

# Return of Organization Exempt From Income Tax

OMB No. 1545-0047

# 2018

## Open to Public Inspection

**A For the 2018 calendar year, or tax year beginning 07-01-2018 , and ending 06-30-2019**

<b>B</b> Check if applicable: <input type="checkbox"/> Address change <input type="checkbox"/> Name change <input type="checkbox"/> Initial return <input type="checkbox"/> Final return/terminated <input type="checkbox"/> Amended return <input type="checkbox"/> Application pending	<b>C</b> Name of organization WAY FINDERS INC		<b>D</b> Employer identification number  04-2518368	
	Doing business as		E Telephone number  (413) 233-1500	
	Number and street (or P.O. box if mail is not delivered to street address) 120 MAPLE STREET 4TH FLOOR	Room/suite	<b>G</b> Gross receipts \$ 81,449,391	
	City or town, state or province, country, and ZIP or foreign postal code SPRINGFIELD, MA 01103			
<b>F</b> Name and address of principal officer: DEREK J MORRIS 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103		<b>H(a)</b> Is this a group return for subordinates? <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No <b>H(b)</b> Are all subordinates 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.WAYFINDERSMA.ORG				
<b>K</b> Form of organization: <input checked="" type="checkbox"/> Corporation <input type="checkbox"/> Trust <input type="checkbox"/> Association <input type="checkbox"/> Other ▶			<b>L</b> Year of formation: 1972	
			<b>M</b> State of legal domicile: MA	

## Part I Summary

Activities & Governance	1 Briefly describe the organization's mission or most significant activities: WAY FINDERS, INC. IS A NOT-FOR-PROFIT ORGANIZATION ESTABLISHED TO PROVIDE HOUSING ASSISTANCE AND TECHNICAL ASSISTANCE TO LOW-INCOME AND DISABLED INDIVIDUALS IN WESTERN MASSACHUSETTS.		
	2 Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3 Number of voting members of the governing body (Part VI, line 1a)	3	18
	4 Number of independent voting members of the governing body (Part VI, line 1b)	4	18
	5 Total number of individuals employed in calendar year 2018 (Part V, line 2a)	5	269
	6 Total number of volunteers (estimate if necessary)	6	100
7a Total unrelated business revenue from Part VIII, column (C), line 12	7a	0	
7b Net unrelated business taxable income from Form 990-T, line 34	7b	-209	
Revenue		Prior Year	Current Year
	8 Contributions and grants (Part VIII, line 1h)	3,833,934	7,440,841
	9 Program service revenue (Part VIII, line 2g)	67,692,915	69,811,084
	10 Investment income (Part VIII, column (A), lines 3, 4, and 7d)	107,399	4,145,350
	11 Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	0	0
	12 Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	71,634,248	81,397,275
Expenses	13 Grants and similar amounts paid (Part IX, column (A), lines 1-3)	49,054,366	51,395,526
	14 Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15 Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	11,959,751	12,050,885
	16a Professional fundraising fees (Part IX, column (A), line 11e)	0	84,000
	b Total fundraising expenses (Part IX, column (D), line 25)	1,056,799	
	17 Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	9,804,535	14,365,051
	18 Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	70,818,652	77,895,462
	19 Revenue less expenses. Subtract line 18 from line 12	815,596	3,501,813
Net Assets or Fund Balances		Beginning of Current Year	End of Year
	20 Total assets (Part X, line 16)	34,093,563	47,619,733
	21 Total liabilities (Part X, line 26)	24,310,427	34,334,784
	22 Net assets or fund balances. Subtract line 21 from line 20	9,783,136	13,284,949

## 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>	<div> <div></div> <div>Signature of officer</div> </div>	<div> <div>2020-07-01</div> <div>Date</div> </div>
	<div> <div>DEREK J MORRIS CFO</div> <div>Type or print name and title</div> </div>	

<b>Paid Preparer Use Only</b>	Print/Type preparer's name MICHAEL DRISCOLL	Preparer's signature MICHAEL DRISCOLL	Date 2020-07-01	Check <input type="checkbox"/> if self-employed	PTIN P01347837
	Firm's name ▶ DANIEL DENNIS AND COMPANY LLP			Firm's EIN ▶ 04-2734675	
	Firm's address ▶ 990 WASHINGTON STREET  DEDHAM, MA 02026			Phone no. (617) 262-9898	

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

**For Paperwork Reduction Act Notice, see the separate instructions.**

Cat. No. 11282Y

Form **990** (2018)

Part III

Statement of Program Service Accomplishments

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

☐

☒

1

Briefly describe the organization’s mission:

WAY FINDERS, INC. PROVIDES AFFORDABLE HOUSING OPPORTUNITIES, EDUCATION AND SUPPORT; ENABLING PEOPLE TO ACHIEVE A BETTER FUTURE AND PROMOTING VIBRANT, DIVERSE COMMUNITIES.

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

If "Yes," describe these new services on Schedule O.

3

Did the organization cease conducting, or make significant changes in how it conducts, any program services?

☐ Yes ☒ No

If "Yes," describe these changes on Schedule O.

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 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 \$ 47,392,678 including grants of \$ 43,168,397 ) (Revenue \$ 48,281,024 )

RENTAL ASSISTANCE PROGRAMS PROVIDE RENT SUPPLEMENTS TO QUALIFIED LOW-INCOME HOUSEHOLDS UNDER PROGRAMS SUBSIDIZED BY FEDERAL AND STATE FUNDS. A VARIETY OF SUPPORTIVE SERVICES ARE PROVIDED TO RENTAL ASSISTANCE PARTICIPANTS.

4b

(Code: ) (Expenses \$ 16,961,316 including grants of \$ 8,217,129 ) (Revenue \$ 18,397,217 )

CLIENT SERVICES INCLUDE TEMPORARY SHELTER AND SUPPORTIVE SERVICES FOR THE HOMELESS AND TRANSITIONAL HOUSING AND SUPPORTIVE SERVICES FOR VICTIMS OF DOMESTIC VIOLENCE AND OTHER FORMERLY HOMELESS FAMILIES. WAY FINDERS PROVIDES A WIDE VARIETY OF INFORMATION AND REFERRAL SERVICES, HOUSING COUNSELING AND EDUCATION SERVICES FOR TENANTS AS WELL AS ACCESS TO FINANCIAL ASSISTANCE TO HELP FAMILIES AND INDIVIDUALS AVOID HOMELESSNESS. THE SERVICES ARE FUNDED THROUGH FEDERAL AND STATE PROGRAMS AND PRIVATE GRANTS AND DONATIONS.

4c

(Code: ) (Expenses \$ 8,528,159 including grants of \$ ) (Revenue \$ 6,177,235 )

REAL ESTATE DEVELOPMENT SERVICES INCLUDE BOTH NEW CONSTRUCTION AND PURCHASE AND REHABILITATION TO PROVIDE AFFORDABLE INDIVIDUAL, SINGLE FAMILY AND MULTI-FAMILY RENTAL HOUSING AND AFFORDABLE OWNER OCCUPIED HOUSING. THESE ACTIVITIES ARE FINANCED BY ACCESSING FEDERAL AND STATE PROGRAMS AND PRIVATE LENDERS. RENTAL MANAGEMENT SERVICES ARE PROVIDED TO VARIOUS AFFORDABLE HOUSING PROJECTS. WAY FINDERS AND ITS SUBSIDIARIES OWN A DIRECT OR INDIRECT INTEREST IN MOST OF THE PROJECTS DEVELOPED BY WAY FINDERS. THESE EFFORTS ARE AIMED AT ENSURING THAT THE PROPERTIES MEET THE NEEDS OF THEIR LOW TO MODERATE INCOME RESIDENTS AS WELL AS MAINTAINING THE FINANCIAL VIABILITY OF THESE PROPERTIES IN THE FUTURE.

(Code: ) (Expenses \$ 642,382 including grants of \$ ) (Revenue \$ 517,916 )

RENTAL PROPERTIES PROVIDE AFFORABLE HOUSING TO ELIGIBLE TENANTS UNDER SHORT-TERM OPERATING LEASES. RENTAL PROPERTIES INCLUDE PROPERTIES WHOLLY OWNED BY WAY FINDERS.

(Code: ) (Expenses \$ 665,550 including grants of \$ 10,000 ) (Revenue \$ 488,970 )

HOME OWNERSHIP SERVICES INCLUDE EDUCATION AND COUNSELING FOR FIRST-TIME HOMEBUYERS, POST-PURCHASE AND FORECLOSURE PREVENTION COUNSELING, AND EDUCATION SERVICES FOR RENTAL PROPERTY OWNERS. WAY FINDERS ALSO PROVIDES ACCESS TO FINANCIAL RESOURCES FOR DOWN PAYMENT AND CLOSING COSTS, TO ADDRESS LEAD-PAINT HAZARDS IN THE HOME, AND FOR HOME MODIFICATION LOANS FOR THE DISABLED.

4d

Other program services (Describe in Schedule O.)

