-----|--|----------|----|
| 13 | Indicate the percentage of gaming activity operated in | | |
| а | The organization's facility | | |
| b | An outside facility | | |
| 14 | Provide the name and address of the person who prepares the organization's gaming/special events books and records | | |
| | Name 🕨 | | |
| | Address 🕨 | | |
| 15a | Does the organization have a contract with a third party from whom the organization receives gaming revenue? | | |
| Ь | If "Yes," enter the amount of gaming revenue received by the organization 🕨 \$ and the | | |
| | amount of gaming revenue retained by the third party 🏲 \$ | | |
| с | If "Yes," enter name and address | | |
| | Name 🕨 | | |
| | Address 🕨 | | |
| 16 | Gaming manager information | | |
| | Name 🏲 | | |
| | Gaming manager compensation 🕨 \$ | | |
| | Description of services provided 🕨 | | |
| | Director/officer Employee Independent contractor | | |
| 17 | Mandatory distributions | | |
| а | Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license? | | |
| b | Enter the amount of distributions required under state law distributed to other exempt organizations or spent in the organization's own exempt activities during the tax year F \$ | <u> </u> | |

Schedule G (Form 990 or 990-EZ) 2008

Software ID: Software Version: EIN: 53-0242652 Name: NATURE CONSERVANCY

Form 990 Schedule G - Licensed States

| Licensed States |
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|--|---|--|-------------------------------------|---|---|---|---------------------------------------|
| Schedule I (Form 990) | | | | | | | |
| Department of the Treasury Internal Revenue Service | Complete | if the organization ans | wered "Yes," on Form 9 | 90, Part IV, lines 21 or | 22. Attach to Form 990. | | Open to Public Inspection |
| Name of the organization | | | | | | Employer ident | ification number |
| | | | | | | 53-0242652 | |
| Does the organization mathematical the selection criteria use Describe in Part IV the organization part II Grants and Ot Form 990, Part 1 | aintain records to s ad to award the gra organization's proc her Assistance IV, line 21 for al | nts or assistance? edures for monitoring th e to Governments ny recipient that rece | t of the grants or assist | the United States | | organization answer | ed "Yes" on |
| Part IV and Sch needed | | | | | | . ▶ □ | |
| 1(a) Name and address of organization or government | (b) EIN | (c) IRC section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| See Addıtıonal Data Table | | | | | | | |
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| 2 Enter total number of second organizations | | | | | • | | 337 |
| 3 Enter total number of oth | er organizations . | | | | | | ► <u>63</u> |

Part III Grants and Other Assistance to Individuals in the United States. Complete if the organization answered "Yes" on Form 990, Part IV, line 22. Use Schedule I-1 (Form 990) if additional space is needed.

| | | | - | | |
|--|-------------------------------------|-------------------------------------|--|---|---|
| (a) Type of grant or assistance | (b) Number of recipients | (c) A mount of cash grant | (d) A mount of non-cash assistance | (e) Method of valuation (book, FMV , appraisal, other) | (f) Description of non-cash assistance |
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Part IV Supplemental Information. Complete this part to provide the information required in Part I, line 2, and any other additional information. See Additional Data Table

| Ident if ier | Ret urn Reference | Explanation |
|--------------|----------------------------|--|
| | Schedule I, Part I, Line 2 | The Nature Conservancy's procedure for monitoring grants within the United States is governed by the Government Grants, Cooperative Agreements, Contracts and Other Agreements Negotiation and Administration Standard O perating Procedure which is excerpted as follows. All staff responsible for government grants, cooperative agreements, contracts, and other agreements will negotiate and administer such awards in an efficient and effective manner. The Conservancy has a Grants Service Network to ensure that this occurs, including assuring compliance with all applicable funder statutes and regulations. The attached table assigns performance responsibilities to the key positions involved in the negotiation and administration of the following types of agreements. I agreements to the Conservancy from United States federal, state and local government agencies, including those funded by a government agency, multilateral organization, other non-profit organization, private foundation, or private donor. Conservancy grants to other entities are also subject to the "Grants by the Nature Conservancy to Grantees" Standard Operating Procedure. In order to effectively manage these agreements and to ensure accountability, the Conservancy employs a team approach during all stages of the process, from pre-proposal discussions with potential funding agencies through final closeout of specific agreements. Working as a team assures that the Conservancy successfully secures government funding for conservation projects and carries out these projects in compliance with both external and internal requirements, negotiating the best possible agreements and ensuring the projects are completed on time and within budget. Essential team members are a Project Manager, a Grants Specialist, and an Attorney As appropriate, team members at any stage of the process should solicit input from staff in their respective Operating Units, such as finance, philanthropy, external affairs or other conservation staff. Purpose: To ensure compliance with governme |
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Software ID: 08000095 Software Version: v1.00 EIN: 53-0242652 Name: NATURE CONSERVANCY

| <u> </u> | <u></u> | <u></u> | <u></u> | <u>g</u> | | | / |
|--|----------------|---------------------------------------|-------------------------------------|--|---|--|---------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV , appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| SMARTER COLORADO4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 1,224,000 | | | | Conservation Activity |
| ACADEMY OF NATURAL SCIENCES4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 43,340 | | | | Conservation Activity |
| ACRES LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 50,000 | | | | Conservation Activity |
| AFRICAN WILDLIFE FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 2,908,433 | | | | Conservation Activity |
| ALBANY PINE BUSH PRESERVE COMMISSION 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 3,091,028 | | | | Conservation Activity |
| AMERICAN CHESTNUT LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 20,000 | | | | Conservation Activity |
| AQUIDNECK ISLAND LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 40,000 | | | | Conservation Activity |
| ARCTIC GRAYLING RECOVERY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| ARKANSAS NATURAL HERITAGE COMMISSIO 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 185,112 | | | | Federal A ward |
| ASOCIACION WIDECAST 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 15,312 | | | | Conservation Activity |

(a) Name and address of (b) EIN (c) IRC Code (d) A mount of cash (e) A mount of non-(f) Method of (g) Description of (h) Purpose of grant organization section grant cash valuation (book, non-cash or assistance if applicable FMV, appraisal, or government assistance assistance other) 53-0242652 501©(3) AUDUBON CALIFORNIA 26,842 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) AUDUBON OF FLORIDA 53-0242652 25,000 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 53-0242652 501©(3) 4,127,549 BEDFORD AUDUBON Conservation SOCIETY4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) BIG SUR LAND TRUST 53-0242652 14,500 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 53-0242652 501©(3) 9,000 BIODIVERSITY Conservation RESEARCH INSTITUTE Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) BURRILLVILLE LAND 53-0242652 63,621 Conservation TRUST4245 N Fairfax Activity Drive Arlington, VA 22203 CA STATE PARKS4245 N 53-0242652 501©(3) 10,000 Conservation Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 CALIFORNIA 420,000 Conservation **DEPARTMENT OF FISH &** Activity GAME4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 24,374 Conservation CALM AIR VISIBILITY UNLIMITED4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 7,399 CASCADE PACIFIC Conservation RC&D4245 N Fairfax Activity Drive

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

Arlington, VA 22203

(b) EIN (a) Name and address of (c) IRC Code (d) A mount of (e) A mount of non-(f) Method of (a) Description of (h) Purpose of grant organization section cash arant cash valuation (book. non-cash or assistance FMV, appraisal, or government if applicable assistance assistance other) 501©(3) CCALT-COLORADO 53-0242652 86,722 Conservation CATTLEMEN'S Activity AGRICULTURAL LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 501©(3) CENTER FOR CULTURAL 53-0242652 97,485 Conservation AND TECHNICAL Activity INTERCHANGE BETWEEN EAST AND WEST4245 N Fairfax Drive Arlington, VA 22203 501©(3) CENTRAL INDIANA LAND 53-0242652 10,000 Conservation TRUST INC4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) CENTRAL PENNSYLVANIA 53-0242652 10,128 Conservation CONSERVANCY4245 N Activity Fairfax Drive Arlington, VA 22203 CHATTACHOOCHEE 53-0242652 501©(3) 5,700 Federal Award VALLEY LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 501©(3) DOUGLAS LAND TRUST 53-0242652 42.000 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 CHESAPEAKE BAY 11,750 Conservation FOUNDATION4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) CHICKALOON VILLAGE 53-0242652 90,000 Conservation TRADITIONAL COUNCIL Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) CHIKAMING OPEN LANDS 53-0242652 50,000 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 65,000 CITIZENS FOR A CLEAN Conservation OHIO4245 N Fairfax Drive Activity Arlington, VA 22203

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| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | n (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| CITIZENS FOR SMART GROWTH4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,500 | | | | Conservation Activity |
| CITY & BOROUGH OF YAKUTAT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 8,325 | | | | Federal A ward |
| CITY OF LINCOLN NEBRASKA PARKS AND RECREATION DEPT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 25,000 | | | | Conservation Activity |
| CITY OF SIERRA VISTA 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 25,000 | | | | Conservation Activity |
| CLACKAMAS RIVER BASIN COUNCIL4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 15,222 | | | | Conservation Activity |
| CLCV EDUCATION FUND 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| COLORADO CATTLEMENS ASSOCIATION LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 47,214 | | | | Conservation Activity |
| COLORADO CONSERVATION TRUST 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 1,683,363 | | | | Conservation Activity |
| COLORADO ENVIRONMENTAL COALITION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 25,000 | | | | Conservation Activity |
| COLORADO OPEN LANDS4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 50,050 | | | | Conservation Activity |

