

Form **990**  
 Department of the Treasury  
 Internal Revenue Service

**Return of Organization Exempt From Income Tax**  
**Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)**

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

OMB No 1545-0047  
**2011**  
**Open to Public Inspection**

**A For the 2011 calendar year, or tax year beginning 07-01-2011 and ending 06-30-2012**

<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Terminated <input checked="" type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization NATURE CONSERVANCY  Doing Business As	<b>D</b> Employer identification number 53-0242652
	Number and street (or P O box if mail is not delivered to street address) Room/suite 4245 North Fairfax Drive	<b>E</b> Telephone number (703) 841-5300
City or town, state or country, and ZIP + 4 Arlington, VA 222031606		<b>G</b> Gross receipts \$ 2,969,810,912
<b>F</b> Name and address of principal officer Mark Tercek 4245 North Fairfax Drive Arlington, VA 22203		<b>H(a)</b> Is this a group return for affiliates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No  <b>H(b)</b> Are all affiliates included? <input type="checkbox"/> Yes <input type="checkbox"/> No If "No," attach a list (see instructions)  <b>H(c)</b> Group exemption number ▶
<b>I</b> Tax-exempt status <input checked="" type="checkbox"/> 501(c)(3) <input type="checkbox"/> 501(c) ( ) (insert no ) <input type="checkbox"/> 4947(a)(1) or <input type="checkbox"/> 527		
<b>J</b> Website: ▶ www.nature.org		

**K** Form of organization  Corporation  Trust  Association  Other ▶ **L** Year of formation 1951 **M** State of legal domicile DC

**Part I Summary**

<b>Activities &amp; Governance</b>	<b>1</b> Briefly describe the organization's mission or most significant activities The mission of The Nature Conservancy is to conserve the lands and waters on which all life depends		
	<b>2</b> Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets		
	<b>3</b> Number of voting members of the governing body (Part VI, line 1a) . . . . .	<b>3</b>	23
	<b>4</b> Number of independent voting members of the governing body (Part VI, line 1b) . . . . .	<b>4</b>	22
	<b>5</b> Total number of individuals employed in calendar year 2011 (Part V, line 2a) . . . . .	<b>5</b>	3,725
	<b>6</b> Total number of volunteers (estimate if necessary) . . . . .	<b>6</b>	16,000
	<b>7a</b> Total unrelated business revenue from Part VIII, column (C), line 12 . . . . .	<b>7a</b>	321,016
<b>b</b> Net unrelated business taxable income from Form 990-T, line 34 . . . . .	<b>7b</b>	202,412	
<b>Revenue</b>	<b>8</b> Contributions and grants (Part VIII, line 1h) . . . . .	<b>Prior Year</b>	<b>Current Year</b>
	<b>9</b> Program service revenue (Part VIII, line 2g) . . . . .	653,451,355	685,668,095
	<b>10</b> Investment income (Part VIII, column (A), lines 3, 4, and 7d) . . . . .	232,038,350	151,038,082
	<b>11</b> Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e) . . . . .	100,604,554	98,797,014
	<b>12</b> Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12) . . . . .	997,037,763	949,132,306
<b>Expenses</b>	<b>13</b> Grants and similar amounts paid (Part IX, column (A), lines 1–3) . . . . .	67,205,039	74,417,283
	<b>14</b> Benefits paid to or for members (Part IX, column (A), line 4) . . . . .	0	0
	<b>15</b> Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10) . . . . .	271,377,342	285,256,034
	<b>16a</b> Professional fundraising fees (Part IX, column (A), line 11e) . . . . .	5,605,856	8,663,013
	<b>b</b> Total fundraising expenses (Part IX, column (D), line 25) ▶83,348,329		
	<b>17</b> Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e) . . . . .	508,506,971	388,070,484
<b>18</b> Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25) . . . . .	852,695,208	756,406,814	
<b>19</b> Revenue less expenses Subtract line 18 from line 12 . . . . .	144,342,555	192,725,492	
<b>Net Assets or Fund Balances</b>		<b>Beginning of Current Year</b>	<b>End of Year</b>
	<b>20</b> Total assets (Part X, line 16) . . . . .	6,013,579,638	6,006,480,347
	<b>21</b> Total liabilities (Part X, line 26) . . . . .	833,020,912	785,374,442
<b>22</b> Net assets or fund balances Subtract line 21 from line 20 . . . . .	5,180,558,726	5,221,105,905	

**Part II Signature Block**

Under penalties of perjury, I declare that I have examined this return, including accompanying schedules and statements, and to the best of my knowledge and belief, it is true, correct, and complete. Declaration of preparer (other than officer) is based on all information of which preparer has any knowledge.

<b>Sign Here</b>	Signature of officer	2013-02-15
	Hank Hall Director of Tax Services Type or print name and title	Date

<b>Paid Preparer's Use Only</b>	Preparer's signature	Date	Check if self-employed <input type="checkbox"/>	Preparer's taxpayer identification number (see instructions)
	Firm's name (or yours if self-employed), address, and ZIP + 4			EIN ▶ Phone no ▶

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

Part III Statement of Program Service Accomplishments

Check if Schedule O contains a response to any question in this Part III

1 Briefly describe the organization's mission
The mission of The Nature Conservancy is to conserve the lands and waters on which all life depends

2 Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ? Yes No

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? Yes No

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses Section 501(c)(3) and 501(c)(4) organizations and section 4947(a)(1) trusts are required to report the amount of grants and allocations to others, the total expenses, and revenue, if any, for each program service reported

4a (Code ) (Expenses \$ 558,787,835 including grants of \$ 74,417,283 ) (Revenue \$ 842,593,522 )
General update on program accomplishments from Nature Conservancy President and CEO Mark Tercek Thank you very much for your commitment to The Nature Conservancy this past year I am very proud of what we accomplished together in 2012 We ensured the long-term protection of some of the world's most valuable lands and waters We influenced important conservation policies, legislation and government investments that will strengthen the natural systems that underpin our prosperity and well-being And we broadened support for conservation, developing new partnerships with the science community, business sector and general public around the world Just as significant, everyone at the Conservancy-staff, volunteer leaders and partners-came together to agree on an ambitious but achievable plan for how we pursue our conservation mission in a rapidly changing world Together we have committed to work at a whole new scale You'll see this new framework reflected in "The Year in Conservation" achievements that follow, which highlight the broad solutions that will define our work First, we protect and restore important natural areas Second, we equip people, governments and businesses with the tools to make better, smarter, more cost-effective decisions about the way they treat and use nature Finally, we will grow the constituency for conservation, demonstrating that nature is not a special interest, but matters to everyone with whom we share this planet By 2050, the planet will need to support an estimated 9 billion people That's nearly three times the global population at the time of the Conservancy's founding in 1951 Looking ahead, soaring demand for food, space, energy and water, coupled with the impacts of climate change, will strain our planet's resources like never before Yet we remain hopeful Through our unique combination of science, partnerships, innovation, business skills, bold thinking and focus on tangible, lasting results, we can achieve our goals We can marshal the resources, we have the experience and skill, and we have you-our supporters-who have made us the organization we are today Together, we can save the lands and waters on which all life depends More information on our conservation successes can be found on our Web site at www.nature.org Conserving the Crown of the Continent The Conservancy's Montana Chapter and Canada Program worked in partnership with the Nature Conservancy of Canada to halt the threat of mining in the pristine lands that border the North Fork of the Flathead River The partnership enabled the two countries to add another 389,000 protected acres to the magnificent Crown of the Continent New Chilean National Park - The Conservancy donated 24,000 acres of native forest of its Valdivian Coastal Reserve in southern Chile for the creation of the Alerce Coastal National Park, which protects 61,000 acres of some of the world's last temperate rainforests, including alerce trees thousands of years old Protected Panther Pathway - The Conservancy orchestrated a complicated land transaction in Florida, raised \$2 million toward the purchase and brought federal and state partners together to acquire 1,278 acres critical to the future of the endangered Florida panther Missouri Prairie Restorations - American bison set foot on Dunn Ranch Prairie for the first time since the 1840s, and plans are in place to restore Topeka shiners to prairie streams At Wah'Kon-Tah Prairie, the American burying beetle became the first federally endangered species to be reintroduced in Missouri, and 62 prairie chickens were released to reestablish the critically endangered bird Federal Forest Program - The Conservancy led the charge for full support of the Collaborative Forest Landscape Restoration Program, one of the few Forest Service programs to receive increased investment in the fiscal 2012 budget Part of it was due to a comprehensive report we produced late last year Mongolian Grassland Reserves - Mongolia's parliament announced more than 3,700,000 acres of new national protected lands Nearly a quarter of these are grassland reserves identified as ecologically important in a scientific assessment conducted by the Conservancy Whooping Crane Properties - Habitat for rare whooping cranes was protected when the Conservancy worked with partners and private landowners to protect three critical properties on the Texas Gulf Coast where the iconic birds spend their winters Largest Australian Protected Area - The Conservancy worked with Indigenous Traditional Owners, the Central Land Council and the national government to support the declaration of the largest protected area on Australian land The Southern Tanami Indigenous Protected Area, located in the Northern Territory, spans an astounding 25 million acres Moosehead Lake Forest Easement - A partnership among the Conservancy, Plum Creek and the Forest Society of Maine secured a 363,000-acre easement-the second largest in U S history-in Maine's Moosehead Lake region, filling a missing piece that connects more than 2 million acres from the St John River headwaters to Mount Katahdin Great Lakes Restorations - Three states are working together with farmers to restore the western Lake Erie basin to reduce runoff into critical aquatic systems And a Conservancy-led project demonstrating sustainable forestry in Michigan's Two Hearted River watershed is helping to reboot the forest's natural diversity while providing much-needed income to the local economy TNC and Dow Join Forces - The Nature Conservancy, the Dow Chemical Company and The Dow Chemical Company Foundation launched a breakthrough collaboration to demonstrate that valuing nature can be a corporate priority that supports a company's global business strategy Over the course of five years, the organizations are working together to develop tools and demonstrate models for valuing nature in business decisions Pilot projects in Texas and Brazil are under way, and valuable analysis and results are already beginning to emerge China-U S Partnership -Secretary of State Hillary Clinton oversaw the signing of a new EcoPartnership agreement between the Conservancy's Great Rivers Partnership and China's Yangtze River Basin Fisheries Resource Management Commission The agreement seeks to improve the health and management of both countries' rivers, including the Yangtze and Mississippi Energy Development Impact - The Conservancy is measuring the energy development footprint in eight key energy states in the Central Appalachians The assessment will identify potential cumulative impacts of natural gas, wind and coal development, and provide context for engaging public and private partners in forest and freshwater resource protection Asian Forestry Reform - The Conservancy-led Responsible Asia Forestry and Trade (RAFT) program has been held up as a model for globally traded commodities Through the program, nearly 1.3 million hectares of tropical rainforest in Southeast Asia have been certified as sustainably managed by the Forest Stewardship Council, with 2 million hectares more on the way New Finance Mechanism - An innovative new financial product, the Conservation Note, was launched to provide environmentally conscious individuals, foundations and corporations with an opportunity to support our mission through high-impact investments in the Conservancy The Note is a fixed income product that helps channel capital to conservation-critical lands and waters, providing increased capacity to finance high-priority conservation projects around the world Maine Dam Removal - The Conservancy was a critical partner in the demolition of the Penobscot River's Great Works Dam in Maine, the first dam removed in the Penobscot River Restoration Project The project is aimed at reviving native fish populations and cultural traditions, as well as creating economic and recreational opportunities, while maintaining existing hydropower production in the state's largest watershed Patagonia 15 Million Acres Campaign - The Conservancy, world-renowned outdoor gear company Patagonia Inc and Argentine ranch consultant Ovis XXI launched a pioneering sustainable grazing initiative Producers will maintain and restore their natural grasslands using sustainable grazing models developed by the Conservancy and Ovis XXI, creating a positive impact on 15 million acres of Patagonian grasslands in the next five years California Solar Energy - The departments of Interior and Energy released a revised plan for solar energy development and infrastructure in southwestern deserts that incorporates the Conservancy's science and analysis Smart renewable energy siting in the Mojave Desert-ground zero for solar energy-will help shape the future of energy development across the southwestern United States Continued on Schedule O

4b (Code ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4c (Code ) (Expenses \$ including grants of \$ ) (Revenue \$ )

4d Other program services (Describe in Schedule O )
(Expenses \$ 0 including grants of \$ 0 ) (Revenue \$ 0 )

4e Total program service expenses \$ 558,787,835

**Part IV Checklist of Required Schedules**

	Yes	No
<b>1</b> Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A.</i> <input checked="" type="checkbox"/>	1	Yes
<b>2</b> Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> (see instructions)? <input checked="" type="checkbox"/>	2	Yes
<b>3</b> Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I.</i>	3	No
<b>4 Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II.</i> <input checked="" type="checkbox"/>	4	Yes
<b>5</b> Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III.</i>	5	No
<b>6</b> Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I.</i> <input checked="" type="checkbox"/>	6	Yes
<b>7</b> Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? <i>If "Yes," complete Schedule D, Part II.</i> <input checked="" type="checkbox"/>	7	Yes
<b>8</b> Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III.</i>	8	No
<b>9</b> 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
<b>10</b> Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? <i>If "Yes," complete Schedule D, Part V.</i> <input checked="" type="checkbox"/>	10	Yes
<b>11</b> If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
<b>a</b> Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI.</i> <input checked="" type="checkbox"/>	11a	Yes
<b>b</b> Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII.</i> <input checked="" type="checkbox"/>	11b	Yes
<b>c</b> Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII.</i> <input checked="" type="checkbox"/>	11c	No
<b>d</b> Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX.</i>	11d	No
<b>e</b> Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X.</i> <input checked="" type="checkbox"/>	11e	Yes
<b>f</b> Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X.</i> <input checked="" type="checkbox"/>	11f	Yes
<b>12a</b> Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI, XII, and XIII.</i> <input checked="" type="checkbox"/>	12a	No
<b>b</b> Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional.</i> <input checked="" type="checkbox"/>	12b	Yes
<b>13</b> Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E.</i>	13	No
<b>14a</b> Did the organization maintain an office, employees, or agents outside of the United States?	14a	Yes
<b>b</b> Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Part I.</i> <input checked="" type="checkbox"/>	14b	Yes
<b>15</b> 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 U S? <i>If "Yes," complete Schedule F, Part II and IV.</i> <input checked="" type="checkbox"/>	15	Yes
<b>16</b> 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 U S? <i>If "Yes," complete Schedule F, Part III and IV.</i>	16	No
<b>17</b> Did the organization report a total of more than \$15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I.</i> <input checked="" type="checkbox"/>	17	Yes
<b>18</b> Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II.</i> <input checked="" type="checkbox"/>	18	Yes
<b>19</b> Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III.</i>	19	No
<b>20a</b> Did the organization operate one or more hospitals? <i>If "Yes," complete Schedule H.</i>	20a	No
<b>b</b> If "Yes" to line 20a, did the organization attach its audited financial statement to this return? <b>Note.</b> All Form 990 filers that operated one or more hospitals must attach audited financial statements.	20b	

**Part IV Checklist of Required Schedules** *(continued)*

<b>21</b> Did the organization report more than \$5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i> . . . . .	<b>21</b>	Yes	
<b>22</b> Did the organization report more than \$5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i> . . . . .	<b>22</b>		No
<b>23</b> Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i> . . . . .	<b>23</b>	Yes	
<b>24a</b> 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 line 25</i> . . . . .	<b>24a</b>	Yes	
<b>b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? . . . . .	<b>24b</b>		No
<b>c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? . . . . .	<b>24c</b>		No
<b>d</b> Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? . . . . .	<b>24d</b>		No
<b>25a Section 501(c)(3) and 501(c)(4) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i> . . . . .	<b>25a</b>		No
<b>b</b> Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i> . . . . .	<b>25b</b>		No
<b>26</b> 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? <i>If "Yes," complete Schedule L, Part II</i> . . . . .	<b>26</b>		No
<b>27</b> Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? <i>If "Yes," complete Schedule L, Part III</i> . . . . .	<b>27</b>		No
<b>28</b> Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
<b>a</b> A current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	<b>28a</b>		No
<b>b</b> A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	<b>28b</b>	Yes	
<b>c</b> An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or owner? <i>If "Yes," complete Schedule L, Part IV</i> . . . . .	<b>28c</b>		No
<b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> . . . . .	<b>29</b>	Yes	
<b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> . . . . .	<b>30</b>	Yes	
<b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i> . . . . .	<b>31</b>		No
<b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i> . . . . .	<b>32</b>		No
<b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i> . . . . .	<b>33</b>	Yes	
<b>34</b> Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1</i> . . . . .	<b>34</b>	Yes	
<b>35a</b> Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	<b>35a</b>	Yes	
<b>b</b> Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> . . . . .	<b>35b</b>	Yes	
<b>36 Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> . . . . .	<b>36</b>	Yes	
<b>37</b> Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i>	<b>37</b>		No
<b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? <b>Note.</b> All Form 990 filers are required to complete Schedule O . . . . .	<b>38</b>	Yes	

**Part V Statements Regarding Other IRS Filings and Tax Compliance**

Check if Schedule O contains a response to any question in this Part V

		Yes	No
<b>1a</b>	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable. 1,809		
<b>1b</b>	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable. 0		
<b>1c</b>	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	Yes	
<b>2a</b>	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 return. 3,725		
<b>2b</b>	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? <b>Note.</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	Yes	
<b>3a</b>	Did the organization have unrelated business gross income of \$1,000 or more during the year?	Yes	
<b>3b</b>	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.	Yes	
<b>4a</b>	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account or securities account)?	Yes	
<b>b</b>	AR, AS, BF, BH, BL, BP, BR, CA, CH, CI, CO, CS, DR, EC, FM, GM, GQ, GT, HK, HO, ID, JM, KE, MG, MX, NL, NU, NZ, PE, PM, PP, PS, RQ, TZ, UK, VE, VQ, ZA If "Yes," enter the name of the foreign country. See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.		
<b>5a</b>	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		No
<b>5b</b>	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		No
<b>5c</b>	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		
<b>6a</b>	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible?		No
<b>6b</b>	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
<b>7</b>	<b>Organizations that may receive deductible contributions under section 170(c).</b>		
<b>a</b>	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	Yes	
<b>7b</b>	If "Yes," did the organization notify the donor of the value of the goods or services provided?	Yes	
<b>7c</b>	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	Yes	
<b>7d</b>	If "Yes," indicate the number of Forms 8282 filed during the year. 103		
<b>7e</b>	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		No
<b>7f</b>	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		No
<b>7g</b>	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?	Yes	
<b>7h</b>	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?	Yes	
<b>8</b>	<b>Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.</b> Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?		No
<b>9</b>	<b>Sponsoring organizations maintaining donor advised funds.</b>		
<b>9a</b>	Did the organization make any taxable distributions under section 4966?		No
<b>9b</b>	Did the organization make a distribution to a donor, donor advisor, or related person?		No
<b>10</b>	<b>Section 501(c)(7) organizations.</b> Enter		
<b>10a</b>	Initiation fees and capital contributions included on Part VIII, line 12.		
<b>10b</b>	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.		
<b>11</b>	<b>Section 501(c)(12) organizations.</b> Enter		
<b>11a</b>	Gross income from members or shareholders.		
<b>11b</b>	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).		
<b>12a</b>	<b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?		
<b>12b</b>	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.		
<b>13</b>	<b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>		
<b>13a</b>	Is the organization licensed to issue qualified health plans in more than one state? <b>Note.</b> All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state.		
<b>13b</b>	Enter the aggregate amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.		
<b>13c</b>	Enter the aggregate amount of reserves on hand.		
<b>14a</b>	Did the organization receive any payments for indoor tanning services during the tax year?		No
<b>14b</b>	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.		

**Part VI Governance, Management, and Disclosure** For each "Yes" response to lines 2 through 7b below, and for a "No" response to lines 8a, 8b, or 10b below, describe the circumstances, processes, or changes in Schedule O. See instructions.

Check if Schedule O contains a response to any question in this Part VI

**Section A. Governing Body and Management**

		Yes	No
<b>1a</b>	Enter the number of voting members of the governing body at the end of the tax year . . . . .		
<b>1b</b>	Enter the number of voting members included in line 1a, above, who are independent . . . . .		
<b>2</b>	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? . . . . .		No
<b>3</b>	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? . . . . .		No
<b>4</b>	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? . . . . .		No
<b>5</b>	Did the organization become aware during the year of a significant diversion of the organization's assets? . . . . .		No
<b>6</b>	Did the organization have members or stockholders? . . . . .		No
<b>7a</b>	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body? . . . . .		No
<b>7b</b>	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body? . . . . .		No
<b>8</b>	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following		
<b>8a</b>	The governing body? . . . . .	Yes	
<b>8b</b>	Each committee with authority to act on behalf of the governing body? . . . . .	Yes	
<b>9</b>	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O . . . . .		No

**Section B. Policies** (This Section B requests information about policies not required by the Internal Revenue Code.)

		Yes	No
<b>10a</b>	Did the organization have local chapters, branches, or affiliates? . . . . .	Yes	
<b>10b</b>	If "Yes," did the organization have written policies and procedures governing the activities of such chapters, affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? . . . . .	Yes	
<b>11a</b>	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? . . . . .	Yes	
<b>11b</b>	Describe in Schedule O the process, if any, used by the organization to review the Form 990 . . . . .		
<b>12a</b>	Did the organization have a written conflict of interest policy? If "No," go to line 13 . . . . .	Yes	
<b>12b</b>	Were officers, directors or trustees, and key employees required to disclose annually interests that could give rise to conflicts? . . . . .	Yes	
<b>12c</b>	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done . . . . .	Yes	
<b>13</b>	Did the organization have a written whistleblower policy? . . . . .	Yes	
<b>14</b>	Did the organization have a written document retention and destruction policy? . . . . .	Yes	
<b>15</b>	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?		
<b>15a</b>	The organization's CEO, Executive Director, or top management official . . . . .	Yes	
<b>15b</b>	Other officers or key employees of the organization . . . . .	Yes	
	If "Yes," to line 15a or 15b, describe the process in Schedule O (see instructions)		
<b>16a</b>	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year? . . . . .		No
<b>16b</b>	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements? . . . . .		