(Expenses \$ 1,307,932 including grants of \$ 10,000 ) (Revenue \$ 1,006,886 )

4e

Total program service expenses ▶ 74,190,085

Part IV Checklist of Required Schedules

	Yes	No
1 Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1 Yes	
2 Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)?	2 Yes	
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3	No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II	4 Yes	
5 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? If "Yes," complete Schedule C, Part III	5	No
6 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? If "Yes," complete Schedule D, Part I	6	No
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? If "Yes," complete Schedule D, Part II	7	No
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III	8	No
9 Did the organization report an amount in Part X, line 21 for escrow or custodial account liability; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9 Yes	
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10	No
11 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. a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI. 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? If "Yes," complete Schedule D, Part VII c 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? If "Yes," complete Schedule D, Part VIII d 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? If "Yes," complete Schedule D, Part IX e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X f 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)? If "Yes," complete Schedule D, Part X		
11a	Yes	
11b		No
11c		No
11d	Yes	
11e	Yes	
11f	Yes	
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional	12a	No
12b	Yes	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States? 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? If "Yes," complete Schedule F, Parts I and IV	14a	No
14b		No
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? If "Yes," complete Schedule F, Parts II and IV	15	No
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? If "Yes," complete Schedule F, Parts III and IV	16	No
17 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? If "Yes," complete Schedule G, Part I (see instructions)	17 Yes	
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19	No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20a	No
20b		

Part IV Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? If "Yes," complete Schedule I, Parts I and II	21	Yes	
22	Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III	22	Yes	
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? If "Yes," complete Schedule J	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a	24a	Yes	
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		No
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		No
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		No
25a	<b>Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? If "Yes," complete Schedule L, Part I	25a		No
b	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? If "Yes," complete Schedule L, Part I	25b		No
26	Did the organization report any amount on Part X, line 5, 6, or 22 for receivables from or payables to any current or former officers, directors, trustees, key employees, highest compensated employees, or disqualified persons? If "Yes," complete Schedule L, Part II	26	Yes	
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? If "Yes," complete Schedule L, Part III	27		No
28	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):			
a	A current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? If "Yes," complete Schedule L, Part IV	28b		No
c	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 direct or indirect owner? If "Yes," complete Schedule L, Part IV	28c		No
29	Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M	29		No
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? If "Yes," complete Schedule M	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? If "Yes," complete Schedule N, Part II	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I	33	Yes	
34	Was the organization related to any tax-exempt or taxable entity? If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1	34	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a	Yes	
b	If 'Yes' to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2	35b		No
36	<b>Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? If "Yes," complete Schedule R, Part V, line 2	36		No
37	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? If "Yes," complete Schedule R, Part VI	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? <b>Note.</b> All Form 990 filers are required to complete Schedule O.	38	Yes	

Part V

Statements Regarding Other IRS Filings and Tax Compliance

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

		Yes	No
1a	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable		
1b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable		
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?		1c	Yes
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	269
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)		2b	Yes
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?		3a	Yes
b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation in Schedule O		3b	Yes
4a 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, securities account, or other financial account)?		4a	No
b If "Yes," enter the name of the foreign country: See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		5a	No
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		5b	No
c If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		5c	
6a 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 as charitable contributions?		6a	No
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		6b	
7 Organizations that may receive deductible contributions under section 170(c).			
a 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?		7a	No
b If "Yes," did the organization notify the donor of the value of the goods or services provided?		7b	
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		7c	No
d If "Yes," indicate the number of Forms 8282 filed during the year		7d	
e Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		7e	
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		7f	
g If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		7g	
h If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		7h	
8 Sponsoring organizations maintaining donor advised funds.			
Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		8	
9a Did the sponsoring organization make any taxable distributions under section 4966?		9a	
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		9b	
10 Section 501(c)(7) organizations. Enter:			
a Initiation fees and capital contributions included on Part VIII, line 12		10a	
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities		10b	
11 Section 501(c)(12) organizations. Enter:			
a Gross income from members or shareholders		11a	
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)		11b	
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?		12a	
b If "Yes," enter the amount of tax-exempt interest received or accrued during the year.		12b	
13 Section 501(c)(29) qualified nonprofit health insurance issuers.			
a Is the organization licensed to issue qualified health plans in more than one state? <b>Note.</b> See the instructions for additional information the organization must report on Schedule O.		13a	
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans		13b	
c Enter the amount of reserves on hand		13c	
14a Did the organization receive any payments for indoor tanning services during the tax year?		14a	No
b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O		14b	

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 or note to any line in this Part VI

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	18	
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.			
b	Enter the number of voting members included in line 1a, above, who are independent	1b	18	
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	3		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	5		No
6	Did the organization have members or stockholders?	6		No
7a	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?	7a		No
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a	The governing body?	8a	Yes	
b	Each committee with authority to act on behalf of the governing body?	8b	Yes	
9	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	9		No

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

			Yes	No
10a	Did the organization have local chapters, branches, or affiliates?	10a		No
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?	10b		
11a	Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form?	11a	Yes	
b	Describe in Schedule O the process, if any, used by the organization to review this Form 990.			
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes	
13	Did the organization have a written whistleblower policy?	13	Yes	
14	Did the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	Yes	
b	Other officers or key employees of the organization	15b		No
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions).			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a		No
b	If "Yes," 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?	16b		

Section C. Disclosure

17	List the States with which a copy of this Form 990 is required to be filed	MA
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. <input type="checkbox"/> Own website <input checked="" type="checkbox"/> Another's website <input checked="" type="checkbox"/> Upon request <input type="checkbox"/> Other (explain in Schedule O)	
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 during the tax year.	
20	State the name, address, and telephone number of the person who possesses the organization's books and records: DEREK J MORRIS CFO 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 (413) 233-1658	



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

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

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

1a Complete this table for all persons required to be listed. Report compensation for the calendar year ending with or within the organization’s tax year.

- List all of the organization’s **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization’s **current** key employees, if any. See instructions for definition of "key employee."
- List the organization’s five **current** highest compensated employees (other than an officer, director, trustee or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization’s **former** officers, key employees, or highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization’s **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations.

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

Check this box if neither the organization nor any related organization compensated any current officer, director, or trustee.

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(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			
(1) LEEANN PASQUINI ..... DIRECTOR	2.00 .....	X						0	0	0
(2) JESSICA FRAGA ..... VICE CHAIRPERSON	2.00 .....	X		X				0	0	0
(3) TREVIS WRAY ..... VICE CHAIRPERSON	2.00 .....	X		X				0	0	0
(4) GLENN WELCH ..... CHAIRPERSON	2.00 .....	X		X				0	0	0
(5) JAMES SHERBO ..... TREASURER AND VICE CHAIRPE	2.00 .....	X		X				0	0	0
(6) JOANNE CAMPBELL ..... DIRECTOR	2.00 .....	X						0	0	0
(7) BRENDA DOHERTY ..... DIRECTOR	2.00 .....	X						0	0	0
(8) MARTA ALVEREZ ..... DIRECTOR	2.00 .....	X						0	0	0
(9) JOHN DOWNS ..... DIRECTOR	2.00 .....	X						0	0	0
(10) LEONARD UNDERWOOD ..... DIRECTOR	2.00 .....	X						0	0	0
(11) CLARE HIGGINS ..... DIRECTOR	2.00 .....	X						0	0	0
(12) JENNIFER LEYDON ..... DIRECTOR	2.00 .....	X						0	0	0
(13) SARAH SZCZEBAK ..... DIRECTOR	2.00 .....	X						0	0	0
(14) ROSEMARY MORIN ..... DIRECTOR	2.00 .....	X						0	0	0
(15) PASCALE DESIR NON-VOTING ..... ASST. SECRETARY & CHIEF LE	40.00 .....	X		X				120,555	0	5,274
(16) LIDYA RIVERA-EARLY ..... DIRECTOR	2.00 .....	X						0	0	0
(17) JASMINE MATTA-NAYLOR ..... SECRETARY	2.00 .....	X		X				0	0	0

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(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			
(18) GEORGE D ROSA ..... DIRECTOR	2.00 .....	X						0	0	0
(19) JIM HICKSON ..... DIRECTOR	2.00 .....	X						0	0	0
(20) PETER GAGLIARDI ..... PRESIDENT & CEO	40.00 .....			X				251,830	0	10,187
(21) DEREK J MORRIS ..... CHIEF FINANCIAL OFFICER	40.00 .....			X				0	0	0
(22) LAUREEN BORGATTI ..... CHIEF ADMINISTRATIVE OFFIC	40.00 .....			X				118,472	0	10,275
(23) MICHELLE MCADARAGH ..... SR. VP OF REAL ESTATE DEV	40.00 .....					X		111,311	0	755
(24) NANCY RIVERA ..... SR. VP OF RENTAL ASSISTANC	40.00 .....					X		113,880	0	10,227
(25) FAITH WILLIAMS ..... SR. VP OF PROPERTY & ASSET	40.00 .....					X		101,266	0	13,236
(26) LAUREN VOYER ..... SR. VP OF HOUSING SUPPORT	40.00 .....					X		107,065	0	5,159
(27) RUTILIOUS PERKINS ..... PROJECT MANAGER/ATTORNEY	40.00 .....					X		106,291	0	718
(28) PETER GRAHAM ..... PRESIDENT OF MBL HOUSING &	1.00 40.00					X		0	140,937	13,298
(29) MEGAN TALBERT ..... CHIEF DEVELOPMENT OFFICER	1.00 40.00					X		118,314	0	5,274
(30) CHRISTOPHER SIKES ..... PRESIDENT OF COMMON CAPITAL	1.00 40.00					X		0	131,889	5,274
(31) LYNNE WALLACE ..... EXECUTIVE VICE PRESIDENT &	40.00 .....						X	137,844	0	13,298
(32) ROBERT BRAININ ..... CHIEF FINANCIAL OFFICER	40.00 .....						X	129,357	0	12,770