(a) Name and address of (b) EIN (c) IRC Code (d) A mount of cash (e) A mount of non-(f) Method of (g) Description of (h) Purpose of grant organization section grant cash valuation (book, non-cash or assistance if applicable FMV, appraisal, or government assistance assistance other) 501©(3) 53-0242652 100,000 COLUMBIA LAND TRUST Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) COLUMBIA RIVER 53-0242652 9,741 Conservation ESTUARY STUDY4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 431,331 COLUMBIANA COUNTY 53-0242652 Conservation PARK DISTRICT4245 N Activity Fairfax Drive Arlington, VA 22203 53-0242652 501©(3) COMMITTEE TO 10,000 Conservation PROTECT ADAMS Activity COUNTY LAND AND WATER4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 22,749 Conservation CONNECTICUT RIVER WATERSHED COUNCIL Activity INC4245 N Fairfax Drive Arlington, VA 22203 501©(3) CONSERVATION 53-0242652 74,000 Conservation INTERNATIONAL4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) CONSERVING ARIZONAS 53-0242652 60,000 Conservation Activity LAND AND WATER4245 N Fairfax Drive Arlington, VA 22203 501©(3) CORNELL UNIVERSITY 53-0242652 9,010 Federal A ward 4245 N Fairfax Drive Arlington, VA 22203 501©(3) CT FARMLAND TRUST 53-0242652 15,500 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 D AND R GREENWAY 55,647 Conservation LAND TRUST4245 N Activity Fairfax Drive Arlington, VA 22203

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| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| DIVISION OF WILDLIFE RESOURCES4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 12,942 | | | | Conservation Activity |
| DUCKS UNLIMITED4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 33,748 | | | | Conservation Activity |
| EARTHWATCH INSTITUTE4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 8,000 | | | | DAF Distribution |
| EASTERN SHORE LAND CONSERVANCY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 512,968 | | | | Conservation Activity |
| ENVISION UTAH4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 76,000 | | | | Conservation Activity |
| USAED NEW ENGLAND DISTRICT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 113,000 | | | | Federal A ward |
| FIRE ISLAND LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 16,000 | | | | Conservation Activity |
| FISH AND WILDLIFE CONSERVATION COMMISSION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 22,744 | | | | Conservation Activity |
| FIVE VALLEYS LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 72,500 | | | | Conservation Activity |
| FLATHEAD LAND TRUST 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 23,020 | | | | Conservation Activity |

(d) A mount of cash (e) A mount of non-(a) Name and address of (b) EIN (c) IRC Code (f) Method of (g) Description of (h) Purpose of grant organization section grant cash valuation (book, non-cash or assistance FMV, appraisal, or government if applicable assistance assistance other) 501©(3) 53-0242652 FOREST SOCIETY OF 150,000 Conservation MAINE4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) 33,860 FOSTER CREEK 53-0242652 Conservation CONSERVATION Activity DISTRICT4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 25,000 Conservation FOSTER LAND TRUST 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) FREEDOM SERVICE 53-0242652 6,000 DAF Distribution DOGS4245 N Fairfax Drive Arlington, VA 22203 501©(3) FRENCH CREEK VALLEY 53-0242652 25,100 Conservation CONSERVANCY4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) FRIENDS OF BUFORD 53-0242652 21,322 Conservation PARK AND MOUNT Activity PISGAH4245 N Fairfax Drive Arlington, VA 22203 501©(3) FRIENDS OF DRAGON 53-0242652 14,251 Conservation RUN4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) FRIENDS OF GREAT SALT 53-0242652 7,000 Conservation LAKE4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) FRIENDS OF HSES4245 N 53-0242652 10,000 Conservation Fairfax Drive Activity Arlington, VA 22203 FRIENDS OF THE OSA 53-0242652 501©(3) 750,000 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203

(a) Name and address of (**b**) EIN (c) IRC Code (d) A mount of cash (e) A mount of non-(f) Method of (a) Description of (h) Purpose of grant organization section grant cash valuation (book, non-cash assistance or assistance if applicable FMV, appraisal, or government assistance other) Conservation GARY R WALKER AND 53-0242652 200,000 Activity GEORGIA A WALKER 4245 N Fairfax Drive Arlington, VA 22203 501©(3) GLOCESTER LAND 53-0242652 127,500 Conservation TRUST4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) 53-0242652 15,000 GRAND RIVER Conservation PARTNERS4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) GREAT AUK LAND 53-0242652 50,000 Conservation TRUST4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) GREENINFO NETWORK 53-0242652 19,500 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 **GULF OF MAINE** 19,985 Conservation REASERCH INSTITUTE Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 Conservation HAMPTON ROADS 52,867 PLANNING DISTRICT Activity COMMISSION4245 N Fairfax Drive Arlington, VA 22203 501©(3) HARVARD SCHOOL OF 53-0242652 6.000 Conservation PUBLIC HEALTH4245 N Activity Fairfax Drive Arlington, VA 22203 HATCHER STUBBS LAND 53-0242652 501©(3) 442,900 Conservation HOLLIS4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) 53-0242652 40,000 IDAHO SMART GROWTH Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203

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| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| INDIANA DEPT OF NATURAL RESOURCES 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 69,800 | | | | Conservation Activity |
| INDIANA UNIVERSITY 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| INTERNATIONAL CONSERVATION CAUCUS FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 77,500 | | | | Conservation Activity |
| ISLAND CONSERVATION 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 182,507 | | | | Federal A ward |
| IUCN THE WORLD CONSERVATION UNION 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| KAMEHAMEHA SCHOOLS COMMUNITY RELATIONS AND COMMUNICATIONS GROUP4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 7,000 | | | | Conservation Activity |
| KANSAS STATE UNIVERSITY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 5,100 | | | | Charitable Contribution |
| KATOOMBA GROUP4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 15,000 | | | | Conservation Activity |
| KOSCIUSKO COUNTY SOIL AND WATER CONSERVATION DISTRICT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 12,000 | | | | Conservation Activity |
| LADUE CHAPEL PRESBYTERIAN CHURCH 4245 N Fairfax Drive Arlington,VA 22203 | 53-0242652 | 501©(3) | 9,000 | | | | DAF Distribution |

(a) Name and address of (b) EIN (c) IRC Code (d) A mount of cash (e) A mount of non-(f) Method of (**q**) Description of (h) Purpose of grant organization section arant cash valuation (book. non-cash or assistance FMV, appraisal, or government if applicable assistance assistance other) 501©(3) LAKE ERIE REGION 53-0242652 10,000 Conservation CONSERVANCY4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 LAKE GEORGE LAND 16.035 Conservation CONSERVANCY4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 LAND TRUST ALLIANCE 72,750 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 53-0242652 501©(3) LAND TRUST FOR 30,000 Conservation SOUTHEAST LOUISIANA Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) LAND TRUST OF THE 53-0242652 10,000 Conservation TREASURE VALLEY4245 Activity N Fairfax Drive Arlington, VA 22203 501©(3) LEMHI REGIONAL LAND 53-0242652 100,000 Conservation TRUST4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) 53-0242652 8,000 DAF Distribution LEO BAECK INSTITUTE 4245 N Fairfax Drive Arlington, VA 22203 501©(3) LEWIS AND CLARK LAND 53-0242652 10,000 Conservation WATER WILDLIFE Activity CAMPAIGN4245 N Fairfax Drive Arlington, VA 22203 501©(3) LOXAHATCHEE RIVER 53-0242652 25,530 Federal A ward DISTRICT4245 N Fairfax Drive Arlington, VA 22203 501©(3) MAINE ASSOCIATION 53-0242652 15,000 Conservation **OF CONSERVATION** Activity COMMISSIONS4245 N Fairfax Drive Arlington, VA 22203

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| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | h (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| MAINE AUDUBON SOCIETY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 9,920 | | | | Conservation Activity |
| MAINE LAND USE REGULATION COMMISSION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 5,400 | | | | Conservation Activity |
| MAINE NATURAL AREAS PROGRAM DEPARTMENT OF CONSERVATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 93,828 | | | | Conservation Activity |
| MALPAI BORDERLANDS GROUP4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 280,000 | | | | Conservation Activity |
| MANOMET4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 12,000 | | | | Conservation Activity |
| MARINE APPLIED RESEARCH & EXPLORATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 75,000 | | | | Conservation Activity |
| MATANUSKA SUSITNA BOROUGH4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 59,178 | | | | Conservation Activity |
| MESC DAUPHIN ISLAND SEA LAB4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 65,303 | | | | Conservation Activity |
| MIAMI DADE COUNTY 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 72,613 | | | | Conservation Activity |
| MINNESOTA ZOO FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 25,000 | | | | Conservation Activity |

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| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | n (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| MISSISSIPPI MUSEUM OF ART4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| MISSOURI DEPARTMENT OF CONSERVATION4245 N Fairfax Drive Arlington, VA 22203 | | 501©(3) | 10,000 | | | | Conservation Activity |
| MONTANA ASSOCIATION OF LAND TRUSTS4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 15,000 | | | | Conservation Activity |
| MONTEZUMA LAND CONSERVANCY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 15,000 | | | | Conservation Activity |
| MS DEPT OF WILDLIFE FISHERIES AND PARKS FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 20,000 | | | | Conservation Activity |
| NATIONAL FOREST FOUNDATION- CONSERVATION PROGRAMS4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 120,000 | | | | Conservation Activity |
| NATURAL HISTORY MUSEUM OF THE ADIRONACKS4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| NATURAL LANDS TRUST 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 16,000 | | | | Conservation Activity |
| NATURESERVE4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 245,125 | | | | Conservation Activity |
| NORTH SHORE LAND ALLIANCE4245 N Fairfax Drive Arlington,VA 22203 | 53-0242652 | 501©(3) | 11,500 | | | | Conservation Activity |