**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, 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 made 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 made its governing documents, conflict of interest policy, and financial statements available to the public. See Additional Data Table.
- 20** State the name, physical address, and telephone number of the person who possesses the books and records of the organization **▶**  
 The Nature Conservancy  
 4245 N Fairfax Drive  
 Arlington, VA 222031606  
 (703) 841-5300



**Part VII Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees** (continued)

(A) Name and Title	(B) Average hours per week per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
See Additional Data Table										
<b>1b Sub-Total</b>										
<b>c Total from continuation sheets to Part VII, Section A</b>										
<b>d Total (add lines 1b and 1c)</b>							7,374,809	0	602,641	

**2** Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization **▶**363

	Yes	No
<b>3</b> Did the organization list any <b>former</b> officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	3 Yes	
<b>4</b> For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	4 Yes	
<b>5</b> Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>	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 Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation
Cornerstone Partners 1900 Arlington Boulevard Charlottesville, VA 22903	Investment Management Services	2,063,342
Donor Services Group LLC 11500 Olympic Boulevard Los Angeles, CA 90064	Fundraising Services	1,293,776
Grassroots Campaigns Inc 59 Temple Place Suite 402 Boston, MA 02111	Canvassing	1,833,859
Interwest Construction Inc 609 North Hill Boulevard Burlington, WA 98233	Environmental Remediation	1,643,758
Coastal Environments Inc 320 Carleton Avenue Suite 6000 Islip, NY 11722	Environmental Remediation	1,153,377

**2** Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization **▶**253

**Part VIII Statement of Revenue**

			(A)	(B)	(C)	(D)	
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512, 513, or 514	
<b>Contributions, gifts, grants and other similar amounts</b>	<b>1a</b>	Federated campaigns . . . . . <b>1a</b>	2,145,634				
	<b>b</b>	Membership dues . . . . . <b>1b</b>	0				
	<b>c</b>	Fundraising events . . . . . <b>1c</b>	3,098,408				
	<b>d</b>	Related organizations . . . . . <b>1d</b>	0				
	<b>e</b>	Government grants (contributions) <b>1e</b>	149,744,370				
	<b>f</b>	All other contributions, gifts, grants, and similar amounts not included above <b>1f</b>	530,679,683				
	<b>g</b>	Noncash contributions included in lines 1a-1f \$ <u>131,876,730</u>					
	<b>h</b>	<b>Total.</b> Add lines 1a-1f . . . . . ▶		685,668,095			
<b>Program Service Revenue</b>	<b>2a</b> Activity Fees		900099	30,464,288	30,464,288	0	
	<b>b</b>	Contract Fees	541900	6,573,647	6,573,647	0	
	<b>c</b>	Land Sales to Government & Others	531390	105,740,337	105,740,337	0	
	<b>d</b>	Fees and Contracts from Government Agencies	541700	8,259,810	8,259,810	0	
	<b>e</b>						
	<b>f</b>	All other program service revenue		0	0	0	
	<b>g</b>	<b>Total.</b> Add lines 2a-2f . . . . . ▶		151,038,082			
<b>Other Revenue</b>	<b>3</b>	Investment income (including dividends, interest and other similar amounts) . . . . . ▶		30,407,026	0	0	30,407,026
	<b>4</b>	Income from investment of tax-exempt bond proceeds . . ▶		0	0	0	0
	<b>5</b>	Royalties . . . . . ▶		66,202	0	0	66,202
	<b>6a</b>	Gross rents	(i) Real	1,210,570			
			(ii) Personal	0			
	<b>b</b>	Less rental expenses	917,460				
	<b>c</b>	Rental income or (loss)	293,110				
	<b>d</b>	Net rental income or (loss) . . . . . ▶		293,110	0	275,619	17,491
	<b>7a</b>	Gross amount from sales of assets other than inventory	(i) Securities	2,082,501,734			
			(ii) Other	4,632,266			
	<b>b</b>	Less cost or other basis and sales expenses	1,988,996,804		29,747,208		
	<b>c</b>	Gain or (loss)	93,504,930		-25,114,942		
	<b>d</b>	Net gain or (loss) . . . . . ▶		68,389,988	0	6,562	68,383,426
<b>8a</b>	Gross income from fundraising events (not including \$ <u>3,098,408</u> of contributions reported on line 1c) See Part IV, line 18 . . . . . <b>a</b>						
<b>b</b>	Less direct expenses . . . . . <b>b</b>						
<b>c</b>	Net income or (loss) from fundraising events . . ▶		-174,316		0	-174,316	
<b>9a</b>	Gross income from gaming activities See Part IV, line 19 . . . . . <b>a</b>						
<b>b</b>	Less direct expenses . . . . . <b>b</b>						
<b>c</b>	Net income or (loss) from gaming activities . . ▶						
<b>10a</b>	Gross sales of inventory, less returns and allowances . . . . . <b>a</b>		6,008,039				
		<b>b</b>	Less cost of goods sold . . . . . <b>b</b>	120,694			
		<b>c</b>	Net income or (loss) from sales of inventory . . ▶		5,887,345	5,887,345	0
Miscellaneous Revenue		Business Code					
<b>11a</b>	Membership List Rental	511140	77,766	0	0	77,766	
<b>b</b>	Cause Related Marketing	900099	7,479,008	0	38,835	7,440,173	
<b>c</b>							
<b>d</b>	All other revenue . . . . .		0	0	0	0	
<b>e</b>	<b>Total.</b> Add lines 11a-11d . . . . . ▶		7,556,774				
<b>12</b>	<b>Total revenue.</b> See Instructions . . . . . ▶		949,132,306	156,925,427	321,016	106,217,768	

**Part IX Statement of Functional Expenses**

Section 501(c)(3) and 501(c)(4) organizations must complete all columns

All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D)

Check if Schedule O contains a response to any question in this Part IX

<b>Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.</b>		<b>(A)</b> Total expenses	<b>(B)</b> Program service expenses	<b>(C)</b> Management and general expenses	<b>(D)</b> Fundraising expenses
<b>1</b>	Grants and other assistance to governments and organizations in the United States See Part IV, line 21	37,123,406	37,123,406		
<b>2</b>	Grants and other assistance to individuals in the United States See Part IV, line 22	0	0		
<b>3</b>	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16	37,293,877	37,293,877		
<b>4</b>	Benefits paid to or for members	0	0		
<b>5</b>	Compensation of current officers, directors, trustees, and key employees	7,977,450	5,331,022	1,647,150	999,278
<b>6</b>	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	0	0	0	0
<b>7</b>	Other salaries and wages	223,238,109	132,149,323	51,095,779	39,993,007
<b>8</b>	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	14,103,474	8,340,197	3,213,453	2,549,824
<b>9</b>	Other employee benefits	21,556,907	12,268,220	5,070,336	4,218,351
<b>10</b>	Payroll taxes	18,380,094	10,730,367	4,617,783	3,031,944
<b>11</b>	Fees for services (non-employees)				
<b>a</b>	Management	0	0	0	0
<b>b</b>	Legal	2,049,319	1,568,157	453,702	27,460
<b>c</b>	Accounting	1,363,546	184,880	1,178,666	0
<b>d</b>	Lobbying	1,102,990	1,102,990	0	0
<b>e</b>	Professional fundraising See Part IV, line 17	8,663,013			8,663,013
<b>f</b>	Investment management fees	8,513,281	0	8,513,281	0
<b>g</b>	Other	63,700,996	56,556,261	7,144,735	0
<b>12</b>	Advertising and promotion	0	0	0	0
<b>13</b>	Office expenses	37,544,826	16,646,262	5,244,005	15,654,559
<b>14</b>	Information technology	6,429,398	5,003,597	1,219,390	206,411
<b>15</b>	Royalties	0	0	0	0
<b>16</b>	Occupancy	10,557,872	1,398,319	9,068,719	90,834
<b>17</b>	Travel	21,355,077	15,239,126	2,923,465	3,192,486
<b>18</b>	Payments of travel or entertainment expenses for any federal, state, or local public officials	5,880	5,880	0	0
<b>19</b>	Conferences, conventions, and meetings	10,042,945	6,475,200	1,927,584	1,640,161
<b>20</b>	Interest	19,193,583	19,194,167	-584	0
<b>21</b>	Payments to affiliates	0	0	0	0
<b>22</b>	Depreciation, depletion, and amortization	7,242,688	5,114,797	1,672,756	455,135
<b>23</b>	Insurance	3,075,906	1,869,252	1,147,660	58,994
<b>24</b>	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O )				
<b>a</b>	Book Value of Conservation Land Sold or Donated	166,067,602	166,067,602	0	0
<b>b</b>	Repairs, Maintenance and Construction	9,561,016	7,184,153	2,144,845	232,018
<b>c</b>	Real Estate Taxes	5,680,757	4,780,039	875,051	25,667
<b>d</b>	Equipment	2,288,218	2,133,243	123,050	31,925
<b>e</b>					
<b>f</b>	All other expenses	12,294,584	5,027,498	4,989,824	2,277,262
<b>25</b>	<b>Total functional expenses.</b> Add lines 1 through 24f	756,406,814	558,787,835	114,270,650	83,348,329
<b>26</b>	<b>Joint costs.</b> Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation				

**Part X Balance Sheet**

		(A)		(B)
		Beginning of year		End of year
<b>Assets</b>	<b>1</b> Cash—non-interest-bearing . . . . .	32,700,200	<b>1</b>	25,630,865
	<b>2</b> Savings and temporary cash investments . . . . .	46,397,554	<b>2</b>	47,418,632
	<b>3</b> Pledges and grants receivable, net . . . . .	172,268,638	<b>3</b>	204,778,510
	<b>4</b> Accounts receivable, net . . . . .	2,677,850	<b>4</b>	2,274,155
	<b>5</b> Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L . . . . .	0	<b>5</b>	0
	<b>6</b> Receivables from other disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L . . . . .	0	<b>6</b>	0
	<b>7</b> Notes and loans receivable, net . . . . .	15,753,071	<b>7</b>	2,257,594
	<b>8</b> Inventories for sale or use . . . . .	0	<b>8</b>	0
	<b>9</b> Prepaid expenses and deferred charges . . . . .	13,356,449	<b>9</b>	9,457,142
	<b>10a</b> Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	3,865,754,121		
	<b>b</b> Less accumulated depreciation . . . . .	52,955,724	<b>10c</b>	3,812,798,397
	<b>11</b> Investments—publicly traded securities . . . . .	1,397,973,875	<b>11</b>	1,400,106,386
	<b>12</b> Investments—other securities See Part IV, line 11 . . . . .	501,055,121	<b>12</b>	449,992,510
	<b>13</b> Investments—program-related See Part IV, line 11 . . . . .	1,378,936	<b>13</b>	1,290,766
	<b>14</b> Intangible assets . . . . .	1,683,030	<b>14</b>	2,443,387
	<b>15</b> Other assets See Part IV, line 11 . . . . .	99,569,107	<b>15</b>	48,032,003
<b>16</b> <b>Total assets.</b> Add lines 1 through 15 (must equal line 34) . . . . .	6,013,579,638	<b>16</b>	6,006,480,347	
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses . . . . .	12,774,862	<b>17</b>	13,740,081
	<b>18</b> Grants payable . . . . .	0	<b>18</b>	0
	<b>19</b> Deferred revenue . . . . .	35,545,925	<b>19</b>	36,707,343
	<b>20</b> Tax-exempt bond liabilities . . . . .	112,498,000	<b>20</b>	159,627,000
	<b>21</b> Escrow or custodial account liability Complete Part IV of Schedule D . . . . .	0	<b>21</b>	0
	<b>22</b> Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons Complete Part II of Schedule L . . . . .	0	<b>22</b>	0
	<b>23</b> Secured mortgages and notes payable to unrelated third parties . . . . .	0	<b>23</b>	0
	<b>24</b> Unsecured notes and loans payable to unrelated third parties . . . . .	298,799,895	<b>24</b>	229,413,238
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D . . . . .	373,402,230	<b>25</b>	345,886,780
	<b>26</b> <b>Total liabilities.</b> Add lines 17 through 25 . . . . .	833,020,912	<b>26</b>	785,374,442
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow SFAS 117, check here</b> <input checked="" type="checkbox"/> <b>and complete lines 27 through 29, and lines 33 and 34.</b>			
	<b>27</b> Unrestricted net assets . . . . .	4,304,470,124	<b>27</b>	4,323,977,370
	<b>28</b> Temporarily restricted net assets . . . . .	574,995,654	<b>28</b>	588,550,348
	<b>29</b> Permanently restricted net assets . . . . .	301,092,948	<b>29</b>	308,578,187
	<b>Organizations that do not follow SFAS 117, check here</b> <input type="checkbox"/> <b>and complete lines 30 through 34.</b>			
	<b>30</b> Capital stock or trust principal, or current funds . . . . .		<b>30</b>	
	<b>31</b> Paid-in or capital surplus, or land, building or equipment fund . . . . .		<b>31</b>	
	<b>32</b> Retained earnings, endowment, accumulated income, or other funds . . . . .		<b>32</b>	
<b>33</b> Total net assets or fund balances . . . . .	5,180,558,726	<b>33</b>	5,221,105,905	
<b>34</b> Total liabilities and net assets/fund balances . . . . .	6,013,579,638	<b>34</b>	6,006,480,347	

**Part XI Reconciliation of Net Assets**

Check if Schedule O contains a response to any question in this Part XI

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	949,132,306
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	756,406,814
<b>3</b>	Revenue less expenses Subtract line 2 from line 1	<b>3</b>	192,725,492
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	<b>4</b>	5,180,558,726
<b>5</b>	Other changes in net assets or fund balances (explain in Schedule O)	<b>5</b>	-152,178,313
<b>6</b>	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	<b>6</b>	5,221,105,905

**Part XII Financial Statements and Reporting**

Check if Schedule O contains a response to any question in this Part XII

		Yes	No
<b>1</b>	Accounting method used to prepare the Form 990 <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O		
<b>2a</b>	Were the organization's financial statements compiled or reviewed by an independent accountant?		No
<b>b</b>	Were the organization's financial statements audited by an independent accountant?	Yes	
<b>c</b>	If "Yes," to 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	Yes	
<b>d</b>	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separated basis		
<b>3a</b>	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?	Yes	
<b>b</b>	If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why in Schedule O and describe any steps taken to undergo such audits	Yes	

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

**Public Charity Status and Public Support**

OMB No 1545-0047

**2011**

**Open to Public Inspection**

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

▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

Department of the Treasury  
Internal Revenue Service

Name of the organization  
NATURE CONSERVANCY

Employer identification number

53-0242652

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

The organization is not a private foundation because it is (For lines 1 through 11, check only one box )

- 1  A church, convention of churches, or association of churches **section 170(b)(1)(A)(i).**
- 2  A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E )
- 3  A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**
- 4  A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state
  
- 5  An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II )
- 6  A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**
- 7  An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)** (Complete Part II )
- 8  A community trust described in **section 170(b)(1)(A)(vi)** (Complete Part II )
- 9  An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See **section 509(a)(2).** (Complete Part III )
- 10  An organization organized and operated exclusively to test for public safety See **section 509(a)(4).**
- 11  An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2) See **section 509(a)(3).** Check the box that describes the type of supporting organization and complete lines 11e through 11h  
 a  Type I      b  Type II      c  Type III - Functionally integrated      d  Type III - Other
- e  By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2)
- f  If the organization received a written determination from the IRS that it is a Type I, Type II or Type III supporting organization, check this box
- g Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?  
 (i) a person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the the supported organization?  
 (ii) a family member of a person described in (i) above?  
 (iii) a 35% controlled entity of a person described in (i) or (ii) above?
- h Provide the following information about the supported organization(s)

	Yes	No
<b>11g(i)</b>		
<b>11g(ii)</b>		
<b>11g(iii)</b>		

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1- 9 above or IRC section (see instructions))	(iv) Is the organization in col (i) listed in your governing document?		(v) Did you notify the organization in col (i) of your support?		(vi) Is the organization in col (i) organized in the U S ?		(vii) Amount of support?
			Yes	No	Yes	No	Yes	No	
<b>Total</b>									

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

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

**Section A. Public Support**

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")	868,882,731	637,305,514	649,461,084	653,451,355	685,668,095	3,494,768,779
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf	0	0		0	0	0
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge	0	0		0	0	0
<b>4 Total.</b> Add lines 1 through 3	868,882,731	637,305,514	649,461,084	653,451,355	685,668,095	3,494,768,779
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						0
<b>6 Public Support.</b> Subtract line 5 from line 4						3,494,768,779

**Section B. Total Support**

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
<b>7</b> Amounts from line 4	868,882,731	637,305,514	649,461,084	653,451,355	685,668,095	3,494,768,779
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	52,196,419	36,389,866	21,695,023	20,703,795	30,844,104	161,829,207
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on	1,050,609	1,141,373	354,138	120,751	321,016	2,987,887
<b>10</b> Other income (Explain in Part IV ) Do not include gain or loss from the sale of capital assets	4,215,075	2,788,212	8,290,064	8,886,660	12,871,021	37,051,032
<b>11 Total support</b> (Add lines 7 through 10)						3,696,636,905
<b>12</b> Gross receipts from related activities, etc (See instructions )					<b>12</b>	151,038,082

**13 First Five Years** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and **stop here** **Section C. Computation of Public Support Percentage**

<b>14</b> Public Support Percentage for 2011 (line 6 column (f) divided by line 11 column (f))	<b>14</b>	94.539 %
<b>15</b> Public Support Percentage for 2010 Schedule A, Part II, line 14	<b>15</b>	94.081 %

**16a 33 1/3% support test—2011.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization **b 33 1/3% support test—2010.** If the organization did not check the box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization **17a 10%-facts-and-circumstances test—2011.** If the organization did not check a box on line 13, 16a, or 16b and line 14 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts and circumstances" test. The organization qualifies as a publicly supported organization **b 10%-facts-and-circumstances test—2010.** If the organization did not check a box on line 13, 16a, 16b, or 17a and line 15 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts and circumstances" test. The organization qualifies as a publicly supported organization **18 Private Foundation** If the organization did not check a box on line 13, 16a, 16b, 17a or 17b, check this box and see instructions

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

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")						
<b>2</b> Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
<b>3</b> Gross receipts from activities that are not an unrelated trade or business under section 513						
<b>4</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
<b>5</b> The value of services or facilities furnished by a governmental unit to the organization without charge						
<b>6 Total.</b> Add lines 1 through 5						
<b>7a</b> Amounts included on lines 1, 2, and 3 received from disqualified persons						
<b>b</b> Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of \$5,000 or 1% of the amount on line 13 for the year						
<b>c</b> Add lines 7a and 7b						
<b>8 Public Support</b> (Subtract line 7c from line 6 )						

**Section B. Total Support**

Calendar year (or fiscal year beginning in)	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
<b>9</b> Amounts from line 6						
<b>10a</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
<b>b</b> Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
<b>c</b> Add lines 10a and 10b						
<b>11</b> Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
<b>12</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
<b>13 Total support</b> (Add lines 9, 10c, 11 and 12.)						
<b>14 First Five Years</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and <b>stop here</b> <input type="checkbox"/>						

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

<b>15</b> Public Support Percentage for 2011 (line 8 column (f) divided by line 13 column (f))	<b>15</b>	
<b>16</b> Public support percentage from 2010 Schedule A, Part III, line 15	<b>16</b>	

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

<b>17</b> Investment income percentage for <b>2011</b> (line 10c column (f) divided by line 13 column (f))	<b>17</b>	
<b>18</b> Investment income percentage from <b>2010</b> Schedule A, Part III, line 17	<b>18</b>	

- 19a 33 1/3% support tests—2011.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3% and line 17 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization
- b 33 1/3% support tests—2010.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization
- 20 Private Foundation** If the organization did not check a box on line 14, 19a or 19b, check this box and see instructions

**Part IV** **Supplemental Information.** Supplemental Information. Complete this part to provide the explanation required by Part II, line 10; Part II, line 17a or 17b; or Part III, line 12. Also complete this part for any additional information. (See instructions).

<b>Facts And Circumstances Test</b>
-------------------------------------

<b>Explanation</b>
--------------------

Other income includes Cause Related Marketing Revenue, Sales of Inventory and Net Income from Special Events

SCHEDULE C (Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

OMB No 1545-0047

2011

Open to Public Inspection

Department of the Treasury Internal Revenue Service

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

Complete if the organization is described below. Attach to Form 990 or Form 990-EZ. See separate instructions.