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

1b Sub-Total . . . . .	▶			
c Total from continuation sheets to Part VII, Section A . . . . .	▶			
d Total (add lines 1b and 1c) . . . . .	▶	1,416,185	272,826	105,745

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 ▶ 1 1

		Yes	No
3	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	
4	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	
5	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
KUHN RIDDLE ARCHITECTS  28 AMITY STREET AMHERST, MA 01002	ARCHITECTURE	176,742
DANIEL DENNIS & COMPANY LLP  990 WASHINGTON STREET SUITE 308A DEDHAM, MA 02026	AUDIT AND TAX	156,545
LDA ARCHITECTS LLP  222 THIRD STREET SUITE 3212 CAMBRIDGE, MA 02142	ARCHITECTURE	151,349
DIETZ & CO ARCHITECTS  55 FRANK B MURRAY STREET STE 201 SPRINGFIELD, MA 01103	ARCHITECTURE	140,105

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 ▶ 4



Part VIII

Statement of Revenue

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

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512-514	
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns . . .		1a					
	b Membership dues . . .		1b					
	c Fundraising events . . .		1c					
	d Related organizations		1d					
	e Government grants (contributions)		1e	2,000,000				
	f All other contributions, gifts, grants, and similar amounts not included above		1f	5,440,841				
	g Noncash contributions included in lines 1a-1f:\$ _____							
h Total.Add lines 1a-1f . . . . . ▶				7,440,841				
Program Service Revenue			Business Code					
	2a RENTAL AND CLIENT SUBSIDIES		532000	50,704,505	50,704,505			
	b CONTRACTED REVENUE		531390	16,127,480	16,127,480			
	c PROPERTY MANAGEMENT REVENUE		531310	625,574	625,574			
	d RENTAL REVENUE		531110	568,703	568,703			
	e REAL ESTATE DEVELOPMENT REVENUE		531390	475,611	475,611			
	f All other program service revenue.			1,309,211	1,309,211			
	g Total.Add lines 2a-2f		69,811,084					
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			204,466	176,278		28,188	
	4 Income from investment of tax-exempt bond proceeds ▶							
	5 Royalties . . . . . ▶							
			(i) Real	(ii) Personal				
	6a Gross rents							
	b Less: rental expenses							
	c Rental income or (loss)							
	d Net rental income or (loss) . . . . . ▶							
			(i) Securities	(ii) Other				
	7a Gross amount from sales of assets other than inventory			3,993,000				
	b Less: cost or other basis and sales expenses			52,116				
	c Gain or (loss)			3,940,884				
	d Net gain or (loss) . . . . . ▶		3,940,884			3,875,000	65,884	
	8a Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18 . . . . .		a					
	b Less: direct expenses . . . . .		b					
	c Net income or (loss) from fundraising events . . . . . ▶							
	9a Gross income from gaming activities. See Part IV, line 19 . . . . .		a					
	b Less: direct expenses . . . . .		b					
	c Net income or (loss) from gaming activities . . . . . ▶							
	10a Gross sales of inventory, less returns and allowances . . . . .		a					
b Less: cost of goods sold . . . . .		b						
c Net income or (loss) from sales of inventory . . . . . ▶								
Miscellaneous Revenue		Business Code						
11a								
b								
c								
d All other revenue . . . . .								
e Total. Add lines 11a-11d . . . . . ▶								
12 Total revenue. See Instructions. . . . . ▶		81,397,275			73,862,362	0	94,072	

Part IX Statement of Functional Expenses

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

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

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	691,021	691,021		
2 Grants and other assistance to individuals in the United States. See Part IV, line 22	50,704,505	50,704,505		
3 Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16				
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,006,730		1,006,730	
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	8,693,907	7,469,836	1,062,403	161,668
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)				
9 Other employee benefits	1,498,389	1,298,276	183,733	16,380
10 Payroll taxes	851,859	680,881	160,669	10,309
11 Fees for services (non-employees):				
a Management				
b Legal	6,708	6,708		
c Accounting	109,229	108,453	72	704
d Lobbying	21,499		21,499	
e Professional fundraising services. See Part IV, line 17	84,000			84,000
f Investment management fees				
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	597,690	301,505	218,161	78,024
12 Advertising and promotion	41,754	3,567	38,187	
13 Office expenses	499,809	379,856	99,701	20,252
14 Information technology	131,352	561,449	-435,807	5,710
15 Royalties				
16 Occupancy	885,959	1,053,668	-181,083	13,374
17 Travel	151,891	134,918	15,742	1,231
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	61,962	40,550	21,412	
20 Interest	482,129	196,350	85,369	200,410
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	329,624	133,287	196,337	
23 Insurance	129,382	67,918	61,464	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a BAD DEBT	6,523,811	6,523,811		
b PROGRAM EXPENSES	3,366,843	3,355,160	10,505	1,178
c SUBSIDIARY SUPPORT GRAN	484,696		28,816	455,880
d DUES AND FEES	194,551	43,720	145,255	5,576
e All other expenses	346,162	434,646	-90,587	2,103
25 Total functional expenses. Add lines 1 through 24e	77,895,462	74,190,085	2,648,578	1,056,799
26 Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here <input type="checkbox"/> if following SOP 98-2 (ASC 958-720).				

Part X Balance Sheet

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

			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing . . . . .	11,721,344	1	12,235,101
	2	Savings and temporary cash investments . . . . .		2	
	3	Pledges and grants receivable, net . . . . .		3	
	4	Accounts receivable, net . . . . .	5,301,178	4	5,577,389
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L . . . . .		5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) . . . . .		6	
	7	Complete Part II of Schedule L Notes and loans receivable, net . . . . .	7,887,158	7	19,185,372
	8	Inventories for sale or use . . . . .		8	
	9	Prepaid expenses and deferred charges . . . . .	147,904	9	323,629
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D . . . . .	7,992,867		
	10b	Less: accumulated depreciation . . . . .	3,524,282		
			4,627,260	10c	4,468,585
	11	Investments—publicly traded securities . . . . .		11	
	12	Investments—other securities. See Part IV, line 11 . . . . .	141,510	12	141,510
	13	Investments—program-related. See Part IV, line 11 . . . . .		13	
	14	Intangible assets . . . . .	39,250	14	
15	Other assets. See Part IV, line 11 . . . . .	4,227,959	15	5,688,147	
16	Total assets. Add lines 1 through 15 (must equal line 34) . . . . .	34,093,563	16	47,619,733	
Liabilities	17	Accounts payable and accrued expenses . . . . .	2,622,059	17	2,705,243
	18	Grants payable . . . . .	421,184	18	
	19	Deferred revenue . . . . .	152,763	19	196,649
	20	Tax-exempt bond liabilities . . . . .		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D . . . . .	456,723	21	584,440
	22	Loans and other payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L . . . . .		22	
	23	Secured mortgages and notes payable to unrelated third parties . . . . .	7,590,623	23	15,711,828
	24	Unsecured notes and loans payable to unrelated third parties . . . . .		24	
	25	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 . . . . .	13,067,075	25	15,136,624
	26	Total liabilities. Add lines 17 through 25 . . . . .	24,310,427	26	34,334,784
	Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here <input checked="" type="checkbox"/> and complete lines 27 through 29, and lines 33 and 34.			
27		Unrestricted net assets . . . . .	5,777,025	27	8,007,688
28		Temporarily restricted net assets . . . . .	2,853,866	28	4,125,016
29		Permanently restricted net assets . . . . .	1,152,245	29	1,152,245
Organizations that do not follow SFAS 117 (ASC 958), check here <input type="checkbox"/> and complete lines 30 through 34.					
30		Capital stock or trust principal, or current funds . . . . .		30	
31		Paid-in or capital surplus, or land, building or equipment fund . . . . .		31	
32		Retained earnings, endowment, accumulated income, or other funds . . . . .		32	
33		Total net assets or fund balances . . . . .	9,783,136	33	13,284,949
34		Total liabilities and net assets/fund balances . . . . .	34,093,563	34	47,619,733

Part XI Reconciliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	81,397,275
2	Total expenses (must equal Part IX, column (A), line 25)	2	77,895,462
3	Revenue less expenses. Subtract line 2 from line 1	3	3,501,813
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	9,783,136
5	Net unrealized gains (losses) on investments	5	
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 33,	10	13,284,949

Part XII Financial Statements and Reporting

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

	Yes	No
1 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.		
2a Were the organization's financial statements compiled or reviewed by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		No
b Were the organization's financial statements audited by an independent accountant? If 'Yes,' check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	Yes	
c If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.	Yes	
3a As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	Yes	
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	

**Additional Data**

**Return to Form**

**Software ID:**

**Software Version:**

**Form 990, Special Condition Description:**

**Special Condition Description**

SCHEDULE A  
(Form 990 or 990EZ)

Public Charity Status and Public Support

OMB No. 1545-0047

Department of the Treasury  
Internal Revenue Service

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.  
▶ Information about Schedule A (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

2018

Open to Public Inspection

Name of the organization  
WAY FINDERS INC

Employer identification number  
04-2518368

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 described in **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 in lines 11a through 11d that describes the type of supporting organization and complete lines 11e, 11f, and 11g.
- a

☐

**Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**
- b

☐

**Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**
- c

☐

**Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**
- d

☐

**Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**
- e

☐

Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.
- f

Enter the number of supported organizations . . . . .
- g

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

(i) Name of supported organization	(ii)EIN	(iii) Type of organization (described on lines 1- 9 above or IRC section (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
Total						



**Part II** **Support Schedule for Organizations Described in Sections 170(b)(1)(A)(iv) and 170(b)(1)(A)(vi)**  
(Complete only if you checked the box on line 5, 7, or 8 of Part I or if the organization failed to qualify under Part III. If the organization fails to qualify under the tests listed below, please complete Part III.)