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| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| NORTHCOAST REGIONAL LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 9,766 | | | | Federal A ward |
| NORTHEAST TEXAS MUNICIPAL WATER DISTRICT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 29,000 | | | | Conservation Activity |
| OREGON DEPT OF AGRICULTURE4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 6,750 | | | | Conservation Activity |
| OREGON STATE UNIVERSITY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 74,351 | | | | Conservation Activity |
| OREGON TROUT FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 18,900 | | | | Conservation Activity |
| OREGON WATER TRUST 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| OZAUKEE WASHINGTON LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 6,600 | | | | Conservation Activity |
| PALM BEACH COUNTY DEPT OF ENV RESOURCES MGMT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 9,731 | | | | Conservation Activity |
| PALOUSE CLEARWATER ENVIRONMENTAL IN 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 30,000 | | | | Conservation Activity |
| PAPIO MISSOURI RIVER NATURAL RESOURCES DISTRICT4245 N Fairfax Drive Arlington,VA 22203 | 53-0242652 | 501©(3) | 64,990 | | | | Conservation Activity |

(a) Name and address of (b) EIN (c) IRC Code (d) A mount of cash (e) A mount of non-(f) Method of (g) Description of (h) Purpose of grant organization section grant cash valuation (book, non-cash or assistance if applicable FMV, appraisal, or government assistance assistance other) 53-0242652 501©(3) PEE DEE LAND TRUST 21,000 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) PEE DEE LAND TRUST 53-0242652 1,245,000 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 53-0242652 501©(3) 57,000 PEMAQUID WATERSHED Conservation ASSOCIATION4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) PENINSULA OPEN 53-0242652 1,500,000 Conservation SPACE TRUST4245 N Activity Fairfax Drive Arlington, VA 22203 53-0242652 501©(3) PENOBSCOT EAST 70,000 Conservation RESCOURCE CENTER Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 PENOBSCOT RIVER 289,141 Conservation RESTORATION TRUST Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 PORTLAND STATE 50,000 Conservation UNIVERSITY4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) PRICKLY PEAR LAND 53-0242652 100,000 Conservation TRUST4245 N Fairfax Activity Drive Arlington, VA 22203 53-0242652 501©(3) PRO ESTEROS4245 N 7,000 Conservation Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 145,235 PUGET SOUND Conservation RESTORATION FUND Activity 4245 N Fairfax Drive Arlington, VA 22203

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| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| PURDUE UNIVERSITY 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 50,705 | | | | Conservation Activity |
| RARE4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 25,000 | | | | Conservation Activity |
| REGENTS OF THE UNIV OF CALIFORNIA4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 78,339 | | | | Conservation Activity |
| RHODE ISLAND DEPARTMENT OF ENVIRONMENTAL MANAGEMENT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 185,000 | | | | Conservation Activity |
| RIO GRANDE HEADWATERS LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 40,712 | | | | Conservation Activity |
| ROUND RIVER CONSERVATION STUDIES4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 170,000 | | | | Conservation Activity |
| SAGINAW BASIN LAND CONSERVANCY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 7,000 | | | | Conservation Activity |
| SAN FRANCISCO STATE UNIVERSITY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 18,886 | | | | Conservation Activity |
| SAN JOSE STATE UNIV RES FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 9,500 | | | | Conservation Activity |
| SAN MIGUEL COUNTY OPEN SPACE AND RECREATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 26,300 | | | | Conservation Activity |

(f) Method of (a) Name and address of (b) EIN (c) IRC Code (d) A mount of cash (e) A mount of non-(a) Description of (h) Purpose of grant cash valuation (book, non-cash assistance or assistance organization section arant or government if applicable assistance FMV, appraisal, other) 501©(3) SANTA CLARA 53-0242652 6.300 Conservation UNIVERSITY4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 16,578 SC DEPARTMENT OF 53-0242652 Conservation NATURAL RESOURCES Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 SEA WEB4245 N Fairfax 22.786 Conservation Drive Activity Arlington, VA 22203 53-0242652 501©(3) SEOUOIA RIVERLANDS 920,287 Conservation TRUST4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) 53-0242652 SEQUOIA RIVERLANDS 119,838 Conservation TRUST4245 N Fairfax Activity Drive Arlington, VA 22203 53-0242652 501©(3) SIERRA BUSINESS 110.200 Conservation COUNCIL4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) SKAGIT COUNTY PARKS 53-0242652 87,106 Conservation & RECREATION4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) SKAGIT RIVER SYSTEM 53-0242652 23,754 Federal A ward COOPERATIVE4245 N Fairfax Drive Arlington, VA 22203 501©(3) SLEEPING BEAR DUNES 53-0242652 20,000 Conservation NATL LAKESHORE4245 Activity N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 SLOW FOOD NATION 7.000 Charitable Contribution 4245 N Fairfax Drive

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

Arlington, VA 22203

(a) Name and address of (b) EIN (c) IRC Code (d) A mount of cash (e) A mount of non-(f) Method of (**q**) Description of (h) Purpose of grant section organization arant cash valuation (book. non-cash or assistance FMV, appraisal, or government if applicable assistance assistance other) 501©(3) SMALL WOODLAND 53-0242652 40,000 Conservation OWNERS ASSOC OF Activity MAINE4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 SOCIETY FOR 13,000 Conservation CONSERVATION Activity BIOLOGY4245 N Fairfax Drive Arlington, VA 22203 53-0242652 501©(3) SOCIETY FOR 18.000 Conservation CONSERVATION GIS Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) SOUTH KINGSTOWN 53-0242652 212,287 Conservation LAND TRUST4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 STANFORD UNIVERSITY 141,981 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 STATE OF MINNESOTA 50,000 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) STATE OF WASHINGTON 53-0242652 262,440 Federal Award 4245 N Fairfax Drive Arlington, VA 22203 STERLING TITLE 53-0242652 80,000 Conservation Activity SERVICES4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 STEUBEN COUNTY 100,019 Conservation DRAINAGE BOARD4245 Activity N Fairfax Drive Arlington, VA 22203 501©(3) STOCKHOLM 53-0242652 12,420 Federal Award ENVIRONMENTAL INSTITUTE4245 N Fairfax Drive

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

Arlington, VA 22203

| (a) Name and address of | (b) EIN | (c) IRC Code | | (e) A mount of non- | | (g) Description of | (h) Purpose of grant |
|--|------------|--------------------------|-----------|---------------------|---|------------------------|--------------------------|
| organization or government | | section if applicable | grant | cash assistance | valuation (book, FMV, appraisal, other) | non-cash assistance | or assistance |
| SULLIVAN COUNTY PLANNING DEPARTMENT 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 71,250 | | | | Conservation Activity |
| SUSTAINABLE NW4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 15,000 | | | | Federal A ward |
| TAMARISK COALITION 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 60,000 | | | | Conservation Activity |
| TENNESSE DEPARTMENT OF AGRICULTURE4245 N Fairfax Drive Arlington, VA 22203 | 1 | 501©(3) | 150,000 | | | | Conservation Activity |
| TETON COUNTY ABSTRACT COMPANY 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 1,000,000 | | | | Conservation Activity |
| TETON COUNTY DEVELOPMENT CORPORATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| TEXAS A AND M UNIV KINGSVILLE4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 13,677 | | | | Federal A ward |
| THE CONSERVATION CAMPAIGN4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 90,000 | | | | Conservation Activity |
| THE JANE GOODALL INSTITUTE4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 150,000 | | | | Conservation Activity |
| THE PENNSYLVANIA STATE UNIVERSITY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |

| | <u>, uit 11, cium</u> , | | <u></u> | 1 | 1 | T | · / |
|---|-------------------------|--|------------------------------|---|---|---|---------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| THE PEW CHARITABLE TRUSTS4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 1,965,038 | | | | Conservation Activity |
| THE SHEFFIELD LAND TRUST4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 84,968 | | | | Conservation Activity |
| THE TRUST FOR PUBLIC LAND4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 919,696 | | | | Conservation Activity |
| THE UPPER ETOWAH RIVER ALLIANCE4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 8,000 | | | | Conservation Activity |
| THE WETLANDS CONSERVANCY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 147,500 | | | | Conservation Activity |
| THE WILDERNESS SOCIETY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| THE WILDLANDS TRUST 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| THE WINDWARD ISLANDS RESEARCH AND EDUCATION FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,655 | | | | Conservation Activity |
| THIRD SECTOR NEW ENGLAND4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 20,000 | | | | Conservation Activity |
| THOMAS JEFFERSON SOIL AND WATER CONSERVATION DISTRICT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 156,900 | | | | Conservation Activity |

(d) A mount of cash (e) A mount of non-(a) Name and address of (b) EIN (c) IRC Code (f) Method of (a) Description of (h) Purpose of grant section valuation (book, or assistance organization grant cash non-cash or government if applicable assistance FMV, appraisal, assistance other) 501©(3) THREE RIVERS 53-0242652 6,325 Conservation ALLIANCE4245 N Fairfax Activity Drive Arlington, VA 22203 90,000 TITLE SERVICES OF 53-0242652 Conservation DOOR COUNTY4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 TOWN OF PLYMOUTH 10.000 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 109,190 TRI ISLE RC AND DC 53-0242652 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 127,190 ISLE RESOURCE Conservation CONSERVATION & Activity DEVELOPMENT COUNCIL4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 7,650 Federal Award TROUT UNLIMITED4245 N Fairfax Drive Arlington, VA 22203 501©(3) TRUST FOR PUBLIC 53-0242652 20,000 Conservation LAND4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) TUALATIN RIVER 53-0242652 11,874 Conservation WATERSHED COUNCIL Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) UNION OF CONCERNED 53-0242652 10,000 Conservation SCIENTISTS4245 N Activity Fairfax Drive Arlington, VA 22203 53-0242652 501©(3) 50,000 UNITED NATIONS Conservation FOUNDATION4245 N Activity Fairfax Drive