If the organization answered "Yes," to Form 990, Part IV, Line 3, or Form 990-EZ, Part V, line 46 (Political Campaign Activities), then

- Section 501(c)(3) organizations Complete Parts I-A and B Do not complete Part I-C
Section 501(c) (other than section 501(c)(3)) organizations Complete Parts I-A and C below Do not complete Part I-B
Section 527 organizations Complete Part I-A only

If the organization answered "Yes," to Form 990, Part IV, Line 4, or Form 990-EZ, Part VI, line 47 (Lobbying Activities), then

- Section 501(c)(3) organizations that have filed Form 5768 (election under section 501(h)) Complete Part II-A Do not complete Part II-B
Section 501(c)(3) organizations that have NOT filed Form 5768 (election under section 501(h)) Complete Part II-B Do not complete Part II-A

If the organization answered "Yes," to Form 990, Part IV, Line 5 (Proxy Tax) or Form 990-EZ, line 35c (Proxy Tax), then

- Section 501(c)(4), (5), or (6) organizations Complete Part III

Name of the organization NATURE CONSERVANCY

Employer identification number

53-0242652

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

- 1 Provide a description of the organization's direct and indirect political campaign activities on behalf of or in opposition to candidates for public office in Part IV
2 Political expenditures
3 Volunteer hours

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

- 1 Enter the amount of any excise tax incurred by the organization under section 4955
2 Enter the amount of any excise tax incurred by organization managers under section 4955
3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year?
4a Was a correction made?
b If "Yes," describe in Part IV

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

- 1 Enter the amount directly expended by the filing organization for section 527 exempt function activities
2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt function activities
3 Total exempt function expenditures Add lines 1 and 2 Enter here and on Form 1120-POL, line 17b
4 Did the filing organization file Form 1120-POL for this year?
5 Enter the names, addresses and employer identification number (EIN) of all section 527 political organizations to which the filing organization made payments

Table with 5 columns: (a) Name, (b) Address, (c) EIN, (d) Amount paid from filing organization's funds, (e) Amount of political contributions received and promptly and directly delivered to a separate political organization.

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

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

<b>Limits on Lobbying Expenditures</b> (The term "expenditures" means amounts paid or incurred.)	(a) Filing Organization's Totals	(b) Affiliated Group Totals												
<b>1a</b> Total lobbying expenditures to influence public opinion (grass roots lobbying)														
<b>b</b> Total lobbying expenditures to influence a legislative body (direct lobbying)														
<b>c</b> Total lobbying expenditures (add lines 1a and 1b)														
<b>d</b> Other exempt purpose expenditures														
<b>e</b> Total exempt purpose expenditures (add lines 1c and 1d)														
<b>f</b> Lobbying nontaxable amount Enter the amount from the following table in both columns														
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%; text-align: left;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width: 50%; text-align: left;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000</td> </tr> </tbody> </table>	If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:													
Not over \$500,000	20% of the amount on line 1e													
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000													
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000													
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000													
Over \$17,000,000	\$1,000,000													
<b>g</b> Grassroots nontaxable amount (enter 25% of line 1f)														
<b>h</b> Subtract line 1g from line 1a If zero or less, enter -0-														
<b>i</b> Subtract line 1f from line 1c If zero or less, enter -0-														
<b>j</b> If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year?	<input type="checkbox"/> Yes <input type="checkbox"/> 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 2a through 2f on page 4.)

<b>Lobbying Expenditures During 4-Year Averaging Period</b>					
Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) Total
<b>2a</b> Lobbying non-taxable amount					
<b>b</b> Lobbying ceiling amount (150% of line 2a, column(e))					
<b>c</b> Total lobbying expenditures					
<b>d</b> Grassroots non-taxable amount					
<b>e</b> Grassroots ceiling amount (150% of line 2d, column (e))					
<b>f</b> Grassroots lobbying expenditures					

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

	(a)		(b)
	Yes	No	Amount
<b>1</b> During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of			
<b>a</b> Volunteers?	Yes		
<b>b</b> Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?	Yes		
<b>c</b> Media advertisements?		No	
<b>d</b> Mailings to members, legislators, or the public?	Yes		53,870
<b>e</b> Publications, or published or broadcast statements?	Yes		151,317
<b>f</b> Grants to other organizations for lobbying purposes?	Yes		233,269
<b>g</b> Direct contact with legislators, their staffs, government officials, or a legislative body?	Yes		2,486,860
<b>h</b> Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?		No	
<b>i</b> Other activities? If "Yes," describe in Part IV		No	
<b>j</b> Total lines 1c through 1i			2,925,316
<b>2a</b> Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?		No	
<b>b</b> If "Yes," enter the amount of any tax incurred under section 4912			
<b>c</b> If "Yes," enter the amount of any tax incurred by organization managers under section 4912			
<b>d</b> If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year?			

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

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

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

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

**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 1. Also, complete this part for any additional information.

Identifier	Return Reference	Explanation
SchC_P2B_S00_L01	Schedule C, Part II-B, Line 1	The lobbying work of The Nature Conservancy advances the tax exempt purpose of the organization focusing on conservation of land and water. The Nature Conservancy devoted 46% of its exempt purpose expenditures to attempting to influence legislation in Fiscal Year 2012. Continuing the work from the prior year, the Conservancy continued to advocate for legislation that secures critical natural habitat protection and restoration with a particular emphasis on the RESTORE Act, which would provide funding for major restoration in the Gulf of Mexico as a result of the BP spill, funding for the U.S. Federal Land and Water Conservation Fund, reauthorization of conservation programs contained in the U.S. Farm Bill program, and various state legislative initiatives that primarily focused on fresh water and marine conservation. Last year's increased emphasis on protecting habitat and wildlife corridors affected by the increased energy siting activities continues with federal and state legislative work in places such as Nebraska, Ohio, Maryland, Wisconsin and Canada. Overall, policy initiatives included adoption of tools that improve decision making about sustainable management of natural resources like fresh water, watersheds, marine habitats, and coastal areas and land across the world. Most activities took place in the United States, including the Federal, state and local level. Most activity involved legislatures but the Conservancy also supported ballot measures in FY12 for the 2011 and 2012 ballots in New Jersey, California, Texas, Alabama and North Dakota. Examples of policies advanced include increased funding for states' environmental protection agencies, reauthorization and/or increased funding for land conservation programs in the states, such as Florida, Hawaii, Indiana, Iowa, Kentucky, New Hampshire, North Carolina, Ohio, Oregon, South Carolina, Tennessee, and Vermont, major funding and improvements in fresh water conservation in states such as California, Hawaii, Indiana, Iowa, Maryland, Michigan, Nebraska, North Carolina, Texas, and Virginia, marine and coastal protection policies in states such as South Carolina, Washington, California, Connecticut, New Jersey, Virginia and Oregon, programs to protect natural native resources from invasive species, land conservation easements policies, prescribed burn funding, timber harvest planning, renewable energy policies that include consideration of habitat conservation, and bison reintroduction policies. Some places in the U.S. where conservation policy efforts were focused included Cache River of Arkansas, Sacramento Delta, San Joaquin River, Delaware River Basin, Everglades, Great Lakes, Northern Tallgrass Prairie of Minnesota, Gulf of Maine, Follensby Pond and Rennselaer Plateau of New York, Hells Canyon and Table Rock of Oregon, Gulf of Mexico, St. Croix Brule Forest in Wisconsin, and Chesapeake Bay. The Nature Conservancy does a minor share of its legislative lobbying in countries such as Brazil, Chile, and China where conservation experiences are shared to adopt sustainable land and water use policy with long term funding methods for protection, restoration and management of nature's resources. Some volunteers, but no more 750 volunteer hours, were used by the Conservancy to influence legislation.

SCHEDULE D (Form 990)

OMB No 1545-0047

Supplemental Financial Statements

2011

Open to Public Inspection

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

Department of the Treasury Internal Revenue Service

Name of the organization NATURE CONSERVANCY

Employer identification number 53-0242652

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

Table with 3 columns: Line number, (a) Donor advised funds, (b) Funds and other accounts. Rows 1-4 show total number at end of year, aggregate contributions, aggregate grants, and aggregate value.

- 5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control?
6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?

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

- 1 Purpose(s) of conservation easements held by the organization (check all that apply)
2 Complete lines 2a-2d if the organization held a qualified conservation contribution in the form of a conservation easement on the last day of the tax year

Table titled 'Held at the End of the Year' with rows 2a, 2b, 2c, 2d showing counts for conservation easements.

- 3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the taxable year
4 Number of states where property subject to conservation easement is located
5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds?
6 Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year
7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year
8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)?
9 In Part XIV, describe how the organization reports conservation easements in its revenue and expense statement, and balance sheet, and include, if applicable, the text of the footnote to the organization's financial statements that describes the organization's accounting for conservation easements

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

- 1a If the organization elected, as permitted under SFAS 116, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items
1b If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items
2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

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

**3** Using the organization's accession and other records, check any of the following that are a significant use of its collection items (check all that apply)

- a** Public exhibition
- b** Scholarly research
- c** Preservation for future generations
- d** Loan or exchange programs
- e** Other

**4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIV

**5** During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

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

**1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No

**b** If "Yes," explain the arrangement in Part XIV and complete the following table

	Amount
<b>1c</b>	
<b>1d</b>	
<b>1e</b>	
<b>1f</b>	

**2a** Did the organization include an amount on Form 990, Part X, line 21?  Yes  No

**b** If "Yes," explain the arrangement in Part XIV

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

	(a) Current Year	(b) Prior Year	(c) Two Years Back	(d) Three Years Back	(e) Four Years Back
<b>1a</b> Beginning of year balance . . . . .	1,000,900,920	888,573,655	834,076,487	1,073,809,904	
<b>b</b> Contributions . . . . .	5,610,934	17,716,045	7,066,469	12,446,936	
<b>c</b> Investment earnings or losses . . . . .	-10,789,886	156,803,803	118,021,217	-197,769,838	
<b>d</b> Grants or scholarships . . . . .	0	0	0	0	
<b>e</b> Other expenditures for facilities and programs . . . . .	44,751,414	62,192,583	70,590,518	54,410,515	
<b>f</b> Administrative expenses . . . . .	0	0	0	0	
<b>g</b> End of year balance . . . . .	950,970,554	1,000,900,920	888,573,655	834,076,487	

**2** Provide the estimated percentage of the year end balance held as

- a** Board designated or quasi-endowment ▶ 76.44 %
- b** Permanent endowment ▶ 23.56 %
- c** Term endowment ▶ 0 %

**3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by

	Yes	No
<b>(i)</b> unrelated organizations . . . . .	<b>3a(i)</b>	No
<b>(ii)</b> related organizations . . . . .	<b>3a(ii)</b>	No

**b** If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R? **3b**

**4** Describe in Part XIV the intended uses of the organization's endowment funds

**Part VI Land, Buildings, and Equipment.** See Form 990, Part X, line 10.

Description of property	(a) Cost or other basis (Investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
<b>1a</b> Land . . . . .	0	6,910,285		6,910,285
<b>b</b> Buildings . . . . .	0	116,477,004	34,208,384	82,268,620
<b>c</b> Leasehold improvements . . . . .	0	11,140,270	6,034,073	5,106,197
<b>d</b> Equipment . . . . .	0	19,980,274	12,713,267	7,267,007
<b>e</b> Other . . . . .	13,475,513	3,697,770,775	0	3,711,246,288
<b>Total.</b> Add lines 1a-1e (Column (d) should equal Form 990, Part X, column (B), line 10(c).)				3,812,798,397



**Part XI Reconciliation of Change in Net Assets from Form 990 to Financial Statements**

<b>1</b>	Total revenue (Form 990, Part VIII, column (A), line 12)	<b>1</b>	949,132,306
<b>2</b>	Total expenses (Form 990, Part IX, column (A), line 25)	<b>2</b>	756,406,814
<b>3</b>	Excess or (deficit) for the year Subtract line 2 from line 1	<b>3</b>	192,725,492
<b>4</b>	Net unrealized gains (losses) on investments	<b>4</b>	-152,470,182
<b>5</b>	Donated services and use of facilities	<b>5</b>	78,854,904
<b>6</b>	Investment expenses	<b>6</b>	0
<b>7</b>	Prior period adjustments	<b>7</b>	0
<b>8</b>	Other (Describe in Part XIV)	<b>8</b>	0
<b>9</b>	Total adjustments (net) Add lines 4 - 8	<b>9</b>	-73,615,278
<b>10</b>	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	<b>10</b>	119,110,214

**Part XII Reconciliation of Revenue per Audited Financial Statements With Revenue per Return**

<b>1</b>	Total revenue, gains, and other support per audited financial statements	<b>1</b>	871,134,210
<b>2</b>	Amounts included on line 1 but not on Form 990, Part VIII, line 12		
<b>a</b>	Net unrealized gains on investments	<b>2a</b>	-152,470,182
<b>b</b>	Donated services and use of facilities	<b>2b</b>	78,854,904
<b>c</b>	Recoveries of prior year grants	<b>2c</b>	0
<b>d</b>	Other (Describe in Part XIV)	<b>2d</b>	-95,751
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>	<b>2e</b>	-73,711,029
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>	<b>3</b>	944,845,239
<b>4</b>	Amounts included on Form 990, Part VIII, line 12, but not on line 1		
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b>	8,513,281
<b>b</b>	Other (Describe in Part XIV)	<b>4b</b>	-4,226,214
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>	<b>4c</b>	4,287,067
<b>5</b>	Total Revenue Add lines <b>3</b> and <b>4c</b> . (This should equal Form 990, Part I, line 12)	<b>5</b>	949,132,306

**Part XIII Reconciliation of Expenses per Audited Financial Statements With Expenses per Return**

<b>1</b>	Total expenses and losses per audited financial statements	<b>1</b>	830,587,028
<b>2</b>	Amounts included on line 1 but not on Form 990, Part IX, line 25		
<b>a</b>	Donated services and use of facilities	<b>2a</b>	78,854,904
<b>b</b>	Prior year adjustments	<b>2b</b>	0
<b>c</b>	Other losses	<b>2c</b>	0
<b>d</b>	Other (Describe in Part XIV)	<b>2d</b>	3,838,591
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>	<b>2e</b>	82,693,495
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>	<b>3</b>	747,893,533
<b>4</b>	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b>	8,513,281
<b>b</b>	Other (Describe in Part XIV)	<b>4b</b>	0
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>	<b>4c</b>	8,513,281
<b>5</b>	Total expenses Add lines <b>3</b> and <b>4c</b> . (This should equal Form 990, Part I, line 18)	<b>5</b>	756,406,814

**Part XIV 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 IV, 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 Also complete this part to provide any additional information

Identifier	Return Reference	Explanation
SchD_P02_S00_L03	Schedule D, Part II, Line 3	During the tax year 11 easements were transferred or sold - all to qualified organizations as defined in IRC Sec 170(h)(3) and the related regulations and all as required by and consistent with the conservation action plan for the properties Easements transferred or sold were (1) Teneja Corridor Christ TNC C E , (2) Teneja Corridor Greer C E , (3) Greater Pawnee (Kaufman/GNCF Real Estate, LLC), (4) Taunton River Watershed (Bridgewater Lakeside LLC), (5) Johnson & Bunker Creek (Brett), (6) French Creek (Morris Easements) 12/26/1974, (7) French Creek (Morris Easements) 12/28/1997, (8) French Creek (Morris Easements) 12/28/1978, (9) French Creek (Morris Easements) 12/30/1976, (10) 3 Bar X Ranch Inc /RMEF, and (11) Lander Foothills 3 Bar X During the tax year 7 easements were modified All modifications either enhanced or were neutral with respect to the conservation purposes of the easements Easements modified were (1) Devil's Den (Lachat 2) to permit non-commercial agricultural uses on portions of the easement, (2) Devils Den (Lachat 3) to permit non-commercial agricultural uses on portions of the easement, (3) Great Island Marshes (Peterson) to provide for public hunting and fishing as provided by law, expand area where trails may be placed, installation of conservation related signage, and allow for the use of herbicides to control invasive species, (4) Avalon Plantation to allow for a utility right of way on a 1 347 acre portion of the easement, (5) Frank B Powell Lumber Co Inc 1 to make a ministerial correction to an exhibit which failed to identify all permitted access roads, (6) Crommet & Lubberland Creek (Rollins) to update the easement terms and allow public access on 31 183 acres, and (7) Barnard Fen (Blanton) to add 30 new acres to become part of the conservation easement and strengthen wording of Limited Public Access During the tax year one easement was terminated as required by the US Fish and Wildlife Service in conjunction with its acceptance of title to the property covered by the easement into the Conte NWR Easement terminated was Salmon Cove (Haase)
SchD_P02_S00_L05	Schedule D, Part II, Line 5	The Nature Conservancy's written policy regarding the periodic monitoring, inspection, violations, and enforcement of the conservation easements it holds is governed by our Standard Operating Procedure, Conservation Easements and Deed Restrictions Excerpts from the procedure regarding frequency and IRS Reporting follow A Monitoring Frequency Except as provided in Section III herein, all Conservation Interests held by the Operating Unit will be monitored at least once each calendar year (annually), except that the Operating Unit Director, with appropriate Conservancy scientist input, may authorize less frequent monitoring for an individual Conservation Interest based upon a written analysis detailing the scientific and/or other justifications for such reduced frequency of monitoring In no event, however, will the required monitoring frequency for a Conservation Interest be less than once every three years B Information Gathered for IRS Reporting Purposes The IRS requires that the tax returns of non-profits include a range of information on the conservation easements it holds, or did hold at any time during the reporting tax year ("IRS-Reportable easements") These requirements include a report of total staff hours and a list of expenses associated with monitoring and enforcing those easements They also include a number of other questions, some of which are answered by required fields in the monitoring reports, and some of which are answered from Conservation Land System records Note that that the IRS does not require reporting regarding monitoring of deed restrictions Therefore monitoring of deed restrictions should not be considered to be "IRS-Reportable" 1 IRS-Reportable easements are those which the Conservancy currently holds or did hold during the current tax reporting year Since Conservancy tax reporting is on the fiscal year and easement monitoring is on the calendar year, Operating Units must consult with their Conservation Land System staffer to determine when an easement that has been transferred to another organization by the Conservancy ceases to be "IRS-Reportable" 2 Time and Expense Reporting related to easements is required by the IRS For every IRS-Reportable conservation easement all staff hours spent on "easement monitoring and enforcement" must be appropriately coded in bi-weekly time reports Further, any funds spent on related costs, including travel expenses, must also be appropriately coded in the General Ledger A dedicated sub-1 code (-8888) has been established for this purpose Each Operating Unit must ensure that the budget centers utilized by members of each Monitoring Team have that sub-1 code established and available, and that it is utilized This important information must be captured so that it can be included in our annual tax filing With respect to Enforcement excerpts from the Standard Operating procedure follow The holder of a conservation easement ("Easement") or a deed restriction ("Restriction") (collectively the "Conservation Interests") has a responsibility to enforce the terms of the Conservation Interest in perpetuity The integrity of a Conservation Interest should never be compromised to avoid litigation The success the Conservancy has in defending its Conservation Interests has a profound impact on both our organizational reputation and the effectiveness of easements generally A well-articulated enforcement standard operating procedure and consistent application will help to ensure the ongoing effectiveness of the Conservancy's easement program Prompt compliance with this procedure is required to ensure that the conservation purposes and values reflected in the Easement or Restriction are not lost through the passage of time
SchD_P02_S00_L09	Schedule D, Part II, Line 9	The Conservancy records land and land interests at cost if purchased or at fair value at the date of acquisition, if all or part of the land was received as a donation Fair value is generally determined by appraisal at the time of acquisition and is not subsequently adjusted Upon sale or gift, the book value of the land or land interest is reported as a program expense, and the related proceeds, if any, are reported as revenue in the consolidated statement of activities Conservation land is real property with significant ecological value These properties are either managed in an effort to protect the natural biological diversity of the property, or transferred to other organizations who will manage the lands in a similar fashion Conservation easements are comprised of listed rights and/or restrictions over the owned property that are conveyed by a property owner to The Conservancy, almost always in perpetuity, in order to protect the owned property as a significant natural area, as defined in federal tax regulations These intangible assets may be sold or transferred to others so long as the assignee agrees to carry out, in perpetuity, the conservation purposes intended by the original grantor Conservation easements, by their very nature, do not generate material amounts of cash inflow annually
SchD_P05_S00_L04	Schedule D, Part V, Line 4	The Endowment includes approximately 770 individual endowment funds The Endowment provides stable financial support to a wide variety of programs and activities in perpetuity, playing a critical role in enabling the Conservancy to achieve its mission Programs supported by the Endowment include restoring, monitoring, and managing natural areas owned by the Conservancy and others, as well as, many other activities and actions vital to the preservation of natural diversity The Endowment includes both donor-restricted endowment funds and funds designated by the Board of Directors (Board) to function as endowments Net assets associated with endowment funds, including Board-designated endowment funds, are classified and reported based on the existence or absence of donor-imposed restrictions
SchD_P10_S00_L02	Schedule D, Part X, Line 2	The Conservancy has been granted an exemption from Federal income taxes under Section 501(c)(3) of the Internal Revenue Code The Internal Revenue Service has classified The Conservancy as other than a private foundation The Conservancy pays a nominal amount of tax relating to several unrelated business income activities, primarily rental income from debt-financed property The Conservancy takes no tax positions that it considers to be uncertain
SchD_P12_S00_L02d	Schedule D, Part XII, Line 2d	Valuation Loss on Tradelands and Other Assets
SchD_P12_S00_L04b	Schedule D, Part XII, Line 4b	Costs of Goods Sold, Rental Related Expenses, Special Fundraising Event Expenses, Revenue of Consolidated Subsidiaries
SchD_P13_S00_L02d	Schedule D, Part XIII, Line 2d	Costs of Goods Sold, Rental Related Expenses, Special Fundraising Event Expenses, Expenses of Consolidated Subsidiaries







**Part IV Foreign Forms**

- 1 Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926 (see instructions for Form 926)*  Yes  No
- 2 Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to file Form 3520 and/or Form 3520-A. (see instructions for Forms 3520 and 3520-A)*  Yes  No
- 3 Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with respect to Certain Foreign Corporations. (see instructions for Form 5471)*  Yes  No
- 4 Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see instructions for Form 8621)*  Yes  No
- 5 Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with respect to Certain Foreign Partnerships. (see instructions for Form 8865)*  Yes  No
- 6 Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to file Form 5713, International Boycott Report (see instructions for Form 5713).*  Yes  No

**Part V Supplemental Information**

Complete this part to provide the information (see instructions) required in Part I, line 2, and any additional information.