**Section A. Public Support**

Calendar year (or fiscal year beginning in) ►	(a)2010	(b)2011	(c)2012	(d)2013	(e)2018	(f)Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....	811,300	2,041,405	2,793,659	3,833,934	7,440,841	16,921,139
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge..						
<b>4 Total.</b> Add lines 1 through 3	811,300	2,041,405	2,793,659	3,833,934	7,440,841	16,921,139
<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). .						
<b>6 Public support.</b> Subtract line 5 from line 4.						16,921,139

**Section B. Total Support**

Calendar year (or fiscal year beginning in) ►	(a)2010	(b)2011	(c)2012	(d)2013	(e)2018	(f)Total
<b>7</b> Amounts from line 4. .	811,300	2,041,405	2,793,659	3,833,934	7,440,841	16,921,139
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources .....	24,400	1,568,592	302,603	107,399	204,466	2,207,460
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on. .						
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.). .	31,753	103,723				135,476
<b>11 Total support</b> Add lines 7 through 10.						19,264,075

**12** Gross receipts from related activities, etc. (see instructions) . . . . . **12** 332,089,256

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

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

<b>14</b> Public support percentage for 2018 (line 6, column (f) divided by line 11, column (f)) . . . . .	<b>14</b>	87.840 %
<b>15</b> Public support percentage for 2013 Schedule A, Part II, line 14 . . . . .	<b>15</b>	83.390 %

**16a 33 1/3% support test—2018.** 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—2013.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ☐

**17a 10%-facts-and-circumstances test—2018.** 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 VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization . . . . . ☐

**b 10%-facts-and-circumstances test—2013.** 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 VI 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 IIISupport Schedule for Organizations Described in Section 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.)

Calendar year (or fiscal year beginning in) ▶	(a)2010	(b)2011	(c)2012	(d)2013	(e)2018	(f)Total
1Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .						
2Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose . . . . .						
3Gross receipts from activities that are not an unrelated trade or business under section 513. .						
4Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . . .						
5The value of services or facilities furnished by a governmental unit to the organization without charge. .						
6Total. Add lines 1 through 5.						
7aAmounts included on lines 1, 2, and 3 received from disqualified persons. . .						
bAmounts 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.						
cAdd lines 7a and 7b. .						
8Public support (Subtract line 7c from line 6.)						

Calendar year (or fiscal year beginning in) ▶	(a)2010	(b)2011	(c)2012	(d)2013	(e)2018	(f)Total
9Amounts from line 6. . .						
10aGross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources . .						
bUnrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975.						
cAdd lines 10a and 10b.						
11Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on.						
12Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . .						
13Total support. (Add lines 9, 10c, 11, and 12.). .						
14First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here. . . . .						

Section C. Computation of Public Support Percentage		
15Public support percentage for 2018 (line 8, column (f) divided by line 13, column (f)) . . . . .	15	
16Public support percentage from 2013 Schedule A, Part III, line 15 . . . . .	16	

Section D. Computation of Investment Income Percentage		
17Investment income percentage for 2018 (line 10c, column (f) divided by line 13, column (f)) . . . . .	17	
18Investment income percentage from 2013 Schedule A, Part III, line 17 . . . . .	18	
19a33 1/3% support tests—2018. 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 . . . . .		
b33 1/3% support tests—2013. 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 . . . . .		
20Private foundation. If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions . . . . .		

Part IV Supporting Organizations

(Complete only if you checked a box on line 11 of Part I. If you checked 11a of Part I, complete Sections A and B. If you checked 11b of Part I, complete Sections A and C. If you checked 11c of Part I, complete Sections A, D, and E. If you checked 11d of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

		Yes	No
1	Are all of the organization's supported organizations listed by name in the organization's governing documents? If "No," describe in <b>Part VI</b> how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.		
2	Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in <b>Part VI</b> how the organization determined that the supported organization was described in section 509(a)(1) or (2).		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below.		
b	Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in <b>Part VI</b> when and how the organization made the determination.		
c	Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in <b>Part VI</b> what controls the organization put in place to ensure such use.		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes" and if you checked 11a or 11b in Part I, answer (b) and (c) below.		
b	Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.		
c	Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in <b>Part VI</b> , including (i) the names and EIN numbers of the supported organizations added, substituted, or removed, (ii) the reasons for each such action, (iii) the authority under the organization's organizing document authorizing such action, and (iv) how the action was accomplished (such as by amendment to the organizing document).		
b	Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c	Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (a) its supported organizations; (b) individuals that are part of the charitable class benefited by one or more of its supported organizations; or (c) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? If "Yes," provide detail in <b>Part VI</b> .		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in IRC 4958(c)(3)(C)), a family member of a substantial contributor, or a 35-percent controlled entity with regard to a substantial contributor? If "Yes," complete Part I of Schedule L (Form 990) .		
8	Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? If "Yes," complete Part II of Schedule L (Form 990).		
9a	Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If "Yes," provide detail in <b>Part VI</b> .		
b	Did one or more disqualified persons (as defined in line 9(a)) hold a controlling interest in any entity in which the supporting organization had an interest? If "Yes," provide detail in <b>Part VI</b> .		
c	Did a disqualified person (as defined in line 9(a)) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If "Yes," provide detail in <b>Part VI</b> .		
10a	Was the organization subject to the excess business holdings rules of IRC 4943 because of IRC 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If "Yes," answer b below.		
b	Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings).		

Part IV

Supporting Organizations (continued)

- 11
- Has the organization accepted a gift or contribution from any of the following persons?
- a
- A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) below, the governing body of a supported organization?
- b
- A family member of a person described in (a) above?
- c
- A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI.

	Yes	No
11a		
11b		
11c		

Section B. Type I Supporting Organizations

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

	Yes	No
1		
2		

Section C. Type II Supporting Organizations

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

	Yes	No
1		

Section D. All Type III Supporting Organizations

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

	Yes	No
1		
2		
3		

Section E. Type III Functionally-Integrated Supporting Organizations

- 1
- Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions):
- a
- ☐ The organization satisfied the Activities Test. Complete **line 2** below.
- b
- ☐ The organization is the parent of each of its supported organizations. Complete **line 3** below.
- c
- ☐ The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see instructions)

- 2
- Activities Test. Answer (a) and (b) below.

- a
- Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in **Part VI** identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.
- b
- Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more of the organization's supported organization(s) would have been engaged in? If "Yes," explain in **Part VI** the reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement.

- 3
- Parent of Supported Organizations. Answer (a) and (b) below.

- a
- Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? Provide details in Part VI.
- b
- Did the organization exercise a substantial degree of direction over the policies, programs and activities of each of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard.

	Yes	No
2a		
2b		
3a		
3b		

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

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

**Section A - Adjusted Net Income**

	(A) Prior Year	(B) Current Year (optional)
<b>1</b> Net short-term capital gain	<b>1</b>	
<b>2</b> Recoveries of prior-year distributions	<b>2</b>	
<b>3</b> Other gross income (see instructions)	<b>3</b>	
<b>4</b> Add lines 1 through 3	<b>4</b>	
<b>5</b> Depreciation and depletion	<b>5</b>	
<b>6</b> Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	<b>6</b>	
<b>7</b> Other expenses (see instructions)	<b>7</b>	
<b>8 Adjusted Net Income</b> (subtract lines 5, 6 and 7 from line 4)	<b>8</b>	

**Section B - Minimum Asset Amount**

	(A) Prior Year	(B) Current Year
<b>1</b> Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):	<b>1</b>	
<b>a</b> Average monthly value of securities	<b>1a</b>	
<b>b</b> Average monthly cash balances	<b>1b</b>	
<b>c</b> Fair market value of other non-exempt-use assets	<b>1c</b>	
<b>d Total</b> (add lines 1a, 1b, and 1c)	<b>1d</b>	
<b>e Discount</b> claimed for blockage or other factors (explain in detail in Part VI):		
<b>2</b> Acquisition indebtedness applicable to non-exempt use assets	<b>2</b>	
<b>3</b> Subtract line 2 from line 1d	<b>3</b>	
<b>4</b> Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions).	<b>4</b>	
<b>5</b> Net value of non-exempt-use assets (subtract line 4 from line 3)	<b>5</b>	
<b>6</b> Multiply line 5 by .035	<b>6</b>	
<b>7</b> Recoveries of prior-year distributions	<b>7</b>	
<b>8 Minimum Asset Amount</b> (add line 7 to line 6)	<b>8</b>	

**Section C - Distributable Amount**

		Current Year
<b>1</b> Adjusted net income for prior year (from Section A, line 8, Column A)	<b>1</b>	
<b>2</b> Enter 85% of line 1	<b>2</b>	
<b>3</b> Minimum asset amount for prior year (from Section B, line 8, Column A)	<b>3</b>	
<b>4</b> Enter greater of line 2 or line 3	<b>4</b>	
<b>5</b> Income tax imposed in prior year	<b>5</b>	
<b>6 Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions)	<b>6</b>	
<b>7</b> <input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally-integrated Type III supporting organization (see instructions)		

Section D - Distributions	Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	
4 Amounts paid to acquire exempt-use assets	
5 Qualified set-aside amounts (prior IRS approval required)	
6 Other distributions (describe in Part VI). See instructions	
7 Total annual distributions. Add lines 1 through 6.	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions	
9 Distributable amount for 2018 from Section C, line 6	
10 Line 8 amount divided by Line 9 amount	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2018	(iii) Distributable Amount for 2018
1 Distributable amount for 2018 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2018 (reasonable cause required--see instructions)			
3 Excess distributions carryover, if any, to 2018:			
a From 2009. . . . . X			
b From 2010. . . . . X			
c From 2011. . . . . X			
d From 2012. . . . . X			
e From 2013. . . . .			
f Total of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2018 distributable amount			
i Carryover from 2009 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4 Distributions for 2018 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2018 distributable amount			
c Remainder. Subtract lines 4a and 4b from 4.			
5 Remaining underdistributions for years prior to 2018, if any. Subtract lines 3g and 4a from line 2 (if amount greater than zero, see instructions)			
6 Remaining underdistributions for 2018. Subtract lines 3h and 4b from line 1 (if amount greater than zero, see instructions)			
7 Excess distributions carryover to 2015. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a From 2010. . . . . X			
b From 2011. . . . . X			
c From 2012. . . . . X			
d From 2013. . . . .			
e From 2018. . . . .			