Form 990, Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

Arlington, VA 22203

(**b**) EIN (e) A mount of non-(a) Name and address of (c) IRC Code (d) A mount of (f) Method of (g) Description of (h) Purpose of grant organization section cash grant cash valuation (book, non-cash or assistance if applicable FMV, appraisal, or government assistance assistance other) 501©(3) UNIVERSITY OF ALASKA 53-0242652 27,087 Federal A ward 4245 N Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF 53-0242652 5,351 Conservation ARIZONA SPONSORED Activity PROJECTS SERVICES 4245 N Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF 53-0242652 40,000 Conservation CALIFORNIA4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF 53-0242652 27,810 Federal Award CENTRAL FLORIDA4245 N Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF HAWAII 53-0242652 16,514 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 UNIVERSITY OF MAINE 47,973 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 UNIVERSITY OF 8,180 Conservation MARYLAND4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) UNIVERSITY OF 53-0242652 7,500 Conservation MARYLAND EASTERN Activity SHORE4245 N Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF 53-0242652 53,157 Conservation MASSACHUSETTS4245 N Activity Fairfax Drive

22,500

Conservation

Activity

Form 990,Schedule I, Part II, Grants and Other Assistance to Governments and Organizations in the United States

Arlington, VA 22203

MINNESOTA4245 N

Arlington, VA 22203

UNIVERSITY OF

Fairfax Drive

501©(3)

53-0242652

(a) Name and address of (**b**) EIN (c) IRC Code (d) A mount of cash (e) A mount of non-(f) Method of (a) Description of (h) Purpose of grant organization section grant cash valuation (book, non-cash assistance or assistance if applicable FMV, appraisal, or government assistance other) 501©(3) Conservation UNIVERSITY OF 53-0242652 14,680 MONTANA4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF NEW 53-0242652 9,185 Conservation HAMPSHIRE4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF 53-0242652 7,516 Conservation SOUTHERN MAINE4245 Activity N Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF 53-0242652 116,092 Conservation WASHINGTON4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) UNIVERSITY OF 53-0242652 28,831 Conservation WISCONSIN4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 Conservation UNIVERSITY OF RHODE 34,400 ISLAND FOUNDATION Activity 4245 N Fairfax Drive Arlington, VA 22203 US ARMY ENG RES AND 53-0242652 501©(3) 10,000 Conservation DEV CENTER4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) **US FISH AND WILDLIFE** 53-0242652 Conservation 190,473 SERVICE4245 N Fairfax Activity Drive Arlington, VA 22203 53-0242652 501©(3) **US FISH AND WILDLIFE** 50,000 Conservation SERVICE4245 N Fairfax Activity Drive Arlington, VA 22203 501©(3) USDA FOREST SERVICE 53-0242652 84,783 Conservation 4245 N Fairfax Drive Activity Arlington, VA 22203

| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | n (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
|---|------------|--|-------------------------------------|--|--|--|---------------------------------------|
| USDA4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 40,895 | | | | Conservation Activity |
| USDA4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 20,249 | | | | Conservation Activity |
| US GEOLOGICAL SURVEY4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 8,800 | | | | Federal A ward |
| VALLEY CONSERVATION COUNCIL4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 23,176 | | | | Conservation Activity |
| VERMONT CENTER FOR ECOSTUDIES4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 19,035 | | | | Conservation Activity |
| VIRGINIA INSTITUTE OF MARINE SCIENCE4245 N Fairfax Drive Arlington, VA 22203 | | 501©(3) | 25,000 | | | | Conservation Activity |
| VOLUNTEERS FOR OUTDOOR COLORADO 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 7,500 | | | | Conservation Activity |
| VOTE YES MINNESOTA 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(4) | 147,500 | | | | Conservation Activity |
| VOTERS OF ARIZONA NO ON PROP 1054245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(4) | 10,000 | | | | Conservation Activity |
| WALKER RANCHES LLLP 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | | 150,000 | | | | Conservation Activity |

| Form 990, Schedule 1, | Fart II, Gran | | | innents and O | gamzations m t | ne oniced states | 9 |
|---|---------------|---|--------------------------------------|---|---|--|---------------------------------------|
| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
| WALLOWA RESOURCES 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 114,628 | | | | Conservation Activity |
| WASHINGTON COUNTY REGIONAL PLANNING COUNCIL4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 33,257 | | | | Conservation Activity |
| WASHINGTON DEPT OF NATURAL RESOURCE 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 53,270 | | | | Federal A ward |
| WASHINGTON DEPT OF FISH & WILDLIFE4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 179,802 | | | | Federal A ward |
| WASHINGTON WILDLIFE AND RECREATION FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 17,500 | | | | Conservation Activity |
| WATERSHED RESORATION AND TRAINING CENTER4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 30,407 | | | | Federal A ward |
| WELLS ESTUARINE RESEARCH RESERVE 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,000 | | | | Conservation Activity |
| WESTERN CONSERVATION FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 500,000 | | | | Conservation Activity |
| WESTERN WASHINGTON AGRICULTURAL ASSOCIATION4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 10,798 | | | | Federal A ward |
| WILD SALMON CENTER 4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 49,011 | | | | Conservation Activity |

(d) A mount of cash (e) A mount of non-(a) Name and address of (b) EIN (c) IRC Code (f) Method of (a) Description of (h) Purpose of grant section valuation (book, orassistance organization grant cash non-cash or government if applicable assistance FMV, appraisal, assistance other) 501©(3) WILDLANDS 53-0242652 394,000 Conservation CONSERVANCY4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 15,000 WILLAMETTE 53-0242652 Conservation **RIVERKEEPER4245 N** Activity Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 WILTON WILDLIFE 55.954 Conservation PRESERVE AND PARK Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) WINDWARD ISLANDS 53-0242652 7,100 Conservation RESEARCH AND Activity EDUCATION FOUNDATION4245 N Fairfax Drive Arlington, VA 22203 501©(3) 9,295 WINROCK 53-0242652 Conservation INTERNATIONAL4245 N Activity Fairfax Drive Arlington, VA 22203 501©(3) 10,000 WISCONSIN DEPT OF 53-0242652 Conservation NATURAL RESOURCES Activity 4245 N Fairfax Drive Arlington, VA 22203 501©(3) 53-0242652 WOODLAND PARK 45.000 DAF Distribution ZOOLOGICAL SOCIETY 4245 N Fairfax Drive Arlington, VA 22203 501©(3) WORLD WILDLIFE FUND 53-0242652 Conservation 162,400 4245 N Fairfax Drive Activity Arlington, VA 22203 501©(3) 53-0242652 WWF4245 N Fairfax Drive 000,8 Conservation Arlington, VA 22203 Activity 501©(3) 350,000 YORK LAND TRUST4245 53-0242652 Conservation N Fairfax Drive Activity Arlington, VA 22203

| (a) Name and address of organization or government | (b) EIN | (c) IRC Code section if applicable | (d) A mount of cash grant | (e) A mount of non- cash assistance | (f) Method of valuation (book, FMV, appraisal, other) | (g) Description of non-cash assistance | (h) Purpose of grant or assistance |
|--|----------------|--|-------------------------------------|---|---|--|--|
| YORK PARKS AND RECREATION DEPARTMENT4245 N Fairfax Drive Arlington, VA 22203 | 53-0242652 | 501©(3) | 8,000 | | | | Conservation Activity |