Identifier	Return Reference	Explanation
SchF_P01_S00_L02	Schedule F, Part I, Line 2	<p>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 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 government laws and regulations and to ensure the efficient and effective management of funds provided by U.S. federal, state and local governments, other national and local governments, and multilateral sources by the Conservancy, as well as Conservancy funds provided to other entities.</p>

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

**Supplemental Information Regarding  
Fundraising or Gaming Activities**

OMB No 1545-0047

**2011**

**Open to Public  
Inspection**

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

Department of the Treasury  
Internal Revenue Service

Name of the organization  
NATURE CONSERVANCY

Employer identification number  
53-0242652

**Part I Fundraising Activities.** Complete if the organization answered "Yes" to Form 990, Part IV, line 17.

**1** Indicate whether the organization raised funds through any of the following activities. Check all that apply.

- a**  Mail solicitations
- b**  Internet and e-mail solicitations
- c**  Phone solicitations
- d**  In-person solicitations
- e**  Solicitation of non-government grants
- f**  Solicitation of government grants
- g**  Special fundraising events

**2a** Did the organization have a written or oral agreement with any individual (including officers, directors, trustees or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services?  Yes  No

**b** If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least \$5,000 by the organization. Form 990-EZ filers are not required to complete this table.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col (i)	(vi) Amount paid to (or retained by) organization
		Yes	No			
Grassroots Campaigns Inc 59 Temple Place Suite 402 Boston, MA 02111	Citizen outreach campaign	Yes		759,551	1,833,859	-1,074,308
Donor Services Group LLC 6715 Sunset Boulevard Los Angeles, CA 90002	Major donor and gift planning cultivation programs, telemarketing and inbound-call fundraising program in support of DRTV campaign	Yes		1,269,819	1,293,776	-23,957
Blue State Digital Inc 406 7th Street NW Washington, DC 20004	Digital marketing for member acquisition		No	0	497,669	-497,669
Fineline Communications LTD 290 Garry Street Winnipeg, MB CA R3C 1H3	Sustainer call campaign		No	0	473,964	-473,964
The Russ Reid Company Inc 2 North Lake Avenue Suite 600 Pasadena, CA 91101	Develop, produce and launch ads to support DRTV program		No	0	370,548	-370,548
OMP Inc 1133 19th Street NW Suite 300 Washington, DC 20036	Develop creative for fundraising efforts		No	0	281,961	-281,961
Tina A Levy 21 Amethyst Way Falmouth, ME 04105	Fundraising counsel services for specific fundraising campaign		No	0	193,226	-193,226
Resource and Event Management LTD 232 Madison Avenue Suite 1407 New York, NY 10016	Provide services to plan, organize and direct organization's fundraising event in New York City	Yes		2,171,950	137,768	2,034,182
Community Counselling Service 10 High Street Suite 503 Boston, MA 02110	Provide consulting services for state-specific campaign planning		No	0	119,027	-119,027
Stroman & Associates PO Box 4012 Bartlesville, OK 74006	Provide campaign planning, coordination, strategy, major gift prospect identification and fundraising services		No	0	116,969	-116,969
<b>Total</b>				4,201,320	5,318,767	-1,117,447

**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.

All States

**Part II Fundraising Events.** Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than \$15,000 on Form 990-EZ, line 6a. List events with gross receipts greater than \$5,000.

		(a) Event #1	(b) Event #2	(c) Other Events	(d) Total Events
		<u>Mashomack Dinner Dance</u> (event type)	<u>New York City Benefit</u> (event type)	<u>39</u> (total number)	(Add col (a) through col (c))
<b>Revenue</b>	<b>1</b> Gross receipts . . . . .	633,197	2,171,950	364,572	3,169,719
	<b>2</b> Less Charitable contributions . . . . .	499,462	2,047,111	551,835	3,098,408
	<b>3</b> Gross income (line 1 minus line 2) . . . . .	133,735	124,839	-187,263	71,311
<b>Direct Expenses</b>	<b>4</b> Cash prizes . . . . .	0	0	0	0
	<b>5</b> Non-cash prizes . . . . .	0	0	0	0
	<b>6</b> Rent/facility costs . . . . .	0	0	0	0
	<b>7</b> Food and beverages . . . . .	0	0	0	0
	<b>8</b> Entertainment . . . . .	0	0	0	0
	<b>9</b> Other direct expenses . . . . .	73,770	442,802	379,868	896,440
	<b>10</b> Direct expense summary Add lines 4 through 9 in column (d) . . . . . ▶				
<b>11</b> Net income summary Combine lines 3 and 10 in column (d) . . . . . ▶					-825,129

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

		(a) Bingo	(b) Pull tabs/Instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming
					(Add col (a) through col (c))
<b>Revenue</b>	<b>1</b> Gross revenue . . . . .				
<b>Direct Expenses</b>	<b>2</b> Cash prizes . . . . .				
	<b>3</b> Non-cash prizes . . . . .				
	<b>4</b> Rent/facility costs . . . . .				
	<b>5</b> Other direct expenses . . . . .				
	<b>6</b> Volunteer labor . . . . .	<input type="checkbox"/> Yes ..... <input type="checkbox"/> No	<input type="checkbox"/> Yes ..... <input type="checkbox"/> No	<input type="checkbox"/> Yes ..... <input type="checkbox"/> No	
<b>7</b> Direct expense summary Add lines 2 through 5 in column (d) . . . . . ▶					( )
<b>8</b> Net gaming income summary Combine lines 1 and 7 in column (d) . . . . . ▶					

**9** Enter the state(s) in which the organization operates gaming activities \_\_\_\_\_

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

**b** If "No," Explain \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

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

**b** If "Yes," Explain \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

**11** Does the organization operate gaming activities with nonmembers?  Yes  No

**12** Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming?  Yes  No

**13** Indicate the percentage of gaming activity operated in

<b>a</b> The organization's facility	<b>13a</b>
<b>b</b> An outside facility	<b>13b</b>

**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?  Yes  No

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

**c** If "Yes," enter name and address

Name ▶ .....

Address ▶ .....

**16** Gaming manager information

Name ▶ .....

Gaming manager compensation ▶ \$ .....

Description of services provided ▶ .....

Director/officer

Employee

Independent contractor

**17** Mandatory distributions

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

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

**Part IV** Complete this part to provide additional information for responses to question on Schedule G (see instructions.)

Identifier	ReturnReference	Explanation
SchG_P01_S00_L02b	Schedule G, Part I, Line 2b	For all fundraising contracts, contractor may receive checks, cash, or credit card information only for direct deposit into the Nature Conservancy's bank account

Schedule I (Form 990)

OMB No 1545-0047

Grants and Other Assistance to Organizations, Governments and Individuals in the United States

2011

Complete if the organization answered "Yes," to Form 990, Part IV, line 21 or 22. Attach to Form 990

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Name of the organization NATURE CONSERVANCY

Employer identification number

53-0242652

Part I General Information on Grants and Assistance

- 1 Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?
2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States

Part II Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21 for any recipient that received more than \$5,000. Check this box if no one recipient received more than \$5,000. Use Part IV and Schedule I-1 (Form 990) if additional space is needed.

Table with 8 columns: (a) Name and address of organization or government, (b) EIN, (c) IRC Code section if applicable, (d) Amount of cash grant, (e) Amount of non-cash assistance, (f) Method of valuation (book, FMV, appraisal, other), (g) Description of non-cash assistance, (h) Purpose of grant or assistance. Row 1 contains 'See Additional Data Table'.

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table . . . . . 288
3 Enter total number of other organizations listed in the line 1 table . . . . . 4

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

<b>(a)</b> Type of grant or assistance	<b>(b)</b> Number of recipients	<b>(c)</b> Amount of cash grant	<b>(d)</b> Amount of non-cash assistance	<b>(e)</b> Method of valuation (book, FMV, appraisal, other)	<b>(f)</b> Description of non-cash assistance

**Part IV Supplemental Information.** Complete this part to provide the information required in Part I, line 2, and any other additional information.

Identifier	Return Reference	Explanation
SchI_P01_S00_L02	Schedule I, Part I, Line 2	<p>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 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 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 government laws and regulations and to ensure the efficient and effective management of funds provided by U S federal, state and local governments, other national and local governments, and multilateral sources by the Conservancy, as well as Conservancy funds provided to other entities</p>

**Software ID:** 11000129  
**Software Version:** v1.00  
**EIN:** 53-0242652  
**Name:** NATURE CONSERVANCY

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
UNITED STATES DEPARTMENT OF THE INTERIOR BUREAU OF LAND MANAGEMENT 12661 E BROADWAY TUCSON, AZ 85748	53-0253788	501(c)(3)	4,029,845	0			Federal Award
OREGONIANS FOR WATER PARKS AND WILDLIFE 1125 SE MADISON STREET SUITE 102 PORTLAND, OR 97214	24-2393883	501(c)(3)	1,558,500	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
RIDEM-RHODE ISLAND DEPARTMENT OF ENVIRONMENTAL MANAGEMENT 235 PROMENADE STREET PROVIDENCE, RI 02903	21-8954231	501(c)(3)	1,276,500	0			Land Acquisition
RESOURCES LEGACY FUND 555 CAPITOL MALL SUITE 675 SACRAMENTO, CA 95814	32-9875922	501(c)(3)	1,000,251	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
CENTER FOR NATURAL LANDS MANAGEMENT 215 WEST ASH STREET FALLBROOK, CA 92028	11-4432967	501(c)(3)	1,000,000	0			Land Acquisition
PENOBSCOT RIVER RESTORATION TRUST PO BOX 5695 AUGUSTA, ME 04332	42-8811904	501(c)(3)	979,411	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
ARIZONA LAND AND WATER TRUST 3127 NORTH CHERRY AVENUE TUCSON, AZ 85719	32-8954788	501(c)(3)	899,416	0			Federal Award
THE TRUST FOR PUBLIC LAND 1011 WESTERN AVENUE SUITE 605 SAN FRANCISCO, CA 94104	29-0954871	501(c)(3)	810,762	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
WORLD WILDLIFE FUND 1250 TWENTY-FOURTH ST N W WASHINGTON, DC 20037	12-1239543	501(c)(3)	770,550	0			Federal Award
BLACKFOOT CHALLENGE PO BOX 103 OVANDO, MT 59854	51-8955781	501(c)(3)	750,000	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
AFRICAN WILDLIFE FOUNDATION 1400 16TH STREET NW SUITE 120 WASHINGTON, DC 20037	27-4569832	501(c)(3)	557,465	0			Conservation Activity
CENTER FOR NATURAL LANDS MANAGEMENT- SOUTH PUGET SOUND 120 UNION AVE SE SUITE 215 OLYMPIA, WA 98501	22-4599671	501(c)(3)	530,000	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
TRI-ISLE RESOURCE CONSERVATION & DEVELOPMENT COUNCIL77 HO OKELE STREET SUITE 202 KAHULUI, HI 96732	10-8456091	501(c)(3)	510,142	0			Conservation Activity
IDAHO DEPARTMENT OF LANDS300 NORTH 6TH ST SUITE 103 BOISE, ID 83720	53-4566901	501(c)(3)	500,000	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
NO ON 23-CALIFORNIANS TO STOP THE DIRTY ENERGY 1100 11TH STREET SUITE 200 SACRAMENTO, CA 95814	48-0933894	501(c)(4)	500,000	0			Conservation Activity
THE PEW CHARITABLE TRUSTS ONE COMMERCE SQUARE 2005 MARKET STREET 1700 PHILADELPHIA, PA 19103	37-4489562	501(c)(3)	495,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
LOMAKATSI RESTORATION PROJECT90 VAN NESS ASHLAND, OR 97520	21-8845932	501(c)(3)	408,317	0			Federal Award
CALIFORNIANS FOR STATE PARKS & WILDLIFE CONSERVATION555 CAPITOL MALL SUITE 1425 SACRAMENTO, CA 95814	22-9087432	501(c)(3)	394,935	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
TEXAS GENERAL LAND OFFICE 1700 NORTH CONGRESS AVE AUSTIN, TX 78711	32-8945932	501(c)(3)	320,800	0			Conservation Activity
INDIANA DEPARTMENT OF NATURAL RESOURCES LAND ACQUISITION 402 WEST WASHINGTON STREET RM W255A INDIANAPOLIS, IN 46204	21-9845881	501(c)(3)	309,961	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
CALIFORNIANS FOR CLEAN AIR AND CLEAN ENERGY & GOOD JOBS COMMITTEE NO ON 23350 FRANK H OGAWA PLAZA SUITE 1100 OAKLAND, CA 94612	22-5689354	501(c)(3)	300,000	0			Conservation Activity
IDAHO DEPARTMENT OF LANDS 3284 W INDUSTRIAL LOOP COEUR D ALENE, ID 83815	11-8945921	501(c)(3)	297,088	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
TRUST FOR PUBLIC LAND 1011 WESTERN AVENUE SUITE 605 SEATTLE, WA 98104	50-8945223	501(c)(3)	289,238	0			Land Acquisition
WASHINGTON DEPARTMENT OF FISH & WILDLIFE 600 CAPITOL WAY NORTH OLYMPIA, WA 98501	53-4598213	501(c)(3)	288,297	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
CORAL RESTORATION FOUNDATION 112 GARDEN STREET TAVERNIER, FL 33070	11-0935884	501(c)(3)	258,766	0			Federal Award
VIRGINIA INSTITUTE OF MARINE SCIENCE CASHIER P O BOX 1346 GLOUCESTER POINT, VA 23062	10-9087321	501(c)(3)	258,601	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
SKAGIT COUNTY SUBDIVISION OF WA STATE 111 EAST GEORGE HOPPER ROAD BURLINGTON, WA 99223	03- 4591288	501(c)(3)	250,500	0			Federal Award
STATE OF WASHINGTON DEPT OF FISH & WILDLIFE 600 CAPITOL WAY NORTH MAIL STOP 43200 OLYMPIA, WA 98501	45- 8934761	501(c)(3)	240,093	0			Federal Award

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<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
REGENTS OF THE UNIVERSITY OF CALIFORNIA 1111 FRANKLIN ST 12TH FLOOR OAKLAND, CA 94607	44-2389675	501(c)(3)	236,336	0			Conservation Activity
DUCKS UNLIMITED 1301 PENNSYLVANIA AVE NW SUITE 402 WASHINGTON, DC 20004	22-4539881	501(c)(3)	225,115	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
WALLOWA LAND TRUST PO BOX A JOSEPH, OR 97846	21-4563778	501(c)(3)	224,816	0			Land Acquisition
DEPARTMENT OF INTERIOR-USGS (US GEOLOGICAL SURVEY) BOX 70934 CHARLOTTE, NC 28272	51-0043899	501(c)(3)	212,927	0			Federal Award

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
ROCKY MOUNTAIN ELK FOUNDATION 5705 GANT CREEK ROAD MISSOULA, MT 59808	32-4567332	501(c)(3)	212,056	0			Land Acquisition
THE CONSERVATION FUND 1655 NORTH FORT MYER DRIVE SUITE 1300 ARLINGTON, VA 22209	02-4563991	501(c)(3)	200,000	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
CONSERVATION ACTION FUND555 CAPITOL MALL SUITE 1425 SACRAMENTO, CA 95814	43-8845991	501(c)(3)	200,000	0			Conservation Activity
COLUMBIA LAND TRUST1351 OFFICERS ROW VANCOUVER, WA 98661	42-8955332	501(c)(3)	185,000	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
UNIVERSITY OF SOUTH ALABAMA ACCOUNTING AD 362 MOBILE, AL 36688	49-0045991	501(c)(3)	183,902	0			Federal Award
SMALL WOODLAND OWNERS ASSOCIATION OF MAINE P O BOX 836 AUGUSTA, ME 04322	03-8878312	501(c)(3)	182,042	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
TEJON RANCH CONSERVANCY PO BOX 216 FRAZIER PARK, CA 93225	74-6062241	501(c)(3)	175,000	0			Land Acquisition
TIVERTON LAND TRUST PO BOX 167 TIVERTON, RI 02878	91-3341890	501(c)(3)	175,000	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
THE BIG SUR LAND TRUST PO BOX 4071 MONTEREY, CA 93942	01-4599321	501(c)(3)	166,050	0			Land Acquisition
THREE RIVERS LAND TRUST PO BOX 906 ACTION ME, ME 04001	54-1549667	501(c)(3)	162,800	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
RAINFOREST ALLIANCE 665 BROADWAY SUITE 500 NEW YORK, NY 10012	31-4588932	501(c)(3)	159,722	0			Federal Award
WESTERN PENNSYLVANIA CONSERVANCY 800 WATERFRONT DRIVE PITTSBURGH, PA 15222	22-2499831	501(c)(3)	158,944	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
MCKENZIE RIVER TRUST 124 PEARL STREET EUGENE, OR 97401	74-0955891	501(c)(3)	157,620	0			Land Acquisition
DAUPHIN ISLAND SEA LAB 101 BIENVILLE BLVD DAUPHIN ISLAND, AL 36528	03-9945901	501(c)(3)	157,148	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
UNIVERSITY OF MASSACHUSETTS 405 GOODELL BLDG 140 HICKS WAY AMHERST, MA 01003	54-9932568	501(c)(3)	151,967	0			Conservation Activity
TETON REGIONAL LAND TRUST P O BOX 247 DRIGGS, ID 83422	42-1235995	501(c)(3)	150,000	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
THE VITAL GROUND FOUNDATION THE VITAL GROUND FOUNDATION T-2 FORT MISSULA ROAD MISSOULA, MT 59804	72-5689432	501(c)(3)	139,185	0			Land Acquisition
IOWA'S WATER AND LAND LEGACY- A PROJECT OF THE CONSERVATION CAMPAIGN 505 5TH AVENUE STE 444 DES MOINES, IA 50309	53-9056891	501(c)(4)	135,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
WASHINGTON STATE UNIVERSITY P O BOX 641027 PULLMAN, WA 99164	04- 9943891	501(c)(3)	133,624	0			Federal Award
VIRGINIA MARINE RESOURCES COMMISSION 2600 WASHINGTON AVE 3RD FLOOR NEWPORT NEWS, VA 23607	32- 1265897	501(c)(3)	128,157	0			Federal Award

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
HARPSWELL HERITAGE LAND TRUST 153 HARPSWELL NECK ROAD HARPSWELL, ME 04079	22-9856002	501(c)(3)	125,747	0			Land Acquisition
ALLIANCE FOR WATER STEWARDSHIP 4245 NORTH FAIRFAX DRIVE SUITE 100 ARLINGTON, VA 22203	37-7894332	501(c)(3)	125,000	0			Conservation Activity

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THE CONSERVATION CAMPAIGN3 SHIPMAN PLACE BOSTON, MA 02108	21-1985632	501(c)(4)	120,000	0			Conservation Activity
RIVANNA RIVER BASIN COMMISSION 706 FOREST STREET SUITE G CHARLOTTESVILLE, VA 22903	46-3329889	501(c)(3)	114,784	0			Land Acquisition

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GRAND TRAVERSE REGIONAL LAND CONSERVANCY 3860 N LONG LAKE ROAD SUITE D TRAVERSE CITY, MI 49684	39-5671993	501(c)(3)	114,745	0			Land Acquisition
SHIRLEY HEINZE LAND TRUST 444 BAKER ROAD MICHIGAN CITY, IN 46360	40-8931335	501(c)(3)	112,500	0			Land Acquisition

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MOTE MARINE LABORATORY 1600 KEN THOMPSON PARKWAY SARASOTA, FL 34236	02-8978781	501(c)(3)	111,944	0			Federal Award
NATIONAL WILDLIFE FEDERATION 149 STATE STREET SUITE 1 MONTPELIER, VT 05602	22-9171756	501(c)(3)	108,462	0			Federal Award