**Part VI**   **Supplemental Information.**

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

**Facts And Circumstances Test**

Return Reference

Explanation

## Additional Data

[Return to Form](#)

Software ID:

Software Version:

<div>Schedule B</div> <div>(Form 990, 990-EZ, or 990-PF)</div> <div>Department of the Treasury Internal Revenue Service</div>	<div>Schedule of Contributors</div> <div>▶ Attach to Form 990, 990-EZ, or 990-PF.</div> <div>▶ Information about Schedule B (Form 990, 990-EZ, or 990-PF) and its instructions is at <a href="http://www.irs.gov/form990">www.irs.gov/form990</a>.</div>	<div>OMB No. 1545-0047</div> <div>2018</div>
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<div>Name of the organization</div> <div>WAY FINDERS INC</div>	<div>Employer identification number</div> <div>04-2518368</div>
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Organization type (check one):

<div>Filers of:</div> <div>Form 990 or 990-EZ</div>	<div>Section:</div> <div><input type="checkbox"/> 501(c)( ) (enter number) organization</div> <div><input type="checkbox"/> 4947(a)(1) nonexempt charitable trust <b>not</b> treated as a private foundation</div> <div><input type="checkbox"/> 527 political organization</div>
<div>Form 990-PF</div>	<div><input type="checkbox"/> 501(c)(3) exempt private foundation</div> <div><input type="checkbox"/> 4947(a)(1) nonexempt charitable trust treated as a private foundation</div> <div><input type="checkbox"/> 501(c)(3) taxable private foundation</div>

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

General Rule

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

Special Rules

- ☐ For an organization described in section 501(c)(3) filing Form 990 or 990-EZ that met the 33<sup>1</sup>/<sub>3</sub>% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 or 990-EZ), Part II, line 13, 16a, or 16b, and that received from any one contributor, during the year, total contributions of the greater of (1) \$5,000 or (2) 2% of the amount on (i) Form 990, Part VIII, line 1h, or (ii) Form 990-EZ, line 1. Complete Parts I and II.
- ☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than \$1,000 *exclusively* for religious, charitable, scientific, literary, or educational purposes, or for the prevention of cruelty to children or animals. Complete Parts I, II, and III.
- ☐ For an organization described in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions *exclusively* for religious, charitable, etc., purposes, but no such contributions totaled more than \$1,000. If this box is checked, enter here the total contributions that were received during the year for an *exclusively* religious, charitable, etc., purpose. Do not complete any of the parts unless the **General Rule** applies to this organization because it received *nonexclusively* religious, charitable, etc., contributions totaling \$5,000 or more during the year . . . . . ▶ \$ \_\_\_\_\_

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

<b>Name of organization</b> WAY FINDERS INC	<b>Employer identification number</b> 04-2518368
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Part I Contributors (see instructions). Use duplicate copies of Part I if additional space is needed.			
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
RESTRICTED		\$ RESTRICTED	Person <input type="checkbox"/>
			Payroll <input type="checkbox"/>
			Noncash <input type="checkbox"/>
(Complete Part II for noncash contributions.)			
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
.		\$	Person <input type="checkbox"/>
			Payroll <input type="checkbox"/>
			Noncash <input type="checkbox"/>
(Complete Part II for noncash contributions.)			
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
.		\$	Person <input type="checkbox"/>
			Payroll <input type="checkbox"/>
			Noncash <input type="checkbox"/>
(Complete Part II for noncash contributions.)			
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
.		\$	Person <input type="checkbox"/>
			Payroll <input type="checkbox"/>
			Noncash <input type="checkbox"/>
(Complete Part II for noncash contributions.)			
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
.		\$	Person <input type="checkbox"/>
			Payroll <input type="checkbox"/>
			Noncash <input type="checkbox"/>
(Complete Part II for noncash contributions.)			
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
.		\$	Person <input type="checkbox"/>
			Payroll <input type="checkbox"/>
			Noncash <input type="checkbox"/>
(Complete Part II for noncash contributions.)			
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
.		\$	Person <input type="checkbox"/>
			Payroll <input type="checkbox"/>
			Noncash <input type="checkbox"/>
(Complete Part II for noncash contributions.)			

**Employer identification number**  
04-2518368

**Part II** **Noncash Property** (see instructions). Use duplicate copies of Part II if additional space is needed.

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

<b>Name of organization</b> WAY FINDERS INC	<b>Employer identification number</b> 04-2518368
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**Part III**

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

Use duplicate copies of Part III if additional space is needed.

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



# Additional Data

[Return to Form](#)

Software ID:

Software Version:

SCHEDULE C

(Form 990 or 990-EZ)

Department of the Treasury

Internal Revenue Service

Political Campaign and Lobbying Activities

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.

▶Information about Schedule C (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

2018

Open to Public Inspection

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) (see separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (see separate instructions), then

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

Name of the organization WAY FINDERS INC	Employer identification number 04-2518368
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Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1	Provide a description of the organization's direct and indirect political campaign activities in Part IV.	
2	Political 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? .....	<input type="checkbox"/> Yes <input type="checkbox"/> No
4a	Was a correction made? .....	<input type="checkbox"/> Yes <input type="checkbox"/> No
b	If "Yes," describe in Part IV.	

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

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

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

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.

Limits on Lobbying Expenditures (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.		
<b>If the amount on line 1e, column (a) or (b) is:</b>			
<b>The lobbying nontaxable amount is:</b>			
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 separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2011	(b) 2012	(c) 2013	(d) 2018	(e) Total
<b>2a</b> Lobbying nontaxable amount					
<b>b</b> Lobbying ceiling amount (150% of line 2a, column(e))					
<b>c</b> Total lobbying expenditures					
<b>d</b> Grassroots nontaxable amount					
<b>e</b> Grassroots ceiling amount (150% of line 2d, column (e))					
<b>f</b> Grassroots lobbying expenditures					

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

For each "Yes" response to lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.

Yes	(a) (b)	
	No	Amount
	No	
Yes		
	No	
Yes		1,494
	No	
	No	
Yes		39,569
	No	
	No	
		41,063
	No	

- 1** During the year, did the filing organization attempt to influence foreign, national, state or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:
- a** Volunteers? .....
- b** Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? ....
- c** Media advertisements? .....
- d** Mailings to members, legislators, or the public? .....
- e** Publications, or published or broadcast statements? .....
- f** Grants to other organizations for lobbying purposes? .....
- g** Direct contact with legislators, their staffs, government officials, or a legislative body? .....
- h** Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? .....
- i** Other activities? .....
- j** Total. Add lines 1c through 1i .....
- 2a** Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? ....
- b** If "Yes," enter the amount of any tax incurred under section 4912 .....
- c** If "Yes," enter the amount of any tax incurred by organization managers under section 4912 ....
- d** If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? .....

**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 carry over 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) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" OR (b) Part III-A, line 3, is answered "Yes."**

<b>1</b> Dues, assessments and similar amounts from members .....	<b>1</b>	
<b>2</b> Section 162(e) nondeductible 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**

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

Return Reference	Explanation
PART II-B, LINE 1:	LOBBYING ACTIVITIES CONSISTED OF SENDING LETTERS TO GOVERNMENT OFFICIALS AND LEGISLATORS AND MEETING WITH OR CALLING GOVERNMENT OFFICIALS AND LEGISLATORS.

**Additional Data**

**Return to Form**

**Software ID:**

**Software Version:**

SCHEDULE D  
(Form 990)

Supplemental Financial Statements

OMB No. 1545-0047

2018

Open to Public Inspection

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

Information about Schedule D (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

Name of the organization  
WAY FINDERS INC

Employer identification number  
04-2518368

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.