| efi | le GRAPHIC p | orint - DO NOT PROCESS | As Filed | Data - | | DLN: | 9349303 | 5012 | 040 |
|----------|----------------------|--|--------------|--------------|--------------------------------------|-----------------|--------------|-------|------|
| Sch | edule J | Con | OMBNo 1 | 545-0 | 0047 | | | | |
| (For | m 990) | | , Directors, | Trustees, | Ormation Key Employees, and Highe | est | 20 | 08 |) |
| Departr | ment of the Treasury | ► Attach to F | - | sated Empl | oyees leted by organizations | | Open t | o Put | olic |
| Internal | Revenue Service | | | • | 90, Part IV, line 23. | | Insp | | |
| | me of the organi | | | | | Employer identi | ification nu | nber | |
| NAI | URE CONSERVANCY | , , | | | | 53-0242652 | | | |
| Ра | rt I Questi | ons Regarding Compensat | ion | | L. L. | | | | |
| | | | | | | | | Yes | No |
| 1a | | ropiate box(es) if the organization Section A, line 1a Complete Part | | | | | | | |
| | ☐ First class | or charter travel | ম | Housinga | illowance or residence for | personal use | | | |
| | Travel for | companions | Г | - | for business use of perso | | | | |
| | · | ification and gross-up payments | | | social club dues or initiati | | | | |
| | Discretion | ary spending account | Г | Personal | services (e g , maid, chaut | ffeur, chef) | | | |
| Ь | If line 1a is che | ecked, dıd the organızatıon follow a | ı written po | licy regard | ing payment or reimburse | ment or | | | |
| | provision of all | the expenses described above? If | f"No," com | plete Part | III to explain | | 1b | Yes | |
| 2 | | ation require substantiation prior f ors, trustees, and the CEO /Execut | | | | | | | |
| | onicers, airecto | ors, trustees, and the CEO/Execut | Ive Directo | or, regardir | g the items checked in in | e 187 | 2 | Yes | |
| 3 | | , if any, of the following the organiz CEO/Executive Director Check al | | | h the compensation of the | 2 | | | |
| | 🔽 Compensa | ition committee | Г | Written e | nployment contract | | | | |
| | | nt compensation consultant | ম | Compens | ation survey or study | | | | |
| | 🔽 Form 990 | of other organizations | ম | Approval | by the board or compensa | tion committee | | | |
| 4 | During the yea | r, dıd any person lısted ın Form 99 | 0, Part VII | , Section A | A, line 1a | | | | |
| а | Receive a seve | erance payment or change of contr | ol payment | ? | | | 4a | Yes | |
| b | Participate in, | or receive payment from, a supplei | mental non | qualified re | tırement plan? | | 4b | Yes | |
| с | Participate in, | or receive payment from, an equity | -based co | mpensatio | n arrangement? | | 4c | | No |
| | If "Yes" to any | of lines 4a-c, list the persons and | provide th | e applıcab | le amounts for each item i | n Part III | | | |
| | 501(c)(3) and | 501(c)(4) organizations only must | complete | lines 5-8. | | | | | |
| 5 | | ted in form 990, Part VII, Section contingent on the revenues of | A, line 1a, | dıd the or | janization pay or accrue a | ny | | | |
| а | The organization | on? | | | | | 5a | | No |
| b | Any related org | ganization? | | | | | 5b | | No |
| | If "Yes," to line | e 5a or 5b, describe in Part III | | | | | | | |
| 6 | | ted in form 990, Part VII, Section contingent on the net earnings of | A, line 1a, | dıd the or | ganızatıon pay or accrue a | ny | | | |
| а | The organization | on? | | | | | 6a | | No |
| b | Any related org | ganization? | | | | | 6b | | No |
| | If "Yes," to line | e 6a or 6b, describe in Part III | | | | | | | |
| 7 | | ted in form 990, Part VII, Section described in lines 5 and 6? If "Yes | | | | -fixed | 7 | | No |
| 8 | | ints reported in Form 990, Part VI initial contract exception describe | | | | | 8 | | No |
| | | | | | | | | | |

For Privacy Act and Paperwork Reduction Act Notice, see the separate instructions. Cat No 50053T

Schedule J (Form 990) 2008

Part II Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees. Use Schedule J-1 if additional space needed.

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

Note. The sum of columns (B)(1)-(111) must equal the applicable column (D) or column (E) amounts on Form 990, Part VII, line 1a

| (A) Name | (B) Breakdown of | fW-2 and/or 1099-MI | SC compensation | (C) Deferred | (D) Nontaxable | (E) Total of columns | (F) Compensation |
|-------------------------------|--------------------------|---|-----------------------------|--------------|----------------|----------------------|--|
| | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other compensation | compensation | benefits | (B)(ı)-(D) | reported in prior Form 990 or Form 990-EZ |
| See Additional Data Table (i) | | | | | | | |
| (ii) | | | | | | | |
| (i) | | | | | | | |
| (ii) | | | | | | | |
| (i) | | | | | | | |
| (ii) | | | | | | | |
| (i) | | | | | | | |
| (ii) | | | | | | | |
| (i) | | | | | | | |
| (ii) | | | | | | | |
| (i) | | | | | | | |
| (ii) | | | | | | | |
| (i) | | | | | | | |
| (ii) | | | | | | | |
| (i) | | | | | | | |
| (ii) | | | | | | | |

Schedule J (Form 990) 2008

Part III Supplemental Information

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8 Also complete this part for any additional information

| Ident if ier | Ret urn Ref erence | Explanation |
|-------------------|-----------------------|---|
| SchJ_P01_S00_L01a | · · | In connection with their employment related relocations from their previous homes, Mr Tercek and Ms. Girvin-Argon received temporary housing allowances in order defray the costs of maintaining dupliate homes during their transitions to the Washingtin, DC metro area. The allowances were treated as taxable income and are included in the amounts reported on Part VII and Schedule J. |
| SchJ_P01_S00_L04 | | In connection with her separation from the Nature Conservancy, Audrey Grant received severance in the amount of \$111,545 In connection with their separation from the Nature Conservancy, Steven McCormick and Stephanie Meeks received distributions of amounts previously deferred under a supplemental nonqualified retirement plan in the amounts of \$48,889 and \$50,772 respectively. All payments have been included in the amounts reported in Part VII and Schedule J |
| | , ' | The President and Chief Executive Officer's compensation is reviewed annually by the Board of Directors. In order to established the reasonableness of his overall compensation, the Nature Conservancy engages an independent compensation consultant who utilizes Forms 990 from other organizations, as well as, compensation surveys and studies |
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Schedule J (Form 990) 2008

Software ID: 08000095 Software Version: v1.00 EIN: 53-0242652 Name: NATURE CONSERVANCY

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

| Form 990, Schedule J, Part | | | | | | | (E) Componentian |
|----------------------------|--------------------------|---|------------------------------|-------------------------------------|----------------------------|------------------------------------|--|
| (A) Name | | f W-2 and/or 1099-MI | | (C) Deferred compensation | (D) Nontaxable benefits | (E) Total of columns (B)(I)-(D) | (F) Compensation reported in prior Form |
| | (i) Base Compensation | (ii) Bonus & incentive compensation | (iii) O ther compensation | | | | 990 or Form 990-EZ |
| Stephanie K Meeks (i | | 200,000 | 78,606 0 | 15,500 0 | 4,649 0 | 386,349 0 | 0 0 |
| Joseph J Keenan (I | | 0 | 165,827 0 | 9,824 0 | 19,427 0 | 393,195 0 | 0 0 |
| David M Cleary (I | | 2,881 0 | 168,616 0 | 6,319 0 | 17,977 0 | 374,639 0 | 0 0 |
| Steven J McCormick (I | | 0 | 66,365 0 | 15,500 0 | 814 0 | 337,242 0 | 0 0 |
| Stephen C Howell (I | | 0 | 11,962 0 | 18,400 0 | 10,348 0 | 311,771 0 | 0 0 |
| Rebecca L Patton (I | | 0 | 20,924 0 | 18,145 0 | 3,874 0 | 285,558 0 | 0 0 |
| JeanLouis B Ecochard (i | | 0 | 25,691 0 | 15,500 0 | 6,346 0 | 274,701 0 | 0 0 |
| Mark A E Burget (I | | 0 | 43,376 0 | 15,500 0 | 7,747 0 | 248,138 0 | 0 0 |
| Craig Neyman (i | | 0 | 28,894 0 | 15,500 0 | 10,319 0 | 247,269 0 | 0 0 |
| A my Golden (i | | 10,000 | 16,806 0 | 15,500 0 | 9,727 0 | 246,240 0 | 0 0 |
| Cynthia Smith (i | | 0 | 20,881 0 | 18,185 0 | 7,956 0 | 251,926 0 | 0 0 |
| Philip Tabas (i | | 0 | 24,247 0 | 13,876 0 | 3,856 0 | 242,425 0 | 0 0 |
| Robert Bendick (I | | 20,000 | 50,533 0 | 11,563 0 | 6,307 0 | 243,544 0 | 0 0 |
| Terry Richey (i | | 0 | 26,379 0 | 14,689 0 | 7,742 0 | 214,490 0 | 0 0 |
| William Ginn (i | | 15,000 0 | 22,500 0 | 13,715 0 | 8,007 0 | 201,662 0 | 0 0 |
| Robert McKim (i | | 0 | | 14,144 0 | 9,707 0 | | 0 0 |
| John Cook (I | | 0 | 18,328 0 | 14,431 0 | 6,312 0 | 202,441 0 | 0 0 |
| Michael Sweeney (i | | 0 | 16,349 0 | 12,409 0 | 3,837 0 | 200,878 0 | 0 0 |
| Bruce Runnels (I | | 0 | 22,514 0 | 12,741 0 | 3,831 0 | 190,722 0 | 0 0 |
| Mark R Tercek (I | | 15,231 0 | 5,965 0 | 0 | 3,254 0 | 205,950 0 | 0 0 |
| Karen Berky (I | | 0 | 21,771 0 | 13,757 0 | 555 0 | 186,616 0 | 0 0 |
| Rebecca Girvin-Argon (i | | 0 | 21,733 0 | 12,908 0 | 9,697 0 | 175,471 0 | 0 0 |
| Michael Andrews (i | | 0 | 16,688 0 | 13,196 0 | 6,743 0 | 184,392 0 | 0 0 |
| Michael Dennis (i | | 0 | 14,238 0 | 11,187 0 | 6,313 0 | 202,545 0 | 0 0 |
| Brian McPeek (i | | 18,600 0 | 13,615 0 | 12,954 0 | 10,283 0 | 176,816 0 | 0 0 |
| Katherine Skinner (i | | 20,694 0 | 16,151 0 | 12,171 0 | 3,810 0 | 165,840 0 | 0 0 |
| Audrey Grant (1 | | 0 | 132,936 0 | 1,115 0 | 312 0 | 146,768 0 | 0 |
| Catherine Nardone (i | | 16,038 0 | 1 | 0 0 | 3,302 0 | 235,224 0 | 0 |