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GRAND TRAVERSE REGIONAL LAND CONSERVANCY 3860 N LONG LAKE ROAD SUITE D TRAVERSE CITY, MI 49684	27-8894321	501(c)(3)	103,657	0			Land Acquisition
STATE OF ALASKA DEPARTMENT OF TRANSPORTATION & PUBLIC FACILITIES PO BOX 112500 JUNEAU, AK 99811	21-5633892	501(c)(3)	102,385	0			Federal Award

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

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OTSEGO LAND TRUST PO BOX 173 COOPERSTOWN, NY 13326	53-9844798	501(c)(3)	101,185	0			Land Acquisition
UTAH DIVISION OF WILDLIFE RESOURCES-UTAH NATURAL HERITAGE PROGRAM 1594 WEST NORTH TEMPLE SUITE 2110 SALT LAKE CITY, UT 84114	51-3322654	501(c)(3)	101,038	0			Conservation Activity

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

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THE WETLANDS CONSERVANCY P O BOX 1195 TUALATIN, OR 97062	04-3399561	501(c)(3)	100,000	0			Land Acquisition
NATIONAL GEOGRAPHIC DIGITAL MOTION 1145 17TH STREET NW WASHINGTON, DC 20036	22-0045991	501(c)(3)	100,000	0			Conservation Activity

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

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STATE OF UTAH DIVISION OF WATER QUALITY 288 NORTH 1460 WEST SALT LAKE CITY, UT 84114	32- 5399542	501(c)(3)	100,000	0			Conservation Activity
YES ON 21 CALIFORNIANS FOR STATE PARKS & WILDLIFE 555 CAPITOL MALL SUITE 1425 SACRAMENTO, CA 95814	22- 4955321	501(c)(4)	100,000	0			Conservation Activity

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<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
NOVA SOUTHEASTERN UNIVERSITY INC 3301 COLLEGE AVENUE FORT LAUDERDALE, FL 33314	27- 9911398	501(c)(3)	98,055	0			Federal Award
INDIANA STATE DEPT OF AGRICULTURE101 W OHIO STREET STE 1200 ATTN PAUL HOFFMAN INDIANAPOLIS, IN 46204	40- 3321945	501(c)(3)	96,120	0			Land Acquisition

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UNIVERSITY OF MIAMI SPONSORED PROGRAMS POST OFFICE BOX 025405 MIAMI FL, FL 33102	39-8954911	501(c)(3)	92,558	0			Federal Award
LEELANAU CONSERVANCY PO BOX 1007 LELAND, MI 49654	02-3354981	501(c)(3)	89,213	0			Land Acquisition

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PAPIO MISSOURI RIVER NATURAL RESOURCES DISTRICT 8901 SOUTH 154TH STREET OMAHA, NE 68138	21-4632990	501(c)(3)	86,622	0			Conservation Activity
DANE COUNTY LAND & WATER RESOURCES 1 FEN OAK CT RM 208 MADISON, WI 53718	53-3319788	501(c)(3)	84,232	0			Land Acquisition

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UNIVERSITY OF WASHINGTON 12455 COLLECTIONS DRIVE CHICAGO, IL 60693	22-4691001	501(c)(3)	76,914	0			Conservation Activity
USDA FOREST SERVICE CITIBANK PO BOX 301550 LOS ANGELES, CA 90030	32-1299538	501(c)(3)	75,625	0			Conservation Activity

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PRESERVATION LAND TRUST5 RICHMOND TOWNHOUSE ROAD WYOMING, RI 02898	22- 9945811	501(c)(3)	75,000	0			Land Acquisition
TOWN OF GLOCESTER1145 PUTNAM PIKE P O BOX B CHEPACHET, RI 02814	01- 8943887	501(c)(3)	72,258	0			Land Acquisition

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VAN BUREN CONSERVATION DISTRICT 1035 EAST MICHIGAN AVENUE PAW PAW, MI 49079	02-9001156	501(c)(3)	71,835	0			Conservation Activity
SOUTHEASTERN REGIONAL PLANNING AND ECONOMIC DEVELOPMENT DISTRICT 88 BROADWAY TAUNTON, MA 02780	40-1398667	501(c)(3)	71,686	0			Federal Award

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WESTERLY LAND TRUST 10 HIGH STREET WESTERLY, RI 02891	22-1093488	501(c)(3)	67,500	0			Land Acquisition
ISLAND CONSERVATION 100 SHAFFER RD LONG MARINE LAB UCSC SANTA CRUZ, CA 95060	27-9105839	501(c)(3)	66,657	0			Conservation Activity

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GREAT WORKS REGIONAL LAND TRUST PO BOX 151 SOUTH BERWICK, ME 03908	21-8935028	501(c)(3)	66,300	0			Land Acquisition
APPALACHIAN MOUNTAIN CLUB 5 JOY STREET BOSTON, MA 02108	53-0193857	501(c)(3)	62,500	0			Land Acquisition

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FLORIDA FISH & WILDLIFE CONSERVATION COMMISSION 100 EIGHTH AVE SE ST PETERSBURG, FL 33701	51-9105849	501(c)(3)	61,303	0			Federal Award
ARIZONA GAME & FISH DEPARTMENT 5000 WEST CAREFREE HIGHWAY PHOENIX, AZ 85086	04-1039482	501(c)(3)	60,000	0			Land Acquisition

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TOWN OF EAST HAMPTON 159 PANTIGO ROAD EAST HAMPTON, NY 11937	22-0034859	501(c)(3)	60,000	0			Land Acquisition
OREGON DEPARTMENT OF FISH AND WILDLIFE 3406 CHERRY AVENUE NE SALEM, OR 97303	32-8395788	501(c)(3)	59,999	0			Federal Award

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UNIVERSITY OF WISCONSIN 21 N PARK ST STE 6401 DRAWER 538 MADISON, WI 53715	27-1019483	501(c)(3)	57,000	0			Conservation Activity
TROUT UNLIMITED 1300 NORTH 17TH STREET SUITE 500 ARLINGTON, VA 22209	40-3914998	501(c)(3)	55,000	0			Conservation Activity

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UNIVERSITY OF VIRGINIA PO BOX 400195 CHARLOTTESVILLE, VA 22904	39-1019499	501(c)(3)	55,000	0			Conservation Activity
STANFORD UNIVERSITY PO BOX 44253 SAN FRANCISCO, CA 94144	02-1194033	501(c)(3)	54,252	0			Conservation Activity

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WASHINGTON DEPT OF NATURAL RESOURCESPO BOX 47041 OLYMPIA, WA 98504	21-8392344	501(c)(3)	54,209	0			Federal Award
MATANUSKA-SUSITNA BOROUGH 350 EAST DAHLIA AVENUE DEPT OF FINANCE PALMER, AK 99645	53-0011934	501(c)(3)	53,375	0			Federal Award

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THE CONSERVATION FUND 1655 N FORT MEYER DRIVE SUITE 1300 ARLINGTON, VA 22209	22-0194322	501(c)(3)	53,200	0			Land Acquisition
WATERSHED RESTORATION AND TRAINING CENTER PO BOX 356 HAYFORK, CA 96041	32-1134095	501(c)(3)	52,854	0			Federal Award

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USFS-United States Forest Service 1400 INDEPENDENCE AVE SW WASHINGTON, DC 20005	32-3920456	501(c)(3)	52,000	0			Federal Award
DESCHUTES LAND TRUST 210 NW IRVING AVENUE SUITE 102 BEND, OR 97701	03-3924055	501(c)(3)	50,000	0			Land Acquisition

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US FISH AND WILDLIFE SERVICE-MOUNTAIN PRAIRIE REGION 3425 MIRIAM AVENUE BISMARCK, ND 58501	02-3920456	501(c)(3)	50,000	0			Land Acquisition
CHEWONKI FOUNDATION 485 CHEWONKI NECK ROAD WISCASSET, ME 04578	40-1039433	501(c)(3)	50,000	0			Land Acquisition

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TEXAS LAND CONSERVANCY P O BOX 162481 AUSTIN, TX 78216	02-9103944	501(c)(3)	50,000	0			Land Acquisition
STATE OF NEW HAMPSHIRE DEPARTMENT OF RESOURCES & ECONOMIC DEVELOPMENT P O BOX 1856 CONCORD, NH 03302	22-3920456	501(c)(3)	50,000	0			Land Acquisition

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WESTERN CONSERVATION FOUNDATION 1536 WYNKOOP STREET SUITE 510 DENVER, CO 80202	21-9403991	501(c)(3)	50,000	0			Land Acquisition
ICCF-INTERNATIONAL CONSERVATION CAUCUS FOUNDATION 25786 GEORGETOWN STATION WASHINGTON, DC 20007	53-1930433	501(c)(3)	50,000	0			Conservation Activity

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<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
THOMAS JEFFERSON SOIL & WATER CONSERVATION DISTRICT706 FOREST STREET SUITE G CHARLOTTESVILLE, VA 22903	51-7385066	501(c)(3)	50,000	0			Conservation Activity
NATIONAL FOREST FOUNDATIONBLDG 27 SUITE 3 FT MISSOULA ROAD FORT MISSOULA, MT 59801	04-6839203	501(c)(3)	49,200	0			Federal Award

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MINNESOTA ZOO FOUNDATION 13000 ZOO BOULEVARD APPLE VALLEY, MN 55124	22-1039488	501(c)(3)	49,000	0			Conservation Activity
CONSERVATION INTERNATIONAL 2011 CRYSTAL DR SUITE 500 ARLINGTON, VA 22202	32-1019488	501(c)(3)	47,800	0			Federal Award

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INTERSTATE COMMISSION ON THE POTOMAC RIVER 51 MONROE STREET SUITE PE-08 ROCKVILLE, MD 20850	22-1193955	501(c)(3)	46,049	0			Federal Award
VIRGINIA COMMONWEALTH UNIVERSITY 700 WEST GRACE STREET SUITE 3200 RICHMOND, VA 23284	27-3930557	501(c)(3)	45,369	0			Land Acquisition

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GREENBELT LAND TRUST PO BOX 1721 CORVALLIS, OR 97339	40-1039444	501(c)(3)	45,295	0			Federal Award
LAND CONSERVANCY OF WESTERN MICHIGAN 1345 MONROE AVENUE NW SUITE 324 GRAND RAPIDS, MI 49505	39-7676882	501(c)(3)	45,150	0			Land Acquisition

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IOWA NATURAL HERITAGE FOUNDATION 505 FIFTH AVE SUITE 444 DES MOINES, IA 50309	02-3920944	501(c)(3)	45,034	0			Land Acquisition
COUNTY OF MARIN DEPARTMENT OF PARKS AND OPEN SPACE 3501 CIVIC CENTER DRIVE SUITE 260 SAN RAFAEL, CA 94903	21-9934886	501(c)(3)	45,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
WASHINGTON WILDLIFE & RECREATION COALITION 1402 THIRD AVE SUITE 507 SEATTLE, WA 98101	53-9193044	501(c)(3)	42,500	0			Conservation Activity
TOWN OF EAST HADDAMTOWN OFFICE BUILDING 7 MAIN STREET EAST HADDEM, CT 06423	22-4958659	501(c)(3)	41,250	0			Land Acquisition

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INTERSTATE SHELLFISH SANITATION CONFERENCE 209 2 DAWSON ROAD COLUMBIA, SC 29223	32-8118492	501(c)(3)	41,127	0			Federal Award
DOWNEAST LAKES LAND TRUST PO BOX 75 4 WATER STREET GRAND LAKE STREAM, ME 04637	22-9588335	501(c)(3)	40,000	0			Land Acquisition

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UNIVERSITY OF NOTRE DAME RESEARCH & SPONSORED PROGRAMS836A GRACE HALL NOTRE DAME, IN 46556	32-1134959	501(c)(3)	38,176	0			Conservation Activity
UNIVERSITY OF MONTANA RESEARCH & SPONSORED PROGRAMS LOMMASSON CENTER 201 MISSOULA, MT 59812	03-8789433	501(c)(3)	38,044	0			Conservation Activity

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WILDLIFE CONSERVATION SOCIETY 2300 SOUTHERN BLVD BRONX, NY 10460	02-5859666	501(c)(3)	37,685	0			Federal Award
THE JANE GOODALL INSTITUTE 4245 NORTH FAIRFAX DR STE 600 ARLINGTON, VA 22203	40-9932442	501(c)(3)	36,665	0			Federal Award

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SAN JUAN CITIZENS ALLIANCE 1022 HALF MAIN STREET DURANGO, CO 81302	02-5664599	501(c)(3)	36,394	0			Land Acquisition
MAINE COASTAL HABITAT FOUNDATION 172 CLARK ISLAND ROAD SPRUCE HEAD, ME 04859	22-3214563	501(c)(3)	36,342	0			Land Acquisition

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DOWNEAST COASTAL CONSERVANCY PO BOX 760 MACHIAS, ME 04654	27-1394050	501(c)(3)	35,000	0			Land Acquisition
ENVIRONMENTAL DEFENSE FUND 2334 NORTH BROADWAY BOULDER, CO 80304	21-3939499	501(c)(3)	35,000	0			Conservation Activity

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OCCIDENTAL ARTS AND ECOLOGY CENTER 15290 COLEMAN VALLEY ROAD OCCIDENTAL, CA 95465	53-9877345	501(c)(3)	34,505	0			Federal Award
OLD DOMINION UNIVERSITY RESEARCH FOUNDATION 4111 MONARCH WAY NORFOLK, VA 23508	51-2293055	501(c)(3)	33,616	0			Federal Award

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NORTHEAST WISCONSIN LAND TRUST INC14 TRI-PARK WAY SUITE 1 APPLETON, WI 54130	04-5534996	501(c)(3)	33,300	0			Land Acquisition
U S ARMY ENGINEER RESEARCH & DEVELOPMENT CENTER3909 HALLS FERRY ROAD VICKSBURG, MS 39180	22-9383332	501(c)(3)	32,600	0			Conservation Activity

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FIVE VALLEYS LAND TRUST PO BOX 8953 MISSOULA, MT 59807	32-1599343	501(c)(3)	32,500	0			Land Acquisition
CANAAN VALLEY INSTITUTE 494 RIVERSTONE ROAD DAVIS, WV 26260	22-8944921	501(c)(3)	31,864	0			Conservation Activity

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THE BOARD OF REGENTS OF THE UNIVERSITY OF WISCONSIN MADISON GAR ACCOUNT DRAWER 538 RESEARCH ADMIN-FINANCIAL MILWAUKEE, WI 53278	27- 4532998	501(c)(3)	31,175	0			Federal Award
BLUFF LAKE NATURE CENTER 9801 EAST COLFAX AVENUE SUITE 100 AURORA, CO 80010	39- 8732992	501(c)(3)	30,800	0			Conservation Activity

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PUGET SOUND RESTORATION FUND590 MADISON AVENUE NORTH BAINBRIDGE ISLAND, WA 98110	02-9304944	501(c)(3)	30,493	0			Federal Award
LAND TRUST ALLIANCE1660 L STREET NW SUITE 1100 WASHINGTON, DC 20036	21-1200456	501(c)(3)	30,000	0			Charitable Contribution

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UTAH DIVISION OF WILDLIFE RESOURCES 1594 W NORTH TEMPLE SUITE 2110 SALT LAKE CITY, UT 84114	53-1433889	501(c)(3)	30,000	0			Land Acquisition
THUNDER BASIN GRASSLANDS PRAIRIE ASSOCIATION 1031 STEINLE ROAD DOUGLAS, WY 82633	22-4955328	501(c)(3)	30,000	0			Land Acquisition

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WASHINGTON DEPARTMENT OF CORRECTIONS MISSION CREEK CORRECTIONS CENTER FOR WOMEN 3420 NE SAND HILL RD BELFAIR, WA 98528	32-7899321	501(c)(3)	30,000	0			Federal Award
AMERICAN MUSEUM OF NATURAL HISTORY CENTER PARK WEST AT 79TH STREET NEW YORK, NY 10024	22-4950043	501(c)(3)	30,000	0			Conservation Activity

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UNIVERSITY OF MAINE OFFICE OF RESEARCH & SPONSORED PROGRAMS5717 CORBETT HALL ROOM 400 ORONO ME, ME 04469	32-9385775	501(c)(3)	30,000	0			Conservation Activity
CONSERVATION NORTHWEST1208 BAY STREET SUITE 201 BELLINGHAM, WA 98225	03-9055933	501(c)(3)	29,536	0			Conservation Activity

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ISLAND INSTITUTE PO BOX 648 386 MAIN STREET ROCKLAND, ME 04841	02-9953457	501(c)(3)	29,500	0			Conservation Activity
PORTLAND STATE UNIVERSITY OFFICE P O BOX 6364 PORTLAND, OR 97228	40-7789342	501(c)(3)	29,132	0			Conservation Activity

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WESTERN WASHINGTON AGRICULTURAL ASSOCIATION2017 CONTINENTAL PLACE SUITE 6 MOUNT VERNON, WA 98273	02-9458782	501(c)(3)	27,833	0			Federal Award
SANIBEL-CAPTIVA CONSERVATION FOUNDATION900A TARPON BAY ROAD SANIBEL, FL 33957	22-9877567	501(c)(3)	27,759	0			Federal Award

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NORTHCOAST REGIONAL LAND TRUST P O BOX 398 BAYSIDE, CA 95524	27-5332459	501(c)(3)	27,165	0			Federal Award
GEORGIA DEPARTMENT OF NATURAL RESOURCES COASTAL RESOURCES DIVISION ONE CONSERVATION WAY BRUNSWICK, GA 31523	53-2324995	501(c)(3)	27,000	0			Federal Award

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WORLD RESOURCES INSTITUTE 10 G STREET NE SUITE 800 WASHINGTON, DC 20002	04-3329439	501(c)(3)	26,963	0			Federal Award
CITY OF LINCOLN NEBRASKA PARKS AND RECREATION DEPT 2740 A STREET LINCOLN, NE 68502	22-9377567	501(c)(3)	26,500	0			Conservation Activity

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AQUIDNECK ISLAND LAND TRUST 790 AQUIDNECK AVENUE MIDDLETOWN, RI 02842	32-7834995	501(c)(3)	25,000	0			Land Acquisition
CCALT-COLORADO CATTLEMEN'S AGRICULTURAL LAND TRUST 8833 RALSTON ROAD ARVADA, CO 80002	22-4324955	501(c)(3)	25,000	0			Land Acquisition

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CHEWONKI FOUNDATION 485 CHEWONKI NECK ROAD WISCASSET, ME 04578	27-9345219	501(c)(3)	25,000	0			Land Acquisition
COLORADO OPEN LANDS 274 UNION BLVD SUITE 320 LAKEWOOD, CO 80228	40-1332995	501(c)(3)	25,000	0			Land Acquisition

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HAWAIIAN ISLANDS LAND TRUST P O BOX 965 WAILUKU, HI 96793	39-4823433	501(c)(3)	25,000	0			Land Acquisition
MIANUS RIVER GORGE PRESERVE GIBB HOUSE 167 MIANUS RIVER ROAD BEDFORD, NY 10506	02-1329494	501(c)(3)	25,000	0			Land Acquisition

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ATLANTIC SALMON FEDERATION MAINE COUNCIL 14 MAINE STREET STE 308 BRUNSWICK, ME 04011	21-7839433	501(c)(3)	25,000	0			Conservation Activity
CITIZENS TO SAVE MAINE'S HERITAGE1 BOWDOIN MILL ISLAND SUITE 201 TOPSHAM, ME 04086	53-9934511	501(c)(3)	25,000	0			Conservation Activity

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CLEAN WATER SERVICES 2550 SW HILLSBORO HWY HILLSBORO, OR 97123	22-9985788	501(c)(3)	25,000	0			Conservation Activity
FLORIDA AUDUBON SOCIETY 1101 AUDUBON WAY MAITLAND, FL 32751	32-4434933	501(c)(3)	25,000	0			Conservation Activity

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MAINE NATURAL AREAS PROGRAM STATE HOUSE STATION 93 AUGUSTA, ME 04333	22- 7784511	501(c)(3)	25,000	0			Conservation Activity
MAINE TREE FOUNDATION PO BOX 5470 AUGUSTA, ME 04332	32- 3342933	501(c)(3)	25,000	0			Conservation Activity

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MERIDIAN INSTITUTE PO BOX 1829 DILLON, CO 80435	03-8940021	501(c)(3)	25,000	0			Conservation Activity
MINNESOTA DEPARTMENT OF NATURAL RESOURCES BOX 10 500 LAFAYETTE ROAD SAINT PAUL, MN 55155	02-3321766	501(c)(3)	25,000	0			Conservation Activity

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NYE COUNTY WATER DISTRICT 2101 EAST CALVADA BLVD SUITE 100 PAHRUMP, NV 89048	40- 3234955	501(c)(3)	25,000	0			Conservation Activity
OYSTER RECOVERY PARTNERSHIP INC 1805 A VIRGINIA STREET ANNAPOLIS, MD 21401	02- 3324956	501(c)(3)	25,000	0			Conservation Activity