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

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).  
☐ Preservation of land for public use (e.g., recreation or education) ☐ Preservation of an historically important land area  
☐ Protection of natural habitat ☐ Preservation of a certified historic structure  
☐ Preservation of open space

2

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

	Held at the End of the Year
a	2a
b	2b
c	2c
d	2d

3

Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax 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? . . . . . ☐ Yes ☐ No

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 section 170(h)(4)(B)(ii)? . . . . . ☐ Yes ☐ No

9

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

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a

If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items.

b

If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:  
(i) Revenue included in Form 990, Part VIII, line 1 . . . . . ► \$  
(ii) Assets included in Form 990, Part X . . . . . ► \$

2

If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:  
a Revenue included in Form 990, Part VIII, line 1 . . . . . ► \$  
b Assets included in Form 990, Part X . . . . . ► \$

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

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

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

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

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

**Part IV Escrow and Custodial Arrangements.**

Complete if the organization answered "Yes" 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 XIII and complete the following table:

**c** Beginning balance . .

**d** Additions during the year . . . . .

**e** Distributions during the year . . . . .

**f** Ending balance . . . . .

	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, for escrow or custodial account liability? ☒ **Yes** ☐ **No**

**b** If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided in Part XIII . . . . . ☒

**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 . . . . .					
<b>b</b> Contributions . . . . .					
<b>c</b> Net investment earnings, gains, and losses					
<b>d</b> Grants or scholarships . . . . .					
<b>e</b> Other expenditures for facilities and programs . . . . .					
<b>f</b> Administrative expenses . . . . .					
<b>g</b> End of year balance . . . . .					

**2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:

- a** Board designated or quasi-endowment ▶ .....
- b** Permanent endowment ▶ .....
- c** Temporarily restricted endowment ▶ .....

The percentages in lines 2a, 2b, and 2c should equal 100%.

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

- (i)** unrelated organizations . . . . .
- (ii)** related organizations . . . . .

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

	Yes	No
<b>3a(i)</b>		
<b>3a(ii)</b>		
<b>3b</b>		

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

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

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

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
<b>1a</b> Land . . . . .		561,000		561,000
<b>b</b> Buildings		5,083,093	1,672,473	3,410,620
<b>c</b> Leasehold improvements		35,184	23,182	12,002
<b>d</b> Equipment . . . . .		1,880,645	1,540,449	340,196
<b>e</b> Other . . . . .		432,945	288,178	144,767
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10(c).) . . . ▶				4,468,585

**Part VII Investments—Other Securities.** Complete if the organization answered 'Yes' to Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation : Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
Other		
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶		

<b>Part VIII</b>	<b>Investments—Program Related.</b> Complete if the organization answered 'Yes' to Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
<b>Total.</b> (Column (b) must equal Form 990, Part X, col.(B) line 13.)		

**Part IX Other Assets.** Complete if the organization answered 'Yes' to Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) WORK IN PROGRESS	5,688,147
<b>Total.</b> (Column (b) must equal Form 990, Part X, col.(B) line 15.) . . . . . ►	5,688,147

**Part X Other Liabilities.** Complete if the organization answered 'Yes' to Form 990, Part IV, line 11e or 11f. See Form 990, Part X, line 25.

1.	(a) Description of liability	(b) Book value
	Federal income taxes	
	CONTRACT ADVANCES	15,136,624
Total. (Column (b) must equal Form 990, Part X, col.(B) line 25.)		15,136,624

**2. Liability for uncertain tax positions.** In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC 740). Check here if the text of the footnote has been provided in Part XIII ☒



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

Complete if the organization answered 'Yes' to Form 990, Part IV, line 12a.

<b>1</b>	Total revenue, gains, and other support per audited financial statements . . . . .		<b>1</b>	
<b>2</b>	Amounts included on line 1 but not on Form 990, Part VIII, line 12:			
<b>a</b>	Net unrealized gains (losses) on investments . . . . .	<b>2a</b>		
<b>b</b>	Donated services and use of facilities . . . . .	<b>2b</b>		
<b>c</b>	Recoveries of prior year grants . . . . .	<b>2c</b>		
<b>d</b>	Other (Describe in Part XIII.) . . . . .	<b>2d</b>		
<b>e</b>	Add lines <b>2a</b> through <b>2d</b> . . . . .		<b>2e</b>	
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b> . . . . .		<b>3</b>	
<b>4</b>	Amounts included on Form 990, Part VIII, line 12, but not on line <b>1</b> :			
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b . . . . .	<b>4a</b>		
<b>b</b>	Other (Describe in Part XIII.) . . . . .	<b>4b</b>		
<b>c</b>	Add lines <b>4a</b> and <b>4b</b> . . . . .		<b>4c</b>	
<b>5</b>	Total revenue. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 12.) . . . . .		<b>5</b>	

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

Complete if the organization answered 'Yes' to Form 990, Part IV, line 12a.

<b>1</b>	Total expenses and losses per audited financial statements . . . . .		<b>1</b>	
<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>		
<b>b</b>	Prior year adjustments . . . . .	<b>2b</b>		
<b>c</b>	Other losses . . . . .	<b>2c</b>		
<b>d</b>	Other (Describe in Part XIII.) . . . . .	<b>2d</b>		
<b>e</b>	Add lines <b>2a</b> through <b>2d</b> . . . . .		<b>2e</b>	
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b> . . . . .		<b>3</b>	
<b>4</b>	Amounts included on Form 990, Part IX, line 25, but not on line <b>1</b> :			
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b . . . . .	<b>4a</b>		
<b>b</b>	Other (Describe in Part XIII.) . . . . .	<b>4b</b>		
<b>c</b>	Add lines <b>4a</b> and <b>4b</b> . . . . .		<b>4c</b>	
<b>5</b>	Total expenses. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 18.) . . . . .		<b>5</b>	

**Part XIII Supplemental Information**

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

Return Reference	Explanation
PART IV, LINE 2B:	THE ORGANIZATION HOLDS \$24,278 IN TENANT SECURITY DEPOSITS THAT ARE COLLECTED UPON MOVE IN TO A HOUSING UNIT. THE DEPOSIT IS REFUNDED LESS ANY SIGNIFICANT DAMAGES OR BACK RENT UPON TENANT MOVE OUT. THE ORGANIZATION HOLDS \$499,908 AND \$59,655 IN FUNDS FOR CLIENTS WHO PARTICIPATE IN THE FSS PROGRAM FUNDED BY THE U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT AND MASS LEAP PROGRAM FUNDED BY THE COMMONWEALTH OF MASSACHUSETTS, RESPECTIVELY. FUNDS ARE HELD BY THE ORGANIZATION UNTIL THE CLIENT COMPLETES THE PROGRAM UPON WHICH THE FUNDS ARE DISBURSED TO THE CLIENT. IF THE CLIENT DOES NOT COMPLETE THE PROGRAM, THE FUNDS ARE RETURNED TO THE U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT OR COMMONWEALTH OF MASSACHUSETTS, RESPECTIVELY.
PART X, LINE 2:	WAY FINDERS EVALUATES TAX POSITIONS TAKEN OR EXPECTED TO BE TAKEN IN ITS TAX RETURNS TO DETERMINE WHETHER THE TAX POSITIONS ARE "MORE-LIKELY-THAN-NOT" OF BEING SUSTAINED BY THE APPLICABLE TAX AUTHORITY. AT JUNE 30, 2019, WAY FINDERS BELIEVES THAT IT HAS NO UNCERTAIN TAX POSITIONS WITHIN ITS OPEN TAX RETURNS (2016-2018).

## Additional Data

[Return to Form](#)

Software ID:

Software Version:

SCHEDULE G  
(Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

Supplemental Information Regarding  
Fundraising or Gaming Activities

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.  
▶ Information about Schedule G (Form 990 or 990-EZ) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

2018

Open to Public Inspection

Name of the organization  
WAY FINDERS INC

Employer identification number  
04-2518368

Part I Fundraising Activities

Complete if the organization answered "Yes" to Form 990, Part IV, line 17.  
Form 990-EZ filers are not required to complete this part.

- 1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.
- a ☒ Mail solicitations

e ☒ Solicitation of non-government grants

b ☒ Internet and email solicitations

f ☒ Solicitation of government grants

c ☒ Phone solicitations

g ☐ Special fundraising events

d ☒ In-person solicitations
- 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.

(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			
1 JORDAN CONSULTING AND COMMUNICATION 11 INGERSOLL GROVE  SPRINGFIELD, MA 01109	STATE AND MUNICIPAL CAPITAL CAMPAIGN STRATEGY		No	0	84,000	0
2						
3						
4						
5						
6						
7						
8						
9						
10						
Total ▶					84,000	

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

Part II Fundraising Events. Complete if the organization answered "Yes" to Form 990, Part IV, line 18, or reported more than \$15,000 of fundraising event contributions and gross income on Form 990-EZ, lines 1 and 6b. List events with gross receipts greater than \$5,000.

Revenue		(a)Event #1	(b) Event #2	(c)Other events	(d)
		(event type)	(event type)	(total number)	Total events (add col. (a) through col. (c))
	1 Gross receipts . . . . .				
	2 Less: Contributions . . . . .				
	3 Gross income (line 1 minus line 2) . . . . .				
Direct Expenses	4 Cash prizes . . . . .				
	5 Noncash prizes . . . . .				
	6 Rent/facility costs . . . . .				
	7 Food and beverages . . . . .				
	8 Entertainment . . . . .				
	9 Other direct expenses . . . . .				
	10 Direct expense summary. Add lines 4 through 9 in column (d) . . . . . ▶				
	11 Net income summary. Subtract line 10 from line 3, column (d) . . . . . ▶				

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.