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| Sch | edule K | | | | | | | | | | ОМВ | No 15 | 45-00 | 47 |
| (Fo | rm 990) | Suppl | emental Infor | mation | on Tax | < Exemp | t Bon | ds | | | | 200 | 10 | |
| | | To be complet | ed by organizations t | hat answe | red "Yes" t | to Form 990. | Part IV. | line 24a. | | | | Ζυι | 10 | |
| | tment of the Treasury | | criptions, explanatio | | | | | | | | C |)pen to l Inspect | | |
| | al Revenue Service of the organization | | | | | | | | | Employer i | dentificat | | | |
| | JRE CONSERVANCY | | | | | | | | | 53-02420 | | | | |
| Pa | TTI Bond Issues (Required | for 2008) | | | | | | | | | | | | |
| | | | | | | | | | | | | | |) O n |
| | (a) Issuer Name | (b) Issuer EIN | (c) CUSIP # | (d) Date | Issued | (e) Issue | e Price | (f) Des | cription of P | urpose | (g) De | feased | | nalf of suer |
| | | | | | | | | | | | Yes | No | Yes | No |
| | Colorado Educational and Cultural | | | | | | | Refinance 1 | 997 Fnancır | n of | | | | |
| | Facilities A uthority | 84-0896727 | 196458RD7 | 12-17- | 2002 | 25, | 053,000 | Headquarte | | g | | X | | X |
| | Colorado Educational and Cultural | | | | | | | Convert Ser | ies 2003A- | 1TE and A. | | | | |
| | Facilities A uthority | 84-0896727 | 19645RFL0 | 05-08- | 2008 | 102, | 400,000 | 2TE | 163 200JA- | | | Х | | X |
| | t II Proceeds (Optional for | 2008) | | | | | | | | | | | | 1 |
| | | | | | A | E | 3 | | c | D | | | Е | |
| 1 | Total Proceeds of Issue | | | | | | | | | | | | | |
| 2 | Gross Proceeds in Reserve Funds | | | | | | | | | | | | | |
| 3 | Proceeds in Refunding or Defeasa | nce Escrows | | | | | | | | | | | | |
| 4 | Other Unspent Proceeds | | | | | | | | | | | | | |
| 5 | Issuance Costs from Proceeds | | | | | | | | | | | | | |
| 6 | Working Capital Expenditures from | | | | | | | | | | | | | |
| 7 | Capital Expenditures from Proceed | ds | | | | | | | | | | | | |
| 8 | Year of Substantial Completion | | | | 1 | 1 | I | 1 | I I | 1 | | 1 | | |
| _ | Were the bonds issued as part of a | | | Yes | No | Yes | No | Yes | No | Yes | No | Yes | <u>; </u> | No |
| 9 | • | 0 | | | | | | | | | | | — | |
| 10 | Were the bonds issued as part of a | - | Issuer | | | | | - | | | | | -+ | |
| 11 | Has the final allocation of proceed | | | | | | | | | | | | \rightarrow | |
| 12 | Does the organization maintain ad final allocation of proceeds? | lequate books and rec | ords to support the | | | | | | | | | | | |
| Par | Private Business Use | (Optional for 2008) |) | | | - I | | | · · · · · | | | _ | | |
| | | | | | A | | 3 | | c | D | | | E | |
| | | | mbar of an U.C. | Yes | No | Yes | No | Yes | No | Yes | No | Yes | <u>; </u> | No |
| 1 | Was the organization a partner in a which owned property financed by | | mber of an LLC, | | | | | | | | | | | |
| 2 | Are there any lease arrangements which may result in private busine | | nanced property | | | | | | | | | | | |

Schedule K (Form 990) 2008

| | | | | | | | | | | | Page Z |
|-----|--|-----|----------|-----|----|-----|----------|----------|----------|-----|--------|
| Par | Private Business Use (Continued) | | | T | | 1 | | | | 1 | |
| | | | A | E | B | | c | I | D | | E |
| | | Yes | No | Yes | No | Yes | No | Yes | No | Yes | No |
| 3a | A re there any management or service contracts with respect to the financed property which may result in private business use? | | | | | | | | | | |
| 3b | Are there any research agreements with respect to the financed property which may result in private business use? | | | | | | | | | | |
| 3с | Does the organization routinely engage bond counsel or other outside counsel to review any management or service contracts or research agreements relating to the financed property? | | | | | | | | | | |
| 4 | Enter the percentage of financed property used in a private business use by entities other than a 501(c)(3) organization or a state or local government | | | | | | | | | | |
| 5 | Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another 501(c)(3) organization, or a state or local government | | | | | | | | | | |
| 6 | Total of lines 4 and 5 | | | | | | | | | | |
| 7 | Has the organization adopted management practices and procedures to ensure the post-issuance compliance of its tax-exempt bond liabilities? | | | | | | | | | | |
| Par | t IV Arbitrage (Optional for 2008) | | | | | | | | | | |
| | | | <u> </u> | E | B | | <u>c</u> | | <u>p</u> | | E |
| | | Yes | No | Yes | No | Yes | No | Yes | No | Yes | No |
| 1 | Has a Form 8038-T been filed wth respect to the bond issue? | | | | | | | | | | |
| 2 | Is the bond issue a variable rate issue? | | | | | | | | | | |
| 3a | Has the organization or the government issuer identified a hedge with respect to the bond issue on its books and records? | | | | | | | | | | |
| b | Name of provider | | | | | | | | | | |
| с | Term of hedge | | | | | | | | | | |
| 4a | Were gross proceeds invested in a GIC? | | | | | | | | | | |
| b | Name of provider | | | | | | | | | | |
| с | Term of GIC | | | | | | | | | | |
| d | Was the regulatory safe harbor for establishing the fair market value of the GIC satisfied? | | | | | | | | | | |
| 5 | Were any gross proceeds invested beyond an available temporary period? | | | | | | | | | | |
| 6 | Did the bond issue qualify for an exception to rebate? | | | | | | | | | | |
| | | | | | | | | | | | |

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|---|--------------------------|--|--------------|---|-------|--|------------------------------|-----------------------|-----------------|--------------------|-----------------------|-------------------|
| Schedule L Form 990 or 990-EZ) | Т | ransactions | | erested I | | sons | | | <u>0 M</u> | _ | 1545) () (| <u>-0047</u> |
| epartment of the Treasury ternal Revenue Service | "Yes" | ► To be complete on Form 990, Part I or Form 990 | V, lines 25a | | 28a, | | | | 0 | pen | to Pu Dectio | blic |
| Name of the organization NATURE CONSERVANCY | it ion | | | | | E | mploye | er ide | ntificat | tion n | umber | |
| Part I Excess B | anafit Tranca at | ions (section 501 | (a)(2) and | Leastion FOI | | | 3-024 | | | | | |
| | | ns that answered "Y | | | | | | | | <u>, Part</u> | V, line | 40b |
| 1 (a) | Name of disqualified | l person | | (b) Des | crıpt | ion of transa | action | | | E E | c) Cor Yes | rected |
| | | | I | | | | | | | | Tes | NO |
| | | | | | | | | | | | | |
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| | | he organization man | | | | | | nder F | \$ | | | |
| 3 Enter the amount | t of tax, ıf any, on lın | e 2, above, reimburs | ed by the o | organization . | • | | | | \$ | | | |
| | | Interested Pers | | orm 990 Part | TV I | ine 26 or Fi | orm 90 | 0-F | 7 Part | V lina | 382 | |
| 10 50 001 | inpleted by organizat | (b) Loan to or | | <u>, , , , , , , , , , , , , , , , , , , </u> | | <u>ine 20, 01 10</u> | | | (f |) | | |
| (a) Name of intere | • | from the organization? | | inal principal | (d)E | Balance due | (e) defa | | Appro by boa | | 1 | /ritten ement? |
| purpo | se | To From | a | mount | | | Yes | No | commi Yes | ttee? No | Yes | No |
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| otal | | | | . 🕨 s | | | | | | | | |
| art III Grants (| or Assistance Be | enefitting Inter | ested Pe | rsons | | | | | | | | |
| To be co | mpleted by organ | izations that answ | | s" on Form 9 Interested pe | | | ne 27. | | | | | |
| (a) Name of in | terested person | | id the organ | | 15011 | (c)A m | ount o | fgrai | nt or ty | pe of a | issista | ance |
| | | | | | | | | | | | | |
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| | | Involving Inter | | | 00 | | No. 20- | | h | 10.0 | | |
| 10 De CO | Inpleted by organ | (b) Relationsh | | | 90, | | 10 202 | a, 20 | D, UI 2 | | e) Sha | aring o |
| (a) Name of inte | erested person | between interes person and th | | (c) A mount of transaction | | (d) Descr | ription | oftra | ansacti | on C | rganız rever | ation': nues? |
| | | organization | | transaction | | | | | | | Yes | No |
| elen Hooper | | Spouse of Philip T Current Key Empl | | 65, | | Ms Hooper the Nature employmen appointmen and Genera | Conse tpreda itas V | rvan ates ice P | y Her Mr Tab | as' | | No |
| atherine Runnels | | Spouse of Bruce Runnels, Current I Employee | Key | 125, | 879 | Ms Runnels TNC Here Mr Runnels Regional Di | s is an mployi s' appo | emp ment untm | predate | | | No |
| | | | | | | | | | | | | |
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| | EDULE M | | N | Ion-Cash Cont | ributions | 1 | OMBNo 1 | 545-0 | 0047 |
| Departn | m 990) nent of the Treasury Revenue Service | | To be o "Ye | 20 Open to Insp | o Put | olic | | | |
| | e of the organizat | ion | | | | Employer identi | fication nu | mber | |
| NATU | RE CONSERVANCY | | | | | 53-0242652 | | | |
| Ра | rtI Types | of Property | _ | | - | | | | |
| | | | (a) Check ıf applıcable | (b) Number of Contributions | (c) Revenues reported on Form 990, Part VIII, line 1g | | (d) of determi evenues | nıng | |
| 2 3 | Art—Works of art Art—Historical ti Art—Fractional ii Books and public | reasures . nterests | | | | | | | |
| | Clothing and hou | | x | | 2,142,849 | Comp Sales | | | |
| 6 | Cars and other v | ehıcles | Х | 5 | 37,600 | Comp Sales | | | |
| | Boats and planes | | X | 2 | 23,500 | Comp Sales | | | |
| | Intellectual prop Securities—Publ | | x | 748 | 15 754 227 | Avg Sales Pric | | | |
| | Securities—Publ | | | 6 | | Appraised Valu | | | |
| | Securities—Parti or trust interest | nership, LLC, | | | | | - | | |
| | Securities—Misc Qualified conser contribution (his structures) | vation storic | | | | | | | |
| 14 | Q ualified conser contribution (oth | | х | 132 | 130,107,005 | Appraised Valu | e | | |
| | Real estate—Res | | X | 13 | 7,396,425 | Appraised Valu | e | | |
| | Real estate—Cor | | | | | | | | |
| | Real estate—Oth Collectibles | | | | | | | | |
| | Food inventory | | | | | | | | |
| | Drugs and medic | | | | | | | | |
| | Taxidermy | | | | | | | | |
| 22 | Historical artifac | ts | | | | | | | |
| | Scientific specin | | | | | | | | |
| | Archeological ar | tifacts | | | | | | | |
| | Other (describe puter | | | | | | | | |
| | ware/Software) | | x | 32 | 2,292,191 | Comp Sales | | | |
| 26 | Other (describe |) | | | | | | | |
| | Other (describe | | | | | | | | |
| | Other (describe | | | anızatıon durıng the tax yea | | | | | |
| 29 | | ization complete | ed Form 828 | 3, Part IV, Donee | | 29 | | | 982 |
| 30a | hold for at | _ | | | erty reported in Part I, lines not required to be used for | | | Yes | No |
| | - | | | • | | | . 30a | | No |
| Ь | If "Yes", descril | | | | | | | | <u> </u> |
| 31 | | - | | | review of any non-standard | contributions? | 31 | Yes | |
| 32a | - | | - | es or related organizations | to solicit, process, or sell | non-cash | · 32a | | No |
| | If "Yes", descril If the organizati checked, descri | on dıd not repor | t revenues ı | n Column (c) for a type of p | property for which Column (a | a) is | | | |