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SHEEPSCOT RIVER WATERSHED COUNCIL PO BOX 145 BELGRADE LAKES, ME 04918	22-3304599	501(c)(3)	25,000	0			Conservation Activity
SLEEPING BEAR DUNES NATIONAL LAKESHORE 9922 FRONT STREET EMPIRE, MI 49630	27-3944833	501(c)(3)	25,000	0			Conservation Activity

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UNIVERSITY OF RHODE ISLAND FOUNDATION 79 UPPER COLLEGE ROAD KINGSTON, RI 02881	21-3433955	501(c)(3)	24,600	0			Conservation Activity
SOUTHERN ILLINOIS UNIVERSITY MAILCODE 6812 RESEARCH AND PROJECTS FISCAL MGMT CARBONDALE, IL 62901	53-0242652	501(c)(3)	24,519	0			Conservation Activity

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GUEST FORESTRY SERVICES INC 358 JOE BUCHANAN RD PLAINS, GA 31780	51-0493432	501(c)(3)	24,098	0			Conservation Activity
SOUTH CAROLINA DEPARTMENT OF NATURAL RESOURCES PO BOX 167 COLUMBIA, SC 29202	04-0394855	501(c)(3)	23,703	0			Federal Award

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UNIVERSITY OF SOUTH CAROLINA ACCOUNTS RECEIVABLE COLUMBIA, SC 29208	32-3940043	501(c)(3)	23,367	0			Conservation Activity
HOOD CANAL COORDINATING COUNCIL 17791 FJORD DR NE SUITE 130 POULSBO, WA 98370	32-9495881	501(c)(3)	23,000	0			Conservation Activity

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UNIVERSITY OF ARIZONA PO BOX 3520 TUCSON, AZ 85722	22-3345988	501(c)(3)	22,350	0			Conservation Activity
UNIVERSITY OF CENTRAL FLORIDA 12201 RESEARCH PKWY STE 501 ORLANDO, FL 32826	27-2929334	501(c)(3)	21,982	0			Federal Award

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NATIONAL PARK SERVICE 691 SCENIC VIEW DRIVE PO BOX 1507 PAGE, AZ 86040	40-1134399	501(c)(3)	21,710	0			Federal Award
NORTHERN ARIZONA UNIVERSITY PO BOX 4070 FLAGSTAFF, AZ 86011	39-0934858	501(c)(3)	20,204	0			Federal Award

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
MONTANA ASSOCIATION OF LAND TRUSTS P O BOX 675 WHITEHALL, MT 59759	02-3039444	501(c)(3)	20,000	0			Land Acquisition
RIO GRANDE HEADWATERS LAND TRUST P O BOX 444 DEL NORTE, CO 81132	21-9393955	501(c)(3)	20,000	0			Land Acquisition

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SOUTHWESTERN ILLINOIS RESOURCE CONSERVATION & DEVELOPMENT 406 EAST MAIN MASCOUTAH, IL 62258	53-1343288	501(c)(3)	20,000	0			Land Acquisition
WASHAKIE COUNTY CONSERVATION DISTRICT 208 SHILOH ROAD WORLAND, WY 82401	22-7586933	501(c)(3)	20,000	0			Land Acquisition

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FOSTER CREEK CONSERVATION DISTRICT PO BOX 428 WATERVILLE, WA 98858	32-3943994	501(c)(3)	20,000	0			Conservation Activity
OHIO STATE UNIVERSITY RESEARCH FOUNDATION 1960 KENNY ROAD 4TH FL COLUMBUS, OH 43210	22-1343995	501(c)(3)	20,000	0			Conservation Activity

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THE OPEN SPACE COUNCIL PO BOX 1468 BALLWIN, MO 63022	32-0034995	501(c)(3)	20,000	0			Conservation Activity
LAKE GEORGE LAND CONSERVANCY PO BOX 1250 LAKE SHORE DRIVE BOLTON LANDING, NY 12814	03-1343022	501(c)(3)	19,923	0			Land Acquisition

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BRIGHAM YOUNG UNIVERSITY A285 ASB PROVO, UT 84602	02-3939532	501(c)(3)	19,844	0			Conservation Activity
ANDROSCOGGIN LAND TRUST PO BOX 3145 AUBURN, ME 04212	40-9878566	501(c)(3)	19,600	0			Land Acquisition

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UNIVERSITY OF COLORADO SPONSORED PROGRAMS ACCTG DEPT 220 DENVER, CO 80291	02-9876822	501(c)(3)	19,552	0			Conservation Activity
SKAGIT RIVER SYSTEM COOPERATIVE P O BOX 368 LA CONNER, WA 98257	22-7867784	501(c)(3)	18,500	0			Federal Award

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VERMONT CENTER FOR ECOSTUDIES PO BOX 420 NORWICH, VT 05055	27-4939432	501(c)(3)	18,068	0			Federal Award
CASCADE PACIFIC RC&D33630 MCFARLAND ROAD TANGENT, OR 97389	21-1134053	501(c)(3)	17,647	0			Conservation Activity

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KENNEBEC ESTUARY LAND TRUST 92 FRONT STREET PO BOX 1128 BATH, ME 04530	53-5768699	501(c)(3)	17,500	0			Land Acquisition
POLLUTION CONTROL INDUSTRIES- ENVIRONMENTAL PROTECTION AGENCY 4343 KENNEDY AVENUE EAST CHICAGO, IN 46312	51-2038477	501(c)(3)	17,500	0			Federal Award

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CITY OF MORRO BAY - HARBOR595 HARBOR STREET MORRO BAY, CA 93442	04-1039583	501(c)(3)	17,500	0			Conservation Activity
PENOBSCOT INDIAN NATION12 WABANAKI WAY ATTN DANIEL KUSNIERZ INDIAN ISLAND, ME 04468	32-9204993	501(c)(3)	17,500	0			Conservation Activity

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PAUL SMITH'S COLLEGE PO BOX 265 PAUL SMITH, NY 12970	32-3758394	501(c)(3)	16,500	0			Conservation Activity
MARINE DISCOVERY CENTER 162 NORTH CAUSEWAY NEW SMYRNA BEACH, FL 32169	22-8977866	501(c)(3)	16,246	0			Federal Award

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RAQUETTE LAKE PROPERTY OWNERS ASSOCIATIONPO BOX 210 RAQUETTE LAKE, NY 13436	40- 3930456	501(c)(3)	15,950	0			Conservation Activity
SACO RIVER CORRIDOR COMMISSIONP O BOX 283 TRAFTON STREET CORNISH ME, ME 04020	39- 4939322	501(c)(3)	15,700	0			Conservation Activity

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ILLINOIS VALLEY SOIL & WATER CONSERVATION-WATERSHED COUNCIL P O BOX 352 CAVE JUNCTION, OR 97523	02-9897332	501(c)(3)	15,516	0			Conservation Activity
MEDOMAK VALLEY LAND TRUST P O BOX 180 25 FRIENDSHIP ST SUITE 2 WALDOBORO, ME 04572	21-5699323	501(c)(3)	15,000	0			Land Acquisition

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CALIFORNIA STATE PROTOCOL FOUNDATION 1215 K STREET 14TH FLOOR SACRAMENTO, CA 95814	53-9302944	501(c)(3)	15,000	0			Conservation Activity
COLORADO CONSERVATION TRUST ATTN LAUREN SWAN CARPENTER 1551 OGDEN STREET DENVER, CO 80218	56-2323944	501(c)(3)	15,000	0			Conservation Activity

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FRIENDS OF GREAT SALT LAKE P O BOX 2655 SALT LAKE CITY, UT 84110	18-4393055	501(c)(3)	15,000	0			Conservation Activity
HIGH DESERT PARTNERSHIP 113 WEST WASHINGTON BURNS, OR 97720	23-3039555	501(c)(3)	15,000	0			Conservation Activity

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IDAHO CONSERVATION LEAGUE P O BOX 844 BOISE, ID 83701	32-3839222	501(c)(3)	15,000	0			Conservation Activity
SOUTHWEST BADGER RESOURCE CONSERVATION & DEVELOPMENT 150 WEST ALONA LANE LANCASTER, WI 53813	03-2259398	501(c)(3)	15,000	0			Conservation Activity

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ST MARYS COLLEGE OF MARYLAND 18952 E FISHER ROAD ST MARYS CITY, MD 20686	02-8977564	501(c)(3)	15,000	0			Conservation Activity
TEXAS TECH UNIVERSITY DEPT OF RANGE & WILDLIFE MANAGEMENT BOX 40011 LUBBOCK, TX 79409	40-3930222	501(c)(3)	15,000	0			Conservation Activity

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WASHINGTON ASSOCIATION OF LAND TRUSTSPO BOX 218 GREENBANK, WA 98253	02-3039499	501(c)(3)	15,000	0			Conservation Activity
MURRAY COUNTY BOARD ASSESSORS 121 NORTH 4TH AVENUE CHATSWORTH, GA 30705	22-3939044	501(c)(3)	14,936	0			Federal Award

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SAN FRANCISCO STATE UNIVERSITY BURSARS OFFICES FSU 1600 HOLLOWAY AVE SAN FRANCISCO, CA 94132	27-3956033	501(c)(3)	14,797	0			Federal Award
DEPARTMENT OF NATURAL RESOURCES 3911 FISH HATCHERY MADISON, WI 53598	21-5694421	501(c)(3)	14,500	0			Charitable Contribution

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MCKENZIE RIVER TRUST 1245 PEARL STREET EUGENE, OR 97401	53-3922459	501(c)(3)	14,132	0			Land Acquisition
JOHNSON CREEK WATERSHED COUNCIL 1900 SE MILPORT RD SUITE B MILWAUKIE, OR 97222	51-3049533	501(c)(3)	13,424	0			Conservation Activity

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US FISH AND WILDLIFE SERVICE PO BOX 48 MADISON, SD 57042	04-3929433	501(c)(3)	12,965	0			Land Acquisition
FRIENDS OF BUFORD PARK AND MOUNT PISGAH PO BOX 5266 EUGENE, OR 97405	32-5939053	501(c)(3)	12,853	0			Conservation Activity

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WESTERN WASHINGTON UNIVERSITY VU PLAZA BELLINGHAM, WA 98225	22-2049567	501(c)(3)	12,567	0			Conservation Activity
BRANSON-TRINCHERA CONSERVATION DISTRICT 3590 EAST MAIN STREET TRINIDAD, CO 81082	27-3039458	501(c)(3)	12,500	0			Land Acquisition

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WELLS ESTUARINE RESEARCH RESERVE 100 LAUDHOLM FARM ROAD WELLS ME, ME 04090	27-3324956	501(c)(3)	12,500	0			Conservation Activity
MIDDLE ROGUE WATERSHED COUNCIL 576 NE E STREET GRANTS PASS, OR 97526	40-3092432	501(c)(3)	12,000	0			Conservation Activity

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AUSBON SARGENT LAND PRESERVATION TRUST P O BOX 2040 NEW LONDON, NH 03257	29-3950644	501(c)(3)	11,900	0			Land Acquisition
STATE OF MAINE INLAND FISHERIES & WILDLIFE 284 STATE STREET 41 STATE HOUSE STREET AUGUSTA, ME 04333	02-3324359	501(c)(3)	11,580	0			Conservation Activity

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UNIVERSITY OF WYOMING FOUNDATION 1200 EAST IVINSON STREET LARAMIE, WY 82070	21-2039452	501(c)(3)	11,500	0			Conservation Activity
SOUTH COAST WATERSHEDSPO BOX 1614 GOLD BEACH, OR 97444	53-0034219	501(c)(3)	11,370	0			Conservation Activity

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PENOBSCOT EAST RESCOURSE CENTER43 SCHOOL STREET ROOM 1E STONINGTON, ME 04681	52-3945055	501(c)(3)	11,281	0			Conservation Activity
SOUTHWEST MICHIGAN LAND CONSERVANCY6851 SPRINKLE ROAD PORTAGE, MI 49002	18-4933402	501(c)(3)	11,150	0			Federal Award

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ROOT RIVER SOIL & WATER CONSERVATION DISTRICT 304 S MARSHALL STREET 805 STATE HWY 44/76 CALEDONIA, MN 55921	23-3039461	501(c)(3)	11,040	0			Conservation Activity
LAND TRUST ALLIANCE 1660 L STREET NW SUITE 1100 WASHINGTON, DC 20036	32-1039432	501(c)(3)	11,000	0			Conservation Activity

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MAINE DEPARTMENT OF MARINE RESOURCES BUREAU OF SEA RUN FISHERIES & HABITAT 21 STATE HOUSE STATION AUGUSTA, ME 04333	03- 9684578	501(c)(3)	10,800	0			Land Acquisition
ACCESS FUND 207 CANYON BLVD SUITE 201S BOULDER, CO 80302	02- 1343022	501(c)(3)	10,500	0			DAF Distribution

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COLUMBIA LAND TRUST 1351 OFFICERS ROW VANCOUVER, WA 98661	40-3920456	501(c)(3)	10,384	0			Conservation Activity
BOWLING GREEN STATE UNIVERSITY 312 ADMINISTRATION BUILDING BOWLING, OH 43403	02-5738492	501(c)(3)	10,250	0			Federal Award

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LOWRY PARK ZOOLOGICAL SOCIETY1101 WEST SLIGH AVE TAMPA, FL 33604	22-3945829	501(c)(3)	10,000	0			DAF Distribution
SOUTHERN UTAH WILDERNESS ALLIANCE425 EAST 100 SOUTH SALT LAKE, UT 84111	27-3403942	501(c)(3)	10,000	0			DAF Distribution

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THE COMMUNITY SCHOOL INC PO BOX 555 CAMDEN, ME 04843	21-8944329	501(c)(3)	10,000	0			DAF Distribution
CALIFORNIA LEAGUE OF CONSERVATION VOTERS 1212 BROADWAY SUITE 630 OAKLAND, CA 94612	53-2934056	501(c)(3)	10,000	0			Charitable Contribution

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CALIFORNIA NATIVE PLANT SOCIETY 2707 K STREET SUITE 1 SACRAMENTO, CA 95816	51-8945377	501(c)(3)	10,000	0			Charitable Contribution
TEXAS AGRILIFE RESEARCH 113 ADMINISTRATION BUILDING 2142 TAMU COLLEGE STATION, TX 77843	04-2044932	501(c)(3)	10,000	0			Charitable Contribution

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UTAH MUSEUM OF NATURAL HISTORY UNIVERSITY OF UTAH SALT LAKE CITY, UT 84112	32- 5968922	501(c)(3)	10,000	0			Charitable Contribution
WISCONSIN DEPARTMENT OF NATURAL RESOURCES 101 SOUTH WEBSTER STREET PO BOX 7921 MADISON WI, WI 53705	22- 3039425	501(c)(3)	10,000	0			Charitable Contribution

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
TOWN OF INLET 160 STATE RT 28 PO BOX 179 INLET, NY 13360	27- 5968293	501(c)(3)	10,000	0			Land Acquisition
CAPITOL LAND TRUST 209 4TH AVE E SUITE 205 OLYMPIA, WA 98501	45- 3304055	501(c)(3)	10,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
CITIZENS FOR THE WATER DISTRICT PO BOX 244 HEREFORD, AZ 85615	40-3959677	501(c)(3)	10,000	0			Conservation Activity
CLEVELAND MUSEUM OF NATURAL HISTORY 1 WADE OVAL DRIVE UNIV CIRCLE CLEVELAND, OH 44106	29-3934955	501(c)(3)	10,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
COCONINO COUNTY COMMUNITY DEVELOPMENT 2500 N FORT VALLEY ROAD BLDG 1 FLAGSTAFF, AZ 86001	02-8693944	501(c)(3)	10,000	0			Conservation Activity
LITTLE BUTTE CREEK WATERSHED COUNCIL PO BOX 89 EAGLE POINT, OR 97524	53-2348299	501(c)(3)	10,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
MONTANA NATURAL HERITAGE PROGRAMPO BOX 201800 ATTN BRYCE MAXELL HELENA, MT 59620	52-7765673	501(c)(3)	10,000	0			Conservation Activity
NORTHWEST CONNECTIONSPO BOX 1309 CONDON, MT 59826	18-4939223	501(c)(3)	10,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
OKANOGAN VALLEY LAND COUNCIL PO BOX 293 416 SOUTH WHITCOMB AVE SUITE 3 TONASKET, WA 98855	23-7865764	501(c)(3)	10,000	0			Conservation Activity
PECONIC BAYKEEPER 10 OLD COUNTRY ROAD P O BOX 893 QUOGUE, NY 11949	32-3849577	501(c)(3)	10,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
RENSELAER POLYTECHNIC INSTITUTE 110 EIGHTH STREET TROY, NY 12180	03-2323496	501(c)(3)	10,000	0			Conservation Activity
SHASTA VALLEY RESOURCE CONSERVATION DISTRICT 215 EXECUTIVE COURT SUITE A YREKA, CA 96097	02-3959326	501(c)(3)	10,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
SOLV5193 NE ELAM YOUNG PKWY STE B HILLSBORO, OR 97124	40-9849351	501(c)(3)	10,000	0			Conservation Activity
THE PRAIRIE ENTHUSIAST SPO BOX 1148 MADISON, WI 53701	02-3424096	501(c)(3)	10,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
GULF OF MAINE RESEARCH INSTITUTE 350 COMMERCIAL STREET PORTLAND, ME 04101	53-0253788	501(c)(3)	9,985	0			Conservation Activity
MICHIGAN STATE UNIVERSITY INSTITUTE OF WATER RESEARCH 1405 S HARRISON ROAD SUITE 115 EAST LANSING, MI 48823	24-2393883	501(c)(3)	9,976	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
SAGINAW CONSERVATION DISTRICT 178 N GRAHAM RD SAGINAW, MI 48609	21-8954231	501(c)(3)	9,814	0			Federal Award
MISSOULA COUNTY WEED DISTRICT 2825 SANTA FE COURT MISSOULA, MT 59808	32-9875922	501(c)(3)	9,400	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
VERMONT LAND TRUST 8 BAILEY AVENUE MONTPELIER, VT 05602	11-4432967	501(c)(3)	9,128	0			Federal Award
MICHIGAN DEPARTMENT OF NATURAL RESOURCES AND ENVIRONMENT 503 NORTH EUCLID AVE SUITE 1 BAY CITY, MI 48706	42-8811904	501(c)(3)	9,013	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
ALBANY PINE BUSH PRESERVE COMMISSION195 NEW KARNER ROAD ALBANY, NY 12205	32-8954788	501(c)(3)	9,006	0			Federal Award
THE UNIVERSITY OF MIAMI SPONSORED PROGRAMS P O BOX 025405 MIAMI, FL 33102	12-1239543	501(c)(3)	8,908	0			Federal Award

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
ALABAMA COASTAL FOUNDATION INC PO BOX 1073 MOBILE, AL 36633	51-8955781	501(c)(3)	8,750	0			Conservation Activity
SEBASTICOOK REGIONAL LAND TRUST PO BOX 184 UNITY, ME 04988	27-4569832	501(c)(3)	8,750	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
THE LAND CONSERVANCY OF WEST MICHIGAN 1345 MONROE AVENUE NW STE 324 GRAND RAPIDS, MI 49505	22-4599671	501(c)(3)	8,742	0			Federal Award
THE PENNSYLVANIA STATE UNIVERSITY 227 W BEAVER AVENUE STE 401 STATE COLLEGE, PA 16801	10-8456091	501(c)(3)	8,015	0			Federal Award

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

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FREEDOM SERVICE DOGSP O BOX 150217 LAKEWOOD, CO 80215	53- 4566901	501(c)(3)	8,000	0			DAF Distribution
COCHISE COUNTY 1415 MELODY LANE BUILDING G FINANCE DEPARTMENT BISBEE, AZ 85603	37- 4489562	501(c)(3)	7,900	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
WINOUS POINT MARSH CONSERVANCY 3500 SOUTH LATTIMORE ROAD PORT CLINTON, OH 43452	21-8845932	501(c)(3)	7,647	0			Federal Award
UNIVERSITY OF SOUTHERN MAINE 350 COMMERCIAL STREET PORTLAND, ME 04101	22-9087432	501(c)(3)	7,516	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
UNIVERSITY OF UTAH JOHN A MORAN EYE CENTER DIVISION OF OPHTHALMOLOGY 65 MARIO CAPECCHI DRIVE SALT LAKE CITY, UT 84132	32-8945932	501(c)(3)	7,500	0			DAF Distribution
NY LEAGUE OF CONSERVATION VOTERS EDUCATION FUND 30 BROAD STREET 30TH FLOOR NEW YORK, NY 10004	21-9845881	501(c)(4)	7,500	0			Charitable Contribution

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

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KITTITAS CONSERVATION TRUST PO BOX 428 ROSLYN, WA 98941	22-5689354	501(c)(3)	7,500	0			Federal Award
COLBY COLLEGE 4140 MAYFLOWER HILL WATERVILLE, ME 04901	11-8945921	501(c)(3)	7,500	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
DOLORES WATER CONSERVANCY DISTRICT PO BOX 1150 CORTEZ, CO 81321	50-8945223	501(c)(3)	7,500	0			Conservation Activity
STREAMWATCH INC PO BOX 681 CHARLOTTESVILLE, VA 22902	53-4598213	501(c)(3)	7,500	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
TRUST FOR PUBLIC LAND NORTHWEST REGIONAL OFFICE WATERFRONT PLACE BLDG STE 605 1011 WESTERN AVENUE SEATTLE, WA 98104	11-0935884	501(c)(3)	7,443	0			Conservation Activity
SHAWNEE RESOURCE CONSERVATION & DEVELOPMENT AREA 502 COMFORT DRIVE SUITE E MARION, IL 62959	10-9087321	501(c)(3)	7,432	0			Conservation Activity