Revenue		(a) Bingo	(b) Pull tabs/Instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col.(a) through col.(c))
Direct Expenses	1 Gross revenue . . . . .				
	2 Cash prizes . . . . .				
	3 Noncash prizes . . . . .				
	4 Rent/facility costs . . . . .				
	5 Other direct expenses . . . . .				
	6 Volunteer labor . . . . .	<input type="checkbox"/> Yes _____%.. <input type="checkbox"/> No	<input type="checkbox"/> Yes _____%.. <input type="checkbox"/> No	<input type="checkbox"/> Yes _____%.. <input type="checkbox"/> No	
	7 Direct expense summary. Add lines 2 through 5 in column (d) . . . . . ▶				
	8 Net gaming income summary. Subtract line 7 from line 1, column (d). . . . . ▶				
9 Enter the state(s) in which the organization conducts gaming activities:_____					
a Is the organization licensed to conduct gaming activities in each of these states? . . . . . <input type="checkbox"/> Yes <input type="checkbox"/> No					
b If "No," explain: _____					
_____					
_____					
10a Were any of the organization's gaming licenses revoked, suspended or terminated during the tax year? . . . <input type="checkbox"/> Yes <input type="checkbox"/> No					
b If "Yes," explain: _____					
_____					
_____					

11

Does the organization conduct gaming activities with nonmembers?

☐ Yes ☐ No

12

Is the organization a grantor, beneficiary or trustee of a trust or a member of a partnership or other entity formed to administer charitable gaming?

☐ Yes ☐ No

13

Indicate the percentage of gaming activity conducted in:

a	The organization's facility	13a	%
b	An outside facility	13b	%

14

Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶ -----

Address ▶ -----

15a

Does the organization have a contract with a third party from whom the organization receives gaming revenue?

☐ Yes ☐ No

b

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

c

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

Name ▶ -----

Address ▶ -----

16

Gaming manager information:

Name ▶ -----

Gaming manager compensation ▶ \$ -----

Description of services provided ▶ -----

☐ Director/officer                      ☐ Employee                      ☐ Independent contractor

17

Mandatory distributions:

a

Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license?

☐ Yes ☐ No

b

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

Part IV

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

Return Reference	Explanation
SCHEDULE G, PART I, LINE 2B, COLUMN (V)	MONTHLY PAYMENTS MADE FOR SERVICES PROVIDED REGARDING STRATEGY TO PURSUE STATE AND MUNICIPAL FUNDING OPPORTUNITIES FOR NEW HOUSING CENTER.

efile Public Visual Render

ObjectId: 001 - Submission: 2015-01-16

TIN: 20-5478191

Schedule I  
(Form 990)

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

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

▶ Information about Schedule I (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

2018

Open to Public  
Inspection

Department of the  
Treasury  
Internal Revenue Service

Name of the organization  
WAY FINDERS INC

Employer identification number  
04-2518368

Part I

General Information on Grants and Assistance

1

Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? . . . . .

Yes

No

2

Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II

Grants and Other Assistance to Domestic Organizations and Domestic Governments.

Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
(1) REGIONAL HOUSING NETWORK OF MASSACHUSETTS 18 TREMONT STREET SUITE 401 BOSTON,MA 02108	04-3190773	501(C)(3)	18,848				HOUSING CONSUMER EDUCATION
(2) VALLEY OPPORTUNITY COUNCIL 35 MT CARMEL AVE CHICOPEE,MA 01013	04-2692763	501(C)(3)	58,000				STABILIZATION SERVICES FOR HOMELESS FAMILIES
(3) VALLEY OPPORTUNITY COUNCIL 35 MT CARMEL AVE CHICOPEE,MA 01013	04-2692763	501(C)(3)	507,219				EMERGENCY SHELTER & STABILIZATION SERVICES
(4) SPRINGFIELD DAY NURSERY 1095 MAIN STREET SPRINGFIELD,MA 01103	04-2103855	501(C)(3)	50,000				MOMSQUAD FOR HOMELESS FAMILIES
(5) HOLYOKE COMMUNITY COLLEGE 330 HOMESTEAD AVENUE HOLYOKE,MA 01040	04-2719849		31,954				MASS LEAP PROGRAM
(6) BEHAVIORAL HEALTH NETWORK INC 417 LIBERTY STREET SPRINGFIELD,MA 01104	04-2103756	501(C)(3)	12,500				ACO PARTNER PAYMENT
(7) MERCY HOSPITAL INC 271 CAREW STREET SPRINGFIELD,MA 01104	44-0552485	501(C)(3)	12,500				ACO PARTNER PAYMENT
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

2

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

7

3

Enter total number of other organizations listed in the line 1 table . . . . .

0

Part III

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

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of non-cash assistance
(1) ASSISTANCE PAYMENTS UNDER FEDERAL & STATE FUNDED GRANT PROGRAMS THAT PROVIDE HOUSING, EMERGENCY SHELTER AND BASIC NEEDS ASSISTANCE TO INDIVIDUALS AND FAMILIES.	6194	50,704,505			
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					
(7)					

Part IV

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

Return Reference	Explanation
PART I, LINE 2:	WAY FINDERS FOLLOWS THE GUIDELINES ESTABLISHED BY THE U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT, THE COMMONWEALTH OF MASSACHUSETTS, AND THE UNIFORM GUIDANCE TO ISSUE AND MONITOR THE BENEFITS AWARDED UNDER FEDERAL AND STATE PROGRAMS.

**Additional Data**

**Return to Form**

**Software ID:**  
**Software Version:**



Schedule J  
(Form 990)

Department of the Treasury  
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees  
▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 23.  
▶ Attach to Form 990.  
▶ Information about Schedule J (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

2018

Open to Public Inspection

Name of the organization  
WAY FINDERS INC

Employer identification number  
04-2518368

Part I

Questions Regarding Compensation

		Yes	No
1a	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. <div><div><input type="checkbox"/> First-class or charter travel</div><div><input type="checkbox"/> Travel for companions</div><div><input type="checkbox"/> Tax idemnification and gross-up payments</div><div><input type="checkbox"/> Discretionary spending account</div><div><input type="checkbox"/> Housing allowance or residence for personal use</div><div><input type="checkbox"/> Payments for business use of personal residence</div><div><input type="checkbox"/> Health or social club dues or initiation fees</div><div><input type="checkbox"/> Personal services (e.g., maid, chauffeur, chef)</div></div>		
1b	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 of the expenses described above? If "No," complete Part III to explain . . . . .		
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, officers, including the CEO/Executive Director, regarding the items checked in line 1a? . . .		
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III. <div><div><input checked="" type="checkbox"/> Compensation committee</div><div><input type="checkbox"/> Written employment contract</div><div><input type="checkbox"/> Independent compensation consultant</div><div><input type="checkbox"/> Compensation survey or study</div><div><input type="checkbox"/> Form 990 of other organizations</div><div><input type="checkbox"/> Approval by the board or compensation committee</div></div>		
4	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: <div><div>a Receive a severance payment or change-of-control payment?</div><div>b Participate in, or receive payment from, a supplemental nonqualified retirement plan?</div><div>c Participate in, or receive payment from, an equity-based compensation arrangement?</div></div> If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.  Only 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.	Yes	No
5a	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: a The organization? . . . . .		No
5b	b Any related organization? If "Yes," to line 5a or 5b, describe in Part III.		No
6a	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: a The organization? . . . . .		No
6b	b Any related organization? . . . . . If "Yes," to line 6a or 6b, describe in Part III.		No
7	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 . . . . .		No
8	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 Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III . . . . .		No
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)? . . . . .		

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

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

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

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column(B) reported as deferred in prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
1PETER GAGLIARDIPRESIDENT & CEO	(i)	251,830	0	0	0	10,187	262,017	0
	(ii)	0	0	0	0	0	0	0
2PETER GRAHAMPRESIDENT OF MBL HOUSING &	(i)	0	0	0	0	0	0	0
	(ii)	140,937	0	0	0	13,298	154,235	0
3LYNNE WALLACEEXECUTIVE VICE PRESIDENT &	(i)	137,844	0	0	0	13,298	151,142	0
	(ii)	0	0	0	0	0	0	0
4ROBERT BRAININCHIEF FINANCIAL OFFICER	(i)	129,357	0	0	0	12,770	142,127	0
	(ii)	0	0	0	0	0	0	0

**Part III**   **Supplemental Information**

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

Return Reference	Explanation
PART I, LINE 3	THE COMPENSATION OF THE CHIEF EXECUTIVE OFFICER IS ESTABLISHED AND APPROVED BY THE BOARD. THE BOARD DELEGATES APPROVAL OF THE COMPENSATION OF OTHER TOP MANAGEMENT OFFICIALS, WHICH IS THEN REVIEWED BY A COMMITTEE OF THE BOARD.
PART I, LINE 4A	CHRISTOPHER SIKES'S (THE FORMER CEO OF COMMON CAPITAL, INC.) EMPLOYMENT CONTRACT WITH WAY FINDERS WAS TERMINATED EFFECTIVE JUNE 30, 2019. AS PART OF THE EARLY TERMINATION, A PAYMENT OF \$150,000 WAS MADE TO CHRISTOPHER SIKES.