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

| ule M (Form 990) 2008 | formation Convolute there a 11 | Page 2 |
|------------------------|--------------------------------------|--|
| Supplemental In | complete this part for any additiona | provide the information required by Part I, lines 30b, |
| | | |
| Identıfıer | ReturnReference | Explanation |
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Schedule M (Form 990) 2008

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SCHEDULE O

(Form 990)

Department of the Treasury Internal Revenue Service

Supplemental Information to Form 990

Attach to Form 990. To be completed by organizations to provide additional information for responses to specific questions for the Form 990 or to provide any additional information.



Name of the organization NATURE CONSERVANCY

53-0242652

| ldentifier | Return Reference | Explanation |
|------------------|----------------------------------|--|
| F990_P03_S00_L01 | Form 990, Part III, Line 1 | Background information on The Nature Conservancy Our Mission The mission of The Nature Conservancy is to preserve the plants, animals and natural communities that represent the diversity of life on Earth by protecting the lands and waters they need to survive. Why We're Successful we work to conserve the Earth's ecologically important lands and waters in local places across all 50 U.S. states and in more than 30 other countries around the world, we develop, analyze and use the best available science to prioritize our global conservation work and to ensure we implement the right strategies in the right places, we achieve tangible, lasting and measurable conservation results at scales that matter and in ways that will endure, we create innovative conservation solutions that benefit nature and enhance the weil-being of people who depend on vital natural resources for their lives and livelihoods, we use our creativity, diplomacy, global reach and proven experience to tackle some of the world's most complex conservation challenges, we work respectfully and collaboratively with all sectors of society to achieve meaningful conservation results, and by showing that tangible, large-scale conservation results can be delivered, we provide hope that the Earth's special places can be restored and preserved for future generations. Accountability The Nature Conservancy is highly rated by charity watchdog organizations the Nature Conservancy meets all of the Better Business Bureau (BBB) Wise Gwing Alliance Standards for Charity Accountability. The Nature Conservancy earned a four-star rating from Charity Navigator, indicating the organization "exceeds industry standards and outpefforms most charities in its cause", and the Nature Conservancy rated as the most trusted organization among 13 leading non-profit organizations, think tanks and associations in a recent poll by Harris InteractiveÅ®, as reported by The Chronicle of Philanthropy Values Integrity Beyond Reproach. We will meet the highest ethical and pr |

| ldentifier | Return Reference | Explanation |
|------------------|---|--|
| F990_P06_S0A_L10 | Form 990, Part VI, Section A, Line 10 | Review Process for Form 990 The Form 990 is prepared, based on financial statements audited by Pricew aterhouseCoopers, and other internally generated information by the Nature Conserancy's Director of Tax services The Form is further review ed by the Conservancy's Internal Audit Department (which provides independent verification of certain information), and members of Senior Management As outlined in its charter, the Audit Committee then review's any issues or judgments relating to disclosures in the Conservancy's Forms 990 Finally, copies are provided to the full Board of Directors for their comment prior to filing with the IRS |

| ldentifier | Return Reference | Explanation |
|-------------------|---|--|
| F990_P06_S0B_L12c | Form 990, Part VI, Section B, Line 12c | The Nature Conservancy's monitoring and enforcement of its compliance policy is governed by its Conflict of Interest Standard Operating Procedure ("SOP) which is excerpted as follows a conflict of interest exists when an Modual who is responsible for harbing the stimetests of The Nature Conservancy has another interest or loyalty that could influence or mays, or may appear to influence or impair, the individual's ability to act in the best interests of the Nature Conservancy. The term "Conflict of interest includes actual conflicts of interest potential conflicts of interest (stuations that could become an actual conflict in the future based upon foreseeable events or the passage of time), and perceved conflicts of interest) (stuations that others could reasonably perceive to be, or have the appearance of a conflict of interest) (stuations that others could reasonably perceive to be, or have the appearance of a conflict of interest) (stuations that others could reasonably possible to avoid a particular conflict of interest or its into in the Conservancy is the interest to avoid t, all starf, Board Members and Trustees are responsible for fashoning appropriates trateges to magate and interest Before angging in any activity on behalf of the Conservancy. Conservancy staff, Board Members and Trustees must identify and discles any stuations that could give rise to a conflict of interest of the appearance of a conflict. The Disclosure Form should be completed as early as possible by parties with whom the Conservancy may become aware of a conflict Thus, even if the Disclosure Formidoes not reveal a conflict. The Disclosure form should be completed as early as possible by parties with whom the Conservancy is a particular factual situation may generate a conflict of interest even when no covered are not always clear-cut and easy to define. They require case by case analysis. The Conservancy is a conflict, but you are aware of a conflict. Thus, even if the Disclosure Form boes in a conflict of interest |

| ldentifier | Return Reference | Explanation |
|-----------------|---|---|
| F990_P06_S0B_L1 | Form 990, Part VI, Section B, Line 15 | Review Process for Officer and Key Employee Compensation The President and Chief Executive Officer's performance and compensation are review ed annually by the Board of Directors The performance and compensation of all other Officers and Key Employees is review ed annually by their direct supervisor All compensation amounts are based on information provided by an independent compensation consultant w ho utilizes comparable date from Form 990's from other organizations and compensation survey's and studies to ensure reasonableness |

| ldentifier | Return Reference Explanation | | | | |
|------------------|--|--|--|--|--|
| F990_P06_S0C_L19 | Form 990, Part VI, Section C, Line 19 | The Nature Conservancy's governing documents, conflict of interest policy, and financial statements available to the public via our website nature org | | | |

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

Cat No 51056K

Schedule O (Form 990) 2008

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Related Organizations and Unrelated Partnerships

SCHEDULE R (Form 990)

Attach to Form 990. To be completed by organizations that answerd "Yes" to Form 990, Part IV, lines 33, 34, 35, 36, or 37. See separate instructions.