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

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YORK PARKS & RECREATION DEPARTMENT 186 YORK STREET YORK, ME 03909	03-4591288	501(c)(3)	7,250	0			Conservation Activity
THE UNIVERSITY OF MAINE 5710 NORMAN SMITH HALL ORONO, ME 04469	45-8934761	501(c)(3)	7,000	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
UNIVERSITY OF HAWAII OFFICE OF RESEARCH SERVICES2530 DOLE STREET HONOLULU, HI 96822	44-2389675	501(c)(3)	6,548	0			Federal Award
CONNECTICUT FOREST AND PARK ASSOCIATION16 MERIDEN ROAD ROCKFALL, CT 06481	52-9809789	501(c)(3)	6,500	0			Conservation Activity

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
NORTH COAST LAND CONSERVANCY P O BOX 67 SEASIDE, OR 97138	22-4539881	501(c)(3)	6,374	0			Conservation Activity
SALISBURY STATE UNIVERSITY OFFICE OF GRANTS AND SPONRESEARCH RICHARD A HENSON SCHOOL SALISBURY, MD 21801	21-4563778	501(c)(3)	6,250	0			Conservation Activity

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

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SUPERIOR WATERSHED PARTNERSHIP 2 PETER WHITE DRIVE MARQUETTE, MI 49855	51-0043899	501(c)(3)	6,096	0			Federal Award
ARKANSAS NATURAL HERITAGE COMMISSION 1500 TOWER BUILDING 323 CENTER STREET LITTLE ROCK, AR 72201	32-4567332	501(c)(3)	6,017	0			Federal Award

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

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RESOURCE CONSERVATION DISTRICT 2140PO BOX 9759 CHICO,CA 95927	02-4563991	501(c)(3)	6,000	0			Land Acquisition
HEART OF THE LAKES CENTER FOR LAND CONSERVATION POLICY 300 NORTH BRIDGE STREET GRAND LEDGE,MI 48837	43-8845991	501(c)(3)	6,000	0			Land Acquisition

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

<b>(a)</b> Name and address of organization or government	<b>(b)</b> EIN	<b>(c)</b> IRC Code section if applicable	<b>(d)</b> Amount of cash grant	<b>(e)</b> Amount of non-cash assistance	<b>(f)</b> Method of valuation (book, FMV, appraisal, other)	<b>(g)</b> Description of non-cash assistance	<b>(h)</b> Purpose of grant or assistance
US FISH & WILDLIFE SERVICE 2524 SOUTH FRONTAGE ROAD VICKSBURG, MS 39180	42-8955332	501(c)(3)	6,000	0			Federal Award
UNIVERSITY OF NEW HAMPSHIRE OFFICE OF SPONSORED RESEARCH SERVICE BLDG ROOM 109 DURHAM, NH 03824	03-8878312	501(c)(3)	5,500	0			Conservation Activity

**Schedule J**  
(Form 990)

**Compensation Information**

OMB No 1545-0047

**2011**

**Open to Public Inspection**

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.

▶ Attach to Form 990. ▶ See separate instructions.

Department of the Treasury  
Internal Revenue Service

Name of the organization  
NATURE CONSERVANCY

Employer identification number

53-0242652

**Part I Questions Regarding Compensation**

	Yes	No
<p><b>1a</b> Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items</p> <p><input checked="" type="checkbox"/> First-class or charter travel <input type="checkbox"/> Housing allowance or residence for personal use</p> <p><input type="checkbox"/> Travel for companions <input type="checkbox"/> Payments for business use of personal residence</p> <p><input type="checkbox"/> Tax idemnification and gross-up payments <input type="checkbox"/> Health or social club dues or initiation fees</p> <p><input type="checkbox"/> Discretionary spending account <input type="checkbox"/> Personal services (e g , maid, chauffeur, chef)</p>		
<p><b>b</b> If any of the boxes in line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all the expenses described above? If "No," complete Part III to explain</p>	Yes	
<p><b>2</b> Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?</p>	Yes	
<p><b>3</b> Indicate which, if any, of the following the organization uses to establish the compensation of the organization's CEO/Executive Director Check all that apply</p> <p><input checked="" type="checkbox"/> Compensation committee <input checked="" type="checkbox"/> Written employment contract</p> <p><input checked="" type="checkbox"/> Independent compensation consultant <input checked="" type="checkbox"/> Compensation survey or study</p> <p><input checked="" type="checkbox"/> Form 990 of other organizations <input checked="" type="checkbox"/> Approval by the board or compensation committee</p>		
<p><b>4</b> During the year, did any person listed in Form 990, Part VII, Section A, line 1a with respect to the filing organization or a related organization</p>		
<p><b>a</b> Receive a severance payment or change-of-control payment?</p>		No
<p><b>b</b> Participate in, or receive payment from, a supplemental nonqualified retirement plan?</p>	Yes	
<p><b>c</b> Participate in, or receive payment from, an equity-based compensation arrangement? If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III</p>		No
<p><b>Only 501(c)(3) and 501(c)(4) organizations only must complete lines 5-9.</b></p>		
<p><b>5</b> For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of</p>		
<p><b>a</b> The organization?</p>		No
<p><b>b</b> Any related organization? If "Yes," to line 5a or 5b, describe in Part III</p>		No
<p><b>6</b> For persons listed in form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of</p>		
<p><b>a</b> The organization?</p>		No
<p><b>b</b> Any related organization? If "Yes," to line 6a or 6b, describe in Part III</p>		No
<p><b>7</b> For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III</p>		No
<p><b>8</b> Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regs section 53 4958-4(a)(3)? If "Yes," describe in Part III</p>		No
<p><b>9</b> If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53 4958-6(c)?</p>		



**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.

Identifier	Return Reference	Explanation
SchJ_P01_S00_L01a	Schedule J, Part I, Line 1a	Consistent with the Conservancy's Standard Operating Procedure for Travel and Expense Reporting, and in very limited circumstances, Key Employees have purchased 1st Class airfare. The circumstances included 1) when no economy fares were available and the employees business schedule required them to take the flight, and 2) when the employees changing business schedule required them to book a refundable ticket and there was no difference in price between first class and economy.
SchJ_P01_S00_L03	Schedule J, Part I, Line 3	The President and Chief Executive Officer's compensation is reviewed annually by the Board of Directors. In order to establish 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.
SchJ_P01_S00_L04	Schedule J, Part I, Line 4	Pursuant to IRC Sec 457(b), the Nature Conservancy maintains a supplemental deferred compensation plan in which certain officers and key employees are eligible to participate.

**Software ID:** 11000129  
**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**

(A) Name	(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
	(i) Base Compensation	(ii) Bonus & incentive compensation	(iii) Other compensation				
Mark R Tercek	(i) 466,224 (ii) 0	50,000 0	45,055 0	17,769 0	11,690 0	590,738 0	0 0
Stephen C Howell	(i) 299,707 (ii) 0	15,000 0	42,070 0	19,567 0	12,599 0	388,943 0	0 0
William Ginn	(i) 281,545 (ii) 0	15,000 0	45,190 0	19,612 0	7,581 0	368,928 0	0 0
Brian McPeck	(i) 268,297 (ii) 0	20,000 0	36,386 0	16,500 0	12,593 0	353,776 0	0 0
Joseph J Keenan	(i) 186,027 (ii) 0	5,000 0	240,114 0	15,452 0	18,363 0	464,956 0	0 0
Craig Neyman	(i) 151,959 (ii) 0	0 0	56,131 0	14,216 0	9,193 0	231,499 0	0 0
Timothy Banks	(i) 109,837 (ii) 0	5,000 0	158,850 0	8,918 0	13,652 0	296,257 0	0 0
Angela Sosdian	(i) 208,489 (ii) 0	20,500 0	24,991 0	17,687 0	11,668 0	283,335 0	0 0
Robert McKim	(i) 186,281 (ii) 0	0 0	24,681 0	17,126 0	12,568 0	240,656 0	0 0
Philip Tabas	(i) 241,396 (ii) 0	10,000 0	31,418 0	14,759 0	5,864 0	303,437 0	0 0
John Cook	(i) 190,298 (ii) 0	0 0	24,773 0	17,199 0	7,551 0	239,821 0	0 0
Bruce Runnels	(i) 177,255 (ii) 0	0 0	25,782 0	13,704 0	6,182 0	222,923 0	0 0
Elizabeth D Ward	(i) 148,390 (ii) 0	10,000 0	19,397 0	13,819 0	11,645 0	203,251 0	0 0
Michael Sweeney	(i) 185,575 (ii) 0	0 0	20,595 0	13,215 0	11,660 0	231,045 0	0 0
Michael Andrews	(i) 76,530 (ii) 0	0 0	26,808 0	8,396 0	8,186 0	119,920 0	0 0
Karen Poiani	(i) 167,348 (ii) 0	10,000 0	24,220 0	14,692 0	4,585 0	220,845 0	0 0
Charles Bedford	(i) 99,882 (ii) 0	0 0	209,675 0	8,565 0	13,648 0	331,770 0	0 0
Catherine Nardone	(i) 222,539 (ii) 0	4,692 0	17,628 0	16,500 0	4,772 0	266,131 0	0 0

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

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base Compensation	(ii) Bonus & incentive compensation	(iii) Other compensation				
Karen Berky	(i)	179,120	0	24,889	14,874	686	219,569	0
	(ii)	0	0	0	0	0	0	0
Glenn Prickett	(i)	293,550	10,000	16,877	12,250	11,690	344,367	0
	(ii)	0	0	0	0	0	0	0
Robert Bendick	(i)	167,105	0	17,881	11,004	7,539	203,529	0
	(ii)	0	0	0	0	0	0	0
Katherine Skinner	(i)	122,961	0	16,560	11,265	4,568	155,354	0
	(ii)	0	0	0	0	0	0	0
Katherine Imhoff	(i)	107,214	0	15,572	9,719	8,192	140,697	0
	(ii)	0	0	0	0	0	0	0
R Geoffrey Rochester	(i)	245,534	17,100	12,669	3,947	4,610	283,860	0
	(ii)	0	0	0	0	0	0	0
Rebecca Bowen	(i)	191,753	0	10,969	9,439	72	212,233	0
	(ii)	0	0	0	0	0	0	0
Peter Kareiva	(i)	190,875	15,000	5,043	0	11,665	222,583	0
	(ii)	0	0	0	0	0	0	0
JeanLouis B Ecochard	(i)	280,224	0	950	439	0	281,613	0
	(ii)	0	0	0	0	0	0	0
Xingsheng Zhang	(i)	279,511	25,494	0	0	825	305,830	0
	(ii)	0	0	0	0	0	0	0
Janine Wilkin	(i)	187,540	15,000	18,884	16,500	11,660	249,584	0
	(ii)	0	0	0	0	0	0	0

**Schedule K  
(Form 990)**

OMB No 1545-0047

**Supplemental Information on Tax Exempt Bonds**

▶ **Complete if the organization answered "Yes" to Form 990, Part IV, line 24a. Provide descriptions, explanations, and any additional information in Schedule O (Form 990).**  
▶ **Attach to Form 990. ▶ See separate instructions.**

**2011**

**Open to Public  
Inspection**

Department of the Treasury  
Internal Revenue Service

Name of the organization  
NATURE CONSERVANCY

Employer identification number  
53-0242652

**Part I Bond Issues**

(a) Issuer Name	(b) Issuer EIN	(c) CUSIP #	(d) Date Issued	(e) Issue Price	(f) Description of Purpose	(g) Defeased		(h) On Behalf of Issuer		(i) Pool financing	
						Yes	No	Yes	No	Yes	No
A Colorado Educational and Cultural Facilities Authority	84-0896726	19645RPA3	02-01-2012	144,435,000	Convert 2008 TE Bonds		X		X		X

**Part II Proceeds**

	A	B	C	D
1 Amount of bonds retired	0			
2 Amount of bonds defeased	0			
3 Total proceeds of issue	144,435,000			
4 Gross proceeds in reserve funds	0			
5 Capitalized interest from proceeds	0			
6 Proceeds in refunding escrow	0			
7 Issuance costs from proceeds	915,000			
8 Credit enhancement from proceeds	0			
9 Working capital expenditures from proceeds	0			
10 Capital expenditures from proceeds	143,520,000			
11 Other spent proceeds	0			
12 Other unspent proceeds	0			
13 Year of substantial completion	2012			
	Yes	No	Yes	No
14 Were the bonds issued as part of a current refunding issue?	X			
15 Were the bonds issued as part of an advance refunding issue?		X		
16 Has the final allocation of proceeds been made?	X			
17 Does the organization maintain adequate books and records to support the final allocation of proceeds?	X			

**Part III Private Business Use**

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
1 Was the organization a partner in a partnership, or a member of an LLC, which owned property financed by tax-exempt bonds?		X						
2 Are there any lease arrangements that may result in private business use of bond-financed property?		X						

**Part III Private Business Use (Continued)**

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
<b>3a</b> Are there any management or service contracts that may result in private business use?		X						
<b>b</b> If 'Yes' to line 3a, does the organization routinely engage bond counsel or other outside counsel to review any management or service contracts relating to the financed property?								
<b>c</b> Are there any research agreements that may result in private business use of bond-financed property?		X						
<b>d</b> If 'Yes' to line 3c, does the organization routinely engage bond counsel or other outside counsel to review any research agreements relating to the financed property?								
<b>4</b> Enter the percentage of financed property used in a private business use by entities other than a section 501(c)(3) organization or a state or local government	0 %							
<b>5</b> Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another section 501(c)(3) organization, or a state or local government	0 %							
<b>6</b> Total of lines 4 and 5	0 %							
<b>7</b> Has the organization adopted management practices and procedures to ensure the post-issuance compliance of its tax-exempt bond liabilities?	X							

**Part IV Arbitrage**

	A		B		C		D	
	Yes	No	Yes	No	Yes	No	Yes	No
<b>1</b> Has a Form 8038-T, Arbitrage Rebate, Yield Reduction and Penalty in Lieu of Arbitrage Rebate, been filed with respect to the bond issue?		X						
<b>2</b> Is the bond issue a variable rate issue?	X							
<b>3a</b> Has the organization or the governmental issuer entered into a hedge with respect to the bond issue?		X						
<b>b</b> Name of provider								
<b>c</b> Term of hedge								
<b>d</b> Was the hedge superintegrated?								
<b>e</b> Was a hedge terminated?								
<b>4a</b> Were gross proceeds invested in a GIC?		X						
<b>b</b> Name of provider								
<b>c</b> Term of GIC								
<b>d</b> Was the regulatory safe harbor for establishing the fair market value of the GIC satisfied?								
<b>5</b> Were any gross proceeds invested beyond an available temporary period?		X						
<b>6</b> Did the bond issue qualify for an exception to rebate?		X						

**Part V Procedures To Undertake Corrective Action**

Check the box if the organization established written procedures to ensure that violations of federal tax requirements are timely identified and corrected through the voluntary closing agreement program if self-remediation is not available under applicable regulations . . . . .  Yes  No

**Part VI Supplemental Information**

Complete this part to provide additional information for responses to questions on Schedule K (see instructions)

Identifier	Return Reference	Explanation
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Schedule L (Form 990 or 990-EZ)

Transactions with Interested Persons

OMB No 1545-0047

2011

Open to Public Inspection

Complete if the organization answered "Yes" on Form 990, Part IV, lines 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V lines 38a or 40b. Attach to Form 990 or Form 990-EZ. See separate instructions.

Department of the Treasury Internal Revenue Service

Name of the organization NATURE CONSERVANCY

Employer identification number 53-0242652

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

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

Table with 3 main columns: (a) Name of disqualified person, (b) Description of transaction, (c) Corrected? (Yes/No)

2 Enter the amount of tax imposed on the organization managers or disqualified persons during the year under section 4958
3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization

Part II Loans to and/or From Interested Persons.

Complete if the organization answered "Yes" on Form 990, Part IV, line 26, or Form 990-EZ, Part V, line 38a

Table with 7 main columns: (a) Name of interested person and purpose, (b) Loan to or from the organization?, (c) Original principal amount, (d) Balance due, (e) In default?, (f) Approved by board or committee?, (g) Written agreement?

Part III Grants or Assistance Benefitting Interested Persons.

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

Table with 3 main columns: (a) Name of interested person, (b) Relationship between interested person and the organization, (c) Amount of grant or type of assistance

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

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

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues?	
				Yes	No
(1) Helen Hooper	Spouse of Philip Tabas	32,757	Ms Hooper is an employee whose employment with the Nature Conservancy predates Mr Tabas' appointment as a Key Employee		No
(2) Katherine Runnels	Spouse of Bruce Runnels	54,504	Ms Runnels is an employee whose employment with the Nature Conservancy predates Mr Runnels' appointment as a Key Employee		No

**Part V Supplemental Information**

Complete this part to provide additional information for responses to questions on Schedule L (see instructions)

Identifier	Return Reference	Explanation
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**SCHEDULE M  
(Form 990)**  
  
Department of the Treasury  
Internal Revenue Service

# NonCash Contributions

OMB No 1545-0047  
**2011**  
**Open to Public Inspection**

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, lines 29 or 30.**  
▶ **Attach to Form 990.**

Name of the organization  
NATURE CONSERVANCY

Employer identification number  
53-0242652

**Part I Types of Property**

	(a) Check if applicable	(b) Number of Contributions or items contributed	(c) Contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining contribution amounts
1 Art—Works of art . . . . .				
2 Art—Historical treasures . . . . .				
3 Art—Fractional interests . . . . .				
4 Books and publications . . . . .				
5 Clothing and household goods . . . . .				
6 Cars and other vehicles . . . . .	X	9	26,800	Comparable Sales
7 Boats and planes . . . . .				
8 Intellectual property . . . . .				
9 Securities—Publicly traded . . . . .	X	1,081	22,904,668	Avg Sales Price
10 Securities—Closely held stock . . . . .	X	3	271,875	Appraised Value
11 Securities—Partnership, LLC, or trust interests . . . . .				
12 Securities—Miscellaneous . . . . .				
13 Qualified conservation contribution—Historic structures . . . . .				
14 Qualified conservation contribution—Other . . . . .	X	76	95,205,106	Appraised Value
15 Real estate—Residential . . . . .	X	38	8,317,256	Appraised Value
16 Real estate—Commercial . . . . .				
17 Real estate—Other . . . . .				
18 Collectibles . . . . .				
19 Food inventory . . . . .				
20 Drugs and medical supplies . . . . .				
21 Taxidermy . . . . .				
22 Historical artifacts . . . . .				
23 Scientific specimens . . . . .				
24 Archeological artifacts . . . . .				
25 Other ▶ ( <u>Computer Software</u> ) . . . . .	X	9	4,611,179	Comparable Sales
26 Other ▶ ( <u>Miscellaneous</u> ) . . . . .	X	119	539,846	Comparable Sales
27 Other ▶ ( _____ ) . . . . .				
28 Other ▶ ( _____ ) . . . . .				

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement . . . . . 29 104

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

**Part II**

**Supplemental Information.** Complete this part to provide the information required by Part I, lines 30b, 32b, and 33. Also complete this part for any additional information.