Department of the Treasury Internal Revenue Service

Name of the organization NATURE CONSERVANCY

Employer identification number

5<u>3-0242652</u>

Part I Identification of Disregarded Entities

| (A) Name, address, and EIN of disregarded entity | (B) Primary activity | (C) Legal domicile (state or foreign country) | (D) Total income | (E) End-of-year assets | (F) Direct controlling entity |
|--|---|--|----------------------------|----------------------------------|--|
| Woodland Development Company LLC 100 Federal Street Boston, MA 02110 55-0807256 | Holds Title to Conservation Real Estate in Chile | CI | 0 | 2,346,475 | N/A |
| TNC China LLC C/O The Nature Conservancy 4245 North Fairfax Drive Arlington, VA 22203 26-4484383 | Environmental Services, Consulting, Research and Conservation | DE | 0 | 101,462 | N/A |
| The Nature Conservancy in Europe Charitestr 3 D10117 Berlin GM 53-0242652 | Conservation activities in the European Union | GM | 433 | -142,918 | N/A |
| | | | | | |
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| | | | | | |

Part II Identification of Related Tax-Exempt Organizations

| (A) Name, address, and EIN of related organization | (B) Primary activity | (C) Legal domicile (state or foreign country) | (D) Exempt Code section | (E) Public chanty status (if section 501(c)(3)) | (F) Direct controlling entity |
|--|--------------------------------|--|----------------------------|--|--|
| See Additional Data Table | | | | | |
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| For Paperwork Reduction Act Notice, see the Instructions for Form 990. | | Cat No 50135 | Y | | Schedule R (Form 990) 2008 |

2008

Open to Public

Inspection

| Part III Identification of Related Organizations Taxable as a Partnership | | | | | | | | | | | |
|---|--|--|--|---|-------------------------------------|--|---------------------------------|----------|--|-------------|-----------------------------------|
| (A) Name, address, and EIN of related organization | (B) Primary activity | (C) Legal domicile (state or foreign country) | (D) Direct controlling entity | (E) Predominant income(related, investment, unrelated) | (F) Share of total income | (G) Share of end-of-year assets | (H Dısprop allocat | rtionate | (I) Code V—UBI amount on Box 20 of K-1 | Gene man | בים) eral or aging ther? |
| | | | | | | | Yes | No | | Yes | No |
| J1 Pengembak No 2 | Collaborative Management of Komodo National Park | ID | | Related | 1,669,089 | 1,404,002 | | No | | Yes | |
| | | | | | | | | | | | |
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| Part IV Identification of Related Organizations Taxable as a Corporation or Trust | | | | | | | | | |
|--|--------------------------------|--|--|---|------------------------------|---|---------------------------------------|--|--|
| (A) Name, address, and EIN of related organization | (B) Primary activity | (C) Legal domicile (state or foreign country) | (D) Direct controlling entity | (E) Type of entity (C corp, S corp, or trust) | (F) Share of total income | (G) Share of end-of-year assets | (H) Percentage ownership | | |
| Montark Inc c/o RSM McGladrey Inc 1185 Avenue of the Americas New York, NY10036 13-3386301 | Oil and Gas | ОН | N/A | с | 0 | 0 | 1 00 % | | |
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Schedule R (Form 990) 2008

| Note. Complete line 1 if any entity is listed in Parts II, III or IV | | Yes | No |
|---|------------|-----|----------------|
| 1 During the tax year, did the orgranization engage in any of the following transactions with one or more related organizations listed in Parts II-IV? | | | |
| | 1a | Yes | <u> </u> |
| a Receipt of (i) interest (ii) annuities (iii) royalties (iv) rent from a controlled entity | 1a 1b | _ | ├ ─── ╹ |
| b Gift, grant, or capital contribution to other organization(s) | | | <u> </u> |
| c Gift, grant, or capital contribution from other organization(s) | 1c | | No |
| d Loans or loan guarantees to or for other organization(s) | 1d | | <u>└</u> ' |
| e Loans or loan guarantees by other organization(s) | 1e | Yes | ļ |
| f Sale of assets to other organization(s) | 1f | | No |
| g Purchase of assets from other organization(s) | 1 g | | No |
| h Exchange of assets | 1h | 1 | No |
| i Lease of facilities, equipment, or other assets to other organization(s) | 1i | | No |
| | | | |
| j Lease of facilities, equipment, or other assets from other organization(s) | 1 j | | No |
| k Performance of services or membership or fundraising solicitations for other organization(s) | 1k | Γ | No |
| I Performance of services or membership or fundraising solicitations by other organization(s) | 11 | | No |
| m Sharing of facilities, equipment, mailing lists, or other assets | 1 m | Yes | |
| n Sharing of paid employees | 1 n | Yes | |
| | | | |
| • Reimbursement paid to other organization for expenses | 10 | | No |
| p Reimbursement paid by other organization for expenses | 1p | Yes | ا ا |
| | | | |
| q Other transfer of cash or property to other organization(s) | 1q | | No |
| r Other transfer of cash or property from other organization(s) | 1r | | No |

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

| (A) Name of other organization(s) | (B) Transaction type(a-r) | (C) Amount Involved |
|---|--|-------------------------------|
| (1) See Additional Data Table | | |
| (2) | | |
| (3) | | |
| (4) | | |
| (5) | | |
| (6) | | |

Page **3**

Schedule R (Form 990) 2008

Part VI Unrelated Organizations Taxable as a Partnership

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

| (A) Name, address, and EIN of entity | (B) Primary activity | (C) Legal domicile (state or foreign country) | (D) Are all partners section 501(c)(3) organizations? | | partners Share of sector section end-of-year 501(c)(3) assets organizations? interference | | (F) Dispropitionate allocations? | | (G) (H) Code V—UBI General amount on Box 20 of K-1 partne | | l or Ing 21? | |
|--|--------------------------------|---|--|----|---|-----|--|--|--|----|--------------------|--|
| | | | Yes | No | | Yes | No | | Yes | No | | |
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Schedule R (Form 990) 2008

Software ID: 08000095 Software Version: v1.00 **EIN:** 53-0242652 Name: NATURE CONSERVANCY

Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations

| Form 990, Schedule R, Part II - Identification of Related Tax-Exempt Organizations | | | | | | |
|---|---|---|--------------------------------------|---|--|--|
| (A) Name, address, and EIN of related organization | (B) Primary Activity | (C) Legal Domicile (State or Foreign Country) | (D) Exempt Code section | (E) Public charity status (if 501 (c)(3)) | (F) Direct Controlling Entity | |
| The Nature Conservancy do Brasıl | | | | | | |
| SRTVS QD 701 Conjunto D Bloco A Loka 246 Asa Sul Brasılıa, Brazıl BR | Conservation activities in Brazil | BR | 501(c)(3) | | N/A | |
| The Nature Conservancy of California 201 Mission Street 4th FloorSan Francisco, CA94105 20-5797732 | Applicant for public funding for conservation in California | СА | 501(c)(3) | 509(a)(1) Type I | N/A | |
| Adırondack Land Trust PO Box 65 Keene Valley, NY12943 22-2559576 | Conservation of the environment, natural resources and economy of the Adriondack area of New York | NY | 501(c)(3) | 509(a)(1) | N/A | |
| The Nature Conservancy Limited (Australia) 51 Edmonstone Street South Brisbane, Queensland 4101 AS | Conservation activities in Australia | AS | 501(c)(3) | | N/A | |
| The Nature Conservancy of Venezuela Ave Francisco de Miranda C/Calle Arturo Ulsar Pietro Caracas, Chacao Mzz 2-A VE | Conservation activities in Venezuela | VE | 501(c)(3) | | N/A | |
| Conservation Farms & Ranches 201 Mission Street 4th FloorSan Francisco, CA94105 27-0038237 | Manages agricultural properties with wildlife habitat values | СА | 501(c)(3) | 509(a)(3) Type I | N/A | |
| Ecological Trust Fund of Panama 4245 North Fairfax Drive Arlington, VA22203 | Financing conservation of natural resources and environmental protection in Panama | VA | 501(c)(4) | | N/A | |
| Fundacion The Nature Conservancy of Panama Clayton Ciudad del Saber Calle Principal Casa 352 A/B Panama City, Republic of Panama PM | Conservation activities in Panama | ΡM | 501(c)(3) | | N/A | |
| The Nature Conservancy of Montana 4245 North Fairfax Drive Arlington, VA22203 51-0228311 | Conservation activities in Montana | МТ | 501(c)(3) | 509(a)(3) Type I | N/A | |
| The Nature Conservancy of New Mexico 4245 North Fairfax Drive Arlington, VA22203 91-1841899 | Conservation activities in New Mexico | NM | 501(c)(3) | 509(a)(3) Type I | N/A | |
| The Nature Conservancy of Japan 2-5-1 Kita-Aoyama Minato-Ku Tokyo 107-8077 JA | Conservation activities in Japan | AL | 501(c)(3) | | N/A | |
| The Nature Conservancy Action Fund 4201 Wilson Boulevard Suite 110624Arlington, VA22203 54-1549668 | A dvocating for public policies which guarantee the protection of the earth's environment | VA | 501(c)(4) | | N/A | |
| The Nature Conservancy of Connecticut 4245 North Fairfax Drive Arlington, VA22203 06-6070036 | Conservation activities in Connecticut | ст | 501(c)(3) | 509(a)(3) Type I | N/A | |

| | (A) Name of other organization | (B) Transaction type(a-r) | (C) A mount Involved (\$) |
|-----|------------------------------------|--|---|
| (1) | Adırondack Land Trust | m | 0 |
| (2) | Adırondack Land Trust | n | 106,722 |
| (3) | Adırondack Land Trust | p | 66,825 |
| (4) | The Nature Conservancy Action Fund | m | 262 |
| (5) | The Nature Conservancy Action Fund | n | 262 |
| (6) | The Nature Conservancy Action Fund | b | 262 |
| (7) | Adırondack Land Trust | a-ı | 3,739 |
| (8) | Adırondack Land Trust | d | 1,213,173 |
| (9) | Adırondack Land Trust | e | 1,101,924 |

Form 990, Schedule R, Part V - Transactions with Related Organizations

| efile GRAPHIC print - DO NOT PROCESS | As Filed Data - |
|--------------------------------------|-----------------|
|--------------------------------------|-----------------|

TY 2008 Request for Copy Attachment

| Name: | NATURE CONSERVANCY |
|--|--------------------------|
| EIN: | 53-0242652 |
| Software ID: | 08000095 |
| Software Version: | v1.00 |
| Copy Receiver Government Code: | CAST, MIST, HIST |
| Name of person making the consent: | Hank Hall |
| Title of person making the consent: | Director of Tax Services |
| PIN: | 25155 |
| Date: | 2010-02-04 |