Identifier	Return Reference	Explanation
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**SCHEDULE O**  
(Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

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

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

OMB No 1545-0047

**2011**

**Open to Public  
Inspection**

Name of the organization  
NATURE CONSERVANCY

**Employer identification number**

53-0242652

Identifier	Return Reference	Explanation
F990_P00_S00_L0B	Form 990, Header, Line B	Schedule G was amended in order to file a more complete and accurate return

Identifier	Return Reference	Explanation
F990_P03_S00_L04a	Form 990, Part III, Line 4a	<p>Indonesian Debt-for-Nature Swap - Through the Tropical Forest Conservation Act, the Conservancy and WWF reached agreement with the U S and Indonesian governments to redirect a portion of Indonesia's foreign debt to forest conservation, resulting in an investment of USD \$28 5 million for tropical forest conservation in three districts of Indonesian Borneo</p> <p>Hadza Homeland - The Conservancy assisted the nomadic Hadza people in legally documenting and protecting more than 50,000 acres of their wilderness homeland in Tanzania and perpetuating their sustainable way of life This precedent-setting designation was the first time land rights were transferred to indigenous people in Tanzania and represents years of hard work by the Hadza and our partners the Ujamaa Community Resources Trust and the Dorobo Fund</p> <p>Macy's Cause Marketing - The Nature Conservancy was the cause marketing partner of Macy's national campaign Brasil A Magical Journey, which ran from April 22 to July 15, 2012 The Conservancy was featured in a national advertising campaign and on signage in more than 650 stores across the United States The promotion raised more than \$3 million for conservation of the Amazon rainforest</p> <p>China Global Conservation Fund - Conservancy leaders in China have established a fund to promote investment in global conservation by China's private sector The first supported project is the establishment of a predator-proof sanctuary for Africa's rarest antelope species, the hirola, in Kenya's far north in cooperation with Northern Rangelands Trust and the Ishaqbini Hirola Community Conservancy</p> <p>Urban Youth Program Expansion - The Conservancy's Leaders in Environmental Action for the Future (LEAF) works with environmental high schools to combine classroom lessons with real-world conservation work experience for urban youth at Conservancy projects In 2012, LEAF expanded from the New York tri-state area to also serve students in Georgia, Massachusetts, Illinois, California and Washington</p> <p>Picnic for the Planet - An estimated 30,000 people in nearly 60 countries on all seven continents joined the Conservancy in celebrating Earth Day through Picnic for the Planet From eating ice cream in Antarctica to watching chefs compete in Connecticut, supporters made the connection between the nature we love and the food she provides</p> <p>TNC Scientist Reporter - Conservancy lead scientist M Sanjayan was named a science and environmental contributor for CBS News Sanjayan's insights on issues ranging from the threats of ocean pollution to the promise of sustainable ranching will now reach an estimated audience of 6 million viewers per broadcast</p> <p>Latin America Conservation Council - The Conservancy brought together an unprecedented group of Latin American and other business and political leaders to help solve Latin America's biggest conservation challenges Co-chairs of the new Latin American Conservation Council are Brazil's Alain Belda, managing director, Warburg Pincus LLC, and Henry M Paulson Jr , 74th secretary of the U S Treasury</p> <p>Nature Works Everywhere - The Conservancy worked with Discovery Education to launch a dynamic online education program exploring the role nature plays in our everyday lives Nature Works Everywhere enriches classroom instruction with free interactive lesson plans, global video tours, meet-the-scientist vignettes and conservation games to excite students about nature and conservation</p> <p>Use Your Outside Voice - The Conservancy launched Use Your Outside Voice, an advocacy campaign and website that urges citizens to support federal and local conservation policies by calling their elected officials, signing action pledges and sharing stories about why they care about nature The site has generated more than 10,000 pledges, 1,000 stories and more than 100,000 page views online to date</p> <p>Speaking for the Trees - In celebration of the movie Dr Seuss' The Lorax, whose title character "speaks for the trees," Universal Pictures helped the Conservancy plant 150,000 trees in Brazil's endangered Atlantic Forest and the Dr Seuss estate followed with an additional 10,000 trees Through a Facebook promotion, Universal also encouraged fans to post photos online and support the Conservancy's Plant a Billion Trees campaign</p> <p>Nonprofit of the Year - The Direct Marketing Association named The Nature Conservancy the 2012 Nonprofit Organization of the Year for its groundbreaking and forward-thinking fundraising, diversifying its reach to new audiences and its global expansion of supporter programs around the world</p> <p>Nonprofit Tech 2 0 also named the Conservancy one of the top 10 nonprofits that excel at using social media</p>

Identifier	Return Reference	Explanation
F990_P06_S0B_L11b	Form 990, Part VI, Section B, Line 11b	Review Process for Form 990 The Form 990 is prepared, based on financial statements audited by PricewaterhouseCoopers, and other internally generated information by the Nature Conservancy's Director of Tax services The Form is further reviewed 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 reviews 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

Identifier	Return Reference	Explanation
F990_P06_S0B_L12c	Form 990, Part VI, Section B, Line 12c	<p>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 individual who is responsible for acting in the best interests of The Nature Conservancy has another interest or loyalty that could influence or impair, or may appear to influence or impair, the individual's ability to act in the best interests of The Nature Conservancy. The term "conflict of interest" includes actual conflicts of interest, potential conflicts of interest (situations that could become an actual conflict in the future based upon foreseeable events or the passage of time), and perceived conflicts of interest (situations that others could reasonably perceive to be, or have the appearance of a conflict of interest).</p> <p><b>Guiding principles:</b> All Conservancy staff, Board Members and Trustees are responsible for identifying conflicts of interest, and disclosing them to the appropriate Conservancy manager or attorney. Conservancy employees must determine whether the conflict can or should be avoided to protect the best interests of the Conservancy. If it is not reasonably possible to avoid a particular conflict of interest or it is not in the Conservancy's best interest to avoid it, all staff, Board members and Trustees are responsible for fashioning appropriate strategies to mitigate and manage the potential adverse consequences of the conflict of interest, and obtaining approval as described in this Standard Operating Procedure before proceeding with the affected activity.</p> <p><b>Identifying Conflicts of Interest:</b> Before engaging in any activity on behalf of the Conservancy, Conservancy staff, Board Members and Trustees must identify and disclose any situations that could give rise to a conflict of interest or the appearance of a conflict. The Disclosure Form should be completed as early as possible by parties with whom the Conservancy plans to enter into a transaction. The Disclosure Form is not the only way that the Conservancy may become aware of a conflict. Thus, even if the Disclosure Form does not reveal a conflict, but you are aware of one, you must proceed in accordance with this SOP.</p> <p><b>Conflicts of interest</b> are not always clear-cut and easy to define. They require case-by-case analysis. The Conservancy is concerned with the disclosure and management of conflicts of interests involving "covered persons." However, not all activities or transactions with a covered person generate conflicts of interest. Conversely, a particular factual situation may generate a conflict of interest even when no covered person is involved. Early consultation with a senior manager or Conservancy attorney can assist in analyzing the conflict of interest and strategies for avoidance or mitigation. This SOP sets forth specific guidance for some areas of potential conflicts (see Types of Conflicts below). These are only examples, and it is the responsibility of each individual to be sensitive to any situation that creates or appears to create a conflict of interest.</p> <p><b>Reporting, Review and Approval Process:</b> If a conflict is identified, the Conservancy staff member who is responsible for initiating and/or overseeing the proposed activity must report the conflict to his or her supervisor and the appropriate Conservancy attorney. Before proceeding with the proposed activity, review and approval to proceed must be obtained as described in this section. While a request for approval of a proposed course of action is pending or being considered, the individual involved in the conflict must refrain from participating in the activity and/or withdraw from any discussion of or decision on the matter.</p> <p><b>1. Conflicts Committee Review:</b> The Conflicts Committee reviews and makes determinations about all conflicts of interest involving the Conservancy. All conflicts of interests reviewed by the Conflicts Committee involving a Substantial Contributor shall be reported by the General Counsel or the Chief Compliance Officer to the Audit Committee of the Board of Directors, disclosing the nature of the conflict, parties involved, and the disposition of the conflict by the Conflicts Committee.</p> <p><b>2. Review by Audit Committee:</b> All conflicts of interest involving a member of the Board of Directors, a Director's family members, and a Director's Controlled Entities shall be submitted to the Audit Committee of the Board of Directors for review and disposition. Referral to the Audit Committee is made by the General Counsel on behalf of the Conflicts Committee along with the recommendation for disposition made by the Conflicts Committee.</p> <p><b>3. Guiding Principles:</b> In evaluating conflict situations in order to determine an appropriate course of action, the Conservancy will be guided by the following criteria and considerations: Availability of other alternatives that would avoid the conflict of interest, Compliance with the letter and the spirit of all</p>

Identifier	Return Reference	Explanation
F990_P06_S0B_L12c	Form 990, Part VI, Section B, Line 12c	<p>applicable laws relevant to all parties to the transaction, Compliance with Conservancy Policies and Standard Operating Procedures, Adherence to the Conservancy's values, such as " Integrity Beyond Reproach," Avoidance of private benefit and inurement, Transparency, Conservation benefits likely to be achieved, Consequences to the Conservancy from declining to participate, Financial or other benefits to the Conservancy, Financial or other benefits to the other party, Nature and extent of risk to the Conservancy's reputation, and Ability to mitigate reputational risks</p> <p>4 Forms Responsibility for Recommended Action</p> <p>Employee s are required to complete and submit the Request for Conflicts Committee Approval form w h en seeking review and approval of a course of action involving an actual, potential, or pe rceived conflict of interest The completed form should recommend a course of action that is designed to minimize the conflict's potential adverse consequences The appropriate Conservancy attorney will review this form to ensure a thorough disclosure of the relevant in formation and analysis of the conflict Other staff w ho approve the content of these forms and submission for approval are, by approving the forms, indicating that they support and are responsible for the recommended course of action</p>

Identifier	Return Reference	Explanation
F990_P06_S0B_L15	Form 990, Part VI, Section B, Line 15	Review Process for Officer and Key Employee Compensation The President and Chief Executive Officer's, as well as, members of the Executive Team's performances and compensation are reviewed annually by the Board of Directors The performance and compensation of all other Key Employees is reviewed annually by their direct supervisor All compensation amounts are based on information provided by an independent compensation consultant who utilizes comparable data from Form 990's from other organizations and compensation survey's and studies to ensure reasonableness

Identifier	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

Identifier	Return Reference	Explanation
F990_P11_S00_L05	Form 990, Part XI, Line 5	Unrealized Loss on Investments and Tradelands, Net Assets of Consolidated Subsidiaries

**SCHEDULE R  
(Form 990)**

**Related Organizations and Unrelated Partnerships**

OMB No 1545-0047

**2011**

**Open to Public  
Inspection**

▶ **Complete if the organization answered "Yes" to Form 990, Part IV, line 33, 34, 35, 36, or 37.**  
▶ **Attach to Form 990.** ▶ **See separate instructions.**

Department of the Treasury  
Internal Revenue Service

**Name of the organization**  
NATURE CONSERVANCY

**Employer identification number**  
53-0242652

**Part I Identification of Disregarded Entities** (Complete if the organization answered "Yes" on Form 990, Part IV, line 33.)

(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
(1) Woodland Development Company LLC c/o The Nature Conservancy 100 Federal Street Boston, MA 02110 55-0807256	Holds Title to Conservation Real Estate in Chile	CI	0	1,763,773	N/A
(2) TNC China LLC 4245 N Fairfax Drive Arlington, VA 22203 26-4484383	Environmental Services, Consulting, Research and Conservation	DE	2,735	1,804,947	N/A
(3) The Nature Conservancy in Europe Charitestr 3 D10117 Berlin GM 53-0242652	Conservation Activities in the European Union	GM	17,553	1,066	N/A
(4) TNC Boreas LLC 195 New Karner Road Albany, NY 12205 53-0242652	Conservation activities in the Adirondacks	NY	0	0	N/A
(5) TNC Palmyra Logistics LLC c/o The Nature Conservancy 923 Nuuanu Avenue Honolulu, HI 96817 45-4535564	Transportation to and from Paymyra Atoll	HI	0	0	N/A

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization	
						Yes	No
See Additional Data Table							

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512- 514)	(f) Share of total income	(g) Share of end-of- year assets	(h) Disproportionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
(1) PT Putn Naga Komodo LLC J1 Pengembak No 2 Bali, Sanur 80228 ID	Collaborative Management of Komodo National Park	ID	N/A	Related	254,883	482,257		No		Yes		60 %

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership
(1) Montark Inc c/o RSM McGladrey Inc 1185 Avenue of the Americas New York, NY 10036 13-3386301	Holds title to conservation restrictions over mineral rights	NY	N/A	C	0	0	1 00 %
(2) The Nature Conservancy of Montana 4245 North Fairfax Drive Arlington, VA 22203 51-0228311	Conservation activities in Montana	MT	N/A	C	0	0	1 00 %
(3) The Nature Conservancy of New Mexico 4245 North Fairfax Drive Arlington, VA 22203 91-1841899	Conservation activities in New Mexico	NM	N/A	C	0	0	1 00 %
(4) The Nature Conservancy of Connecticut 4245 North Fairfax Drive Arlington, VA 22203 06-6070036	Conservation activities in Connecticut	CT	N/A	C	0	0	1 00 %
(5) Charitable Remainder Trusts (388) c/o The Nature Conservancy 4245 North Fairfax Drive Arlington, VA 22203	Charitable Trust	VA	N/A	T			
(6) TNC Ecological Environment Conservancy Consultants (Beijing) Limited Room 8 11 F No 90 Jianguo Road Chaoyang District Beijing, China 100022 CH	Conservation Activities in China	CH	N/A	C	0	922,633	1 00 %

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

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

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

- a** Receipt of **(i)** interest **(ii)** annuities **(iii)** royalties **(iv)** rent from a controlled entity
- b** Gift, grant, or capital contribution to related organization(s)
- c** Gift, grant, or capital contribution from related organization(s)
- d** Loans or loan guarantees to or for related organization(s)
- e** Loans or loan guarantees by related organization(s)

- f** Sale of assets to related organization(s)
- g** Purchase of assets from related organization(s)
- h** Exchange of assets with related organization(s)
- i** Lease of facilities, equipment, or other assets to related organization(s)
- j** Lease of facilities, equipment, or other assets from related organization(s)
- k** Performance of services or membership or fundraising solicitations for related organization(s)
- l** Performance of services or membership or fundraising solicitations by related organization(s)
- m** Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)
- n** Sharing of paid employees with related organization(s)

- o** Reimbursement paid to related organization(s) for expenses
- p** Reimbursement paid by related organization(s) for expenses

- q** Other transfer of cash or property to related organization(s)
- r** Other transfer of cash or property from related organization(s)

	Yes	No
<b>1a</b>	Yes	
<b>1b</b>	Yes	
<b>1c</b>		No
<b>1d</b>	Yes	
<b>1e</b>	Yes	
<b>1f</b>		No
<b>1g</b>		No
<b>1h</b>		No
<b>1i</b>		No
<b>1j</b>		No
<b>1k</b>		No
<b>1l</b>		No
<b>1m</b>	Yes	
<b>1n</b>	Yes	
<b>1o</b>		No
<b>1p</b>	Yes	
<b>1q</b>		No
<b>1r</b>		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	(b) Transaction type(a-r)	(c) Amount involved	(d) Method of determining amount involved
<b>(1)</b> See Additional Data Table			
<b>(2)</b>			
<b>(3)</b>			
<b>(4)</b>			
<b>(5)</b>			
<b>(6)</b>			



**Part VII Supplemental Information**

Complete this part to provide additional information for responses to questions on Schedule R (see instructions)

Identifier	Return Reference	Explanation	
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Schedule R (Form 990) 2011

**Software ID:** 11000129  
**Software Version:** v1.00  
**EIN:** 53-0242652  
**Name:** NATURE CONSERVANCY

## 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	(g) Section 512 (b)(13) controlled organization	
The Nature Conservancy do Brasil  SRTVS QD 701 Conjunto D Bloco A Loka 246 Asa Sul Brasilia, Brazil BR	Conservation activities in Brazil	BR	501(c)(3)		N/A		
The Nature Conservancy of California  201 Mission Street 4th Floor San Francisco, CA 94105 20-5797732	Applicant for public funding for conservation in California	CA	501(c)(3)	509(a)(1)	N/A		
Adirondack Land Trust  PO Box 65 Keene Valley, NY 12943 22-2559576	Conservation of the environment, natural resources and economy of the Adirondack area of New York	NY	501(c)(3)	509(a)(1)	N/A		
The Nature Conservancy Limited (Australia)  2B/21 Duncan Street PO Box 5681 West End 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 Floor San Francisco, CA 94105 27-0038237	Manages agricultural properties with wildlife habitat values	CA	501(c)(3)	509(a)(1) Type I	N/A		
Ecological Trust Fund of Panama  4245 N Fairfax Drive Arlington, VA 22203 31-1656561	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	PM	501(c)(3)		N/A		
The Nature Conservancy Action Fund  4201 Wilson Boulevard Suite 110624 Arlington, VA 22203 54-1549668	Advocating for public policies which guarantee the protection of the earth's environment	VA	501(c)(4)		N/A		
TNC Conservacion de la Naturaleza  Ricardo Palmerin 110 Colonia Guadalupe Inn Mexico City, Distrito Federal 01020 MX	Conservation activities in Mexico	MX	501(c)(3)		N/A		

**Form 990, Schedule R, Part V - Transactions With Related Organizations**

<b>(a)</b> Name of other organization	<b>(b)</b> Transaction type(a-r)	<b>(c)</b> Amount Involved (\$)	<b>(d)</b> Method of determining amount involved
<b>(1)</b> The Nature Conservancy Action Fund	b	461	Cost
<b>(2)</b> The Nature Conservancy Action Fund	m	461	Cost
<b>(3)</b> The Nature Conservancy Action Fund	n	461	Cost
<b>(4)</b> Adirondack Land Trust	a-i	978	Contract
<b>(5)</b> Adirondack Land Trust	d	7,405	Fair Market Value
<b>(6)</b> Adirondack Land Trust	e	281,845	Fair Market Value
<b>(7)</b> Adirondack Land Trust	m	0	Cost
<b>(8)</b> Adirondack Land Trust	n	118,475	Cost
<b>(9)</b> Adirondack Land Trust	p	118,475	Cost

**Additional Data**

**Software ID:** 11000129  
**Software Version:** v1.00  
**EIN:** 53-0242652  
**Name:** NATURE CONSERVANCY

**Form 990, Special Condition Description:**

**Special Condition Description**

**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Steven A Denning Co-Chairman (Part Year)	1	X		X				0	0	0
Roger Milliken Jr Chairman (Part Year)	1	X		X				0	0	0
James C Morgan Director	1	X						0	0	0
Gordon Crawford Vice Chair	1	X		X				0	0	0
Gretchen C Daily Chair, Conservation Activities Review Committee	1	X						0	0	0
Roberto Hernandez Ramirez Vice Chair	1	X		X				0	0	0
Teresa Beck Co-Chairman (Part Year)	1	X		X				0	0	0
Thomas S Middleton Director	1	X						0	0	0
Thomas J Tierney Chair, Governance, Nominating and HR Committee	1	X						0	0	0
Frank E Loy Secretary and Co-Chair Govt Relations Committee	1	X		X				0	0	0
John P Sall Director (Part Year)	1	X						0	0	0
Muneer A Satter Treas & Chair, Finance Committee	1	X		X				0	0	0
Shirley Young Chair, Strategic Philanthropy Committee	1	X						0	0	0
Stephen Polasky Director	1	X						0	0	0
Cristian Samper Director (Part Year)	1	X						0	0	0
Mark R Tercek Director and President	35	X		X				561,278	0	29,460
Jack Ma Director	1	X						0	0	0
Thomas J Meredith Chair Audit Committee	1	X						0	0	0
Moses Tsang Director	1	X						0	0	0
David Blood Director	1	X						0	0	0
Shona L Brown Director	1	X						0	0	0
Craig O McCaw Director	1	X						0	0	0
Margaret C Whitman Co-Chair, Government Relations Committee	1	X						0	0	0
Jeremy Grantham Director (Part Year)	1	X						0	0	0
James E Rogers Director (Part Year)	1	X						0	0	0

**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Frances A Ulmer Director (Part Year)	1	X						0	0	0
Stephen C Howell Chief Financial and Administrative Officer	35			X				356,777	0	32,165
Philip Tabas General Counsel	35				X			282,813	0	20,624
Bruce Runnels Conservation Risk Officer	35				X		X	203,038	0	19,886
Karen Berky Division Director	35				X			204,009	0	15,560
Robert Bendick Director of US Government Relations	35				X		X	184,986	0	18,543
Michael Andrews Vice President and Senior Conservation Fellow	35				X		X	103,339	0	16,582
Craig Neyman Vice President and Chief Investment Officer (Part Year)	35				X			208,090	0	23,409
William Ginn Chief Conservation Officer	35				X			341,735	0	27,193
Robert McKim Division Director	35				X			210,963	0	29,694
John Cook Division Director	35				X			215,070	0	24,749
Michael Sweeney State Director	35				X			206,169	0	24,875
Brian McPeck Chief Operations Officer	35				X			324,684	0	29,093
Katherine Skinner State Director	35				X		X	139,520	0	15,833
Elizabeth D Ward Director Editorial and Strategic Development	35				X		X	177,787	0	25,464
Glenn Prickett Chief External Affairs Officer	35				X			320,428	0	23,941
Angela Sosdian Chief Philanthropy Resources Officer	35				X			253,980	0	29,356
Peter Kareiva Chief Scientist	35				X			210,918	0	11,665
Katherine Imhoff State Director	35				X		X	122,786	0	17,911
R Geoffrey Rochester Chief Marketing Officer	35				X			275,302	0	8,556
Rebecca Bowen Co-Director Principal Gifts (Part Year)	35				X			202,722	0	9,511
Mark Burget Executive VP and Regional Director (Part Year)	35				X			0	0	0
Catherine Nardone Co-Director, Principal Gifts (Part Year)	35				X			244,858	0	21,272
Karen Poiani Chief Conservation Strategy Officer (Part Year)	35				X			201,567	0	19,277
Addison Dana Vice President and Director of Investments (Part Year)	35				X			0	0	0

**Form 990, Part VII - Compensation of Officers, Directors, Trustees, Key Employees, Highest Compensated Employees, and Independent Contractors**

(A) Name and Title	(B) Average hours per week	(C) Position (check all that apply)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
Janine Wilkin Chief of Staff	35				X			221,424	0	28,160
Timothy Banks Regional Director	35					X		273,687	0	22,570
JeanLouis B Ecochard Chief Information Officer	35					X		281,174	0	439
Joseph J Keenan Regional Director	35					X		431,141	0	33,815
Charles Bedford Regional Director (Part Year)	35					X		309,558	0	22,213
Xingsheng Zhang Managing Director, North Asia	35					X		305,006	0	825