**Additional Data**

**Return to Form**

**Software ID:**  
**Software Version:**

Schedule K  
(Form 990)

Department of the Treasury  
Internal Revenue Service

Name of the organization  
WAY FINDERS INC

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 Part VI.  
▶ Attach to Form 990.  
▶ Information about Schedule K (Form 990) and its instructions is at [www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

2018

Open to Public Inspection

Employer identification number  
04-2518368

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 MASSACHUSETTS DEVELOPMENT FINACE AGENCY	04-3431814	NONEAVAIL	12-20-2018	6,960,000	FACILITY CONSTRUCTION		X		X		X

Part II		Proceeds							
		A		B		C		D	
1	Amount of bonds retired . . . . .								
2	Amount of bonds legally defeased . . . . .								
3	Total proceeds of issue . . . . .	6,960,000							
4	Gross proceeds in reserve funds . . . . .								
5	Capitalized interest from proceeds . . . . .								
6	Proceeds in refunding escrows . . . . .								
7	Issuance costs from proceeds . . . . .								
8	Credit enhancement from proceeds . . . . .								
9	Working capital expenditures from proceeds . . . . .								
10	Capital expenditures from proceeds . . . . .	1,552,695							
11	Other spent proceeds . . . . .								
12	Other unspent proceeds . . . . .	5,407,305							
13	Year of substantial completion . . . . .	2019							
		Yes	No	Yes	No	Yes	No	Yes	No
14	Were the bonds issued as part of a current refunding issue? . . . .								
15	Were the bonds issued as part of an advance refunding issue? . . . .								
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
3a	Are there any management or service contracts that may result in private business use of bond-financed property? . . . . .		X						
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?								
c	Are there any research agreements that may result in private business use of bond-financed property? . . . . .		X						
d	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?								
4	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 . . . . ▶								
5	Enter the percentage of financed property used in a private business use as a result of unrelated trade or business activity carried on by your organization, another section 501(c)(3) organization, or a state or local government . . . . . ▶								
6	Total of lines 4 and 5 . . . . .								
7	Does the bond issue meet the private security or payment test? . . .		X						
8a	Has there been a sale or disposition of any of the bond-financed property to a nongovernmental person other than a 501(c)(3) organization since the bonds were issued? . . . . .		X						
b	If "Yes" to line 8a, enter the percentage of bond-financed property sold or disposed of. . .								
c	If "Yes" to line 8a, was any remedial action taken pursuant to Regulations sections 1.141-12 and 1.145-2? . . . . .								
9	Has the organization established written procedures to ensure that all nonqualified bonds of the issue are remediated in accordance with the requirements under Regulations sections 1.141-12 and 1.145-2? . . . . .		X						

Part IV

Arbitrage

		A		B		C		D	
		Yes	No	Yes	No	Yes	No	Yes	No
1	Has the issuer filed Form 8038-T, Arbitrage Rebate, Yield Reduction and Penalty in Lieu of Arbitrage Rebate? . . . .		X						
2	If "No" to line 1, did the following apply? . . . .								
a	Rebate not due yet? . . . . .		X						
b	Exception to rebate? . . . . .		X						
c	No rebate due? . . . . .		X						
	If "Yes" to line 2c, provide in Part VI the date the rebate computation was performed . . . . .								
3	Is the bond issue a variable rate issue? . . . . .	X							
4a	Has the organization or the governmental issuer entered into a qualified hedge with respect to the bond issue?		X						
b	Name of provider . . . . .								
c	Term of hedge . . . . .								
d	Was the hedge superintegrated? . . . . .								
e	Was the hedge terminated? . . . . .								

**Part IV Arbitrage** (Continued)

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

**Part V Procedures To Undertake Corrective Action**

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

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

Return Reference	Explanation
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**Additional Data**

[Return to Form](#)

**Software ID:**  
**Software Version:**





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

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

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

**Part V Supplemental Information**

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

Return Reference	Explanation
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## Additional Data

[Return to Form](#)

**Software ID:**

**Software Version:**

**SCHEDULE O**  
(Form 990 or 990-EZ)Department of the Treasury  
Internal Revenue Service**Supplemental Information to Form 990 or 990-EZ**Complete to provide information for responses to specific questions on  
Form 990 or 990-EZ or to provide any additional information.

▶ Attach to Form 990 or 990-EZ.

▶ Information about Schedule O (Form 990 or 990-EZ) and its instructions is at  
[www.irs.gov/form990](http://www.irs.gov/form990).

OMB No. 1545-0047

**2018****Open to Public  
Inspection**Name of the organization  
WAY FINDERS INC

Employer identification number

04-2518368

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11B	THE FORM 990 IS REVIEWED BY THE EXECUTIVE DIRECTOR, CAO, CFO AND THE FINANCE & AUDIT COMMITTEE. A COPY OF FORM 990 IS DISTRIBUTED TO BOARD MEMBERS BEFORE IT IS FILED WITH THE IRS.
FORM 990, PART VI, SECTION B, LINE 12C	THE BOARD OF DIRECTORS AND KEY EMPLOYEES ARE ASKED TO SUBMIT A CONFLICT OF INTEREST STATEMENT ANNUALLY.
FORM 990, PART VI, SECTION B, LINE 15A	THE COMPENSATION OF THE CHIEF EXECUTIVE OFFICER IS ESTABLISHED AND APPROVED BY THE BOARD.
FORM 990, PART VI, SECTION C, LINE 19	DOCUMENTS ARE AVAILBLE BY REQUEST TO DEREK J. MORRIS, CFO, WAY FINDERS, INC., 120 MAPLE STREET, 4TH FLOOR, SPRINGFIELD, MA 01103.
FORM 990 PART XII LINE 2C	THIS PROCESS HAS NOT CHANGED FROM PRIOR YEAR.

# Additional Data

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Software ID:

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Part I

Identification of Disregarded Entities

Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1) HAP REVITALIZATION LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 26-3190690	LOW INCOME HOUSING DEVELOPMENT	MA	0	0	WAY FINDERS INC
(2) CHICOPEE KENDALL LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 61-1584711	INVESTMENT IN LOW INCOME HOUSING	MA	136,580	4,250,375	WAY FINDERS INC
(3) PARADISE PONDS LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 20-3847976	LOW INCOME HOUSING	MA	153,306	1,895,845	WAY FINDERS INC
(4) WHITCOMBS WALNUT LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 04-2518368	INVESTMENT IN LOW INCOME HOUSING	MA	0	0	WAY FINDERS INC
(5) MBL HOUSING & DEVELOPMENT LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 04-3176772	DEVELOPMENT OF AFFORDABLE HOUSING	MA	682,231	1,140,649	WAY FINDERS INC
(6) FULLER FUTURE LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 47-5307523	DEVELOPMENT OF AFFORDABLE HOUSING	MA	0	937,691	WAY FINDERS INC
(7) LC2 HOYOKE LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 83-1107768	DEVELOPMENT OF AFFORDABLE HOUSING	MA	0	498,167	WAY FINDERS INC
(8) LIBRARY COMMONS LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 84-1906819	DEVELOPMENT OF AFFORDABLE HOUSING	MA	0	0	WAY FINDERS INC
(9) ROSEWOOD WAY LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 84-4987310	DEVELOPMENT OF AFFORDABLE HOUSING	MA	0	0	WAY FINDERS INC
(10) WF REAL ESTATE HOLDING LLC 120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 84-4993858	DEVELOPMENT OF AFFORDABLE HOUSING	MA	0	0	WAY FINDERS INC

Part II

Identification of Related Tax-Exempt Organizations

Complete if the organization answered "Yes" on Form 990, Part IV, line 34 because it had one or more related tax-exempt organizations during the tax year.

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
(1)SOUTHAMPTON HOUSING FOR THE ELDERLY INC 120 MAPLE STREET 4TH FLOOR  SPRINGFIELD, MA 01103 22-2619892	LOW INCOME HOUSING	MA	501(C)(3)	LINE 7	WAY FINDERS INC	Yes	
(2)STEVENS SENIOR HOUSING OF LUDLOW INC 120 MAPLE STREET 4TH FLOOR  SPRINGFIELD, MA 01103 80-0651317	LOW INCOME HOUSING	MA	501(C)(3)	LINE 7	WAY FINDERS INC	Yes	
(3)COMMON CAPITAL INC 120 MAPLE STREET 4TH FLOOR  SPRINGFIELD, MA 01103 22-3051402	SMALL BUSINESS LENDING	MA	501(C)(3)	LINE 7	WAY FINDERS INC	Yes	
(4)1780 HCHQ INC 120 MAPLE STREET 4TH FLOOR  SPRINGFIELD, MA 01103 82-5021847	DEVELOP AND LEASE OFFICE SPACE FOR WAY FINDERS	MA	501(C)(3)	LINE 12C, III-FI	WAY FINDERS INC	Yes	

**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	
<b>(1)</b> NEIGHBORHOOD COLLABORATIVE LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 20-2737538	LOW INCOME HOUSING DEVELOPMENT	MA	WAY FINDERS INC	RELATED		122,876		No		Yes		54.000 %
<b>(2)</b> BUTTERNUT PROPERTIES LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 56-2320595	LOW INCOME HOUSING	MA	WHITCOMB WALNUT LLC	RELATED	-276,431	6,040,153		No			No	99.990 %
<b>(3)</b> LIVE PLEASANT LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 37-1836176	LOW INCOME HOUSING	MA	N/A									
<b>(4)</b> NEWCOURT TERRACE LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 54-6066373	LOW INCOME HOUSING	MA	N/A									
<b>(5)</b> VERANO APARTMENTS LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 20-1662508	LOW INCOME HOUSING	MA	N/A									
<b>(6)</b> CHURCH STREET SCHOOL LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 20-3477227	LOW INCOME HOUSING	MA	N/A									
<b>(7)</b> CBA HOUSING LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 32-0285601	LOW INCOME HOUSING	MA	N/A									
<b>(8)</b> OLYMPIA AMHERST LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 80-0924186	LOW INCOME HOUSING	MA	N/A									
<b>(9)</b> PARSONS LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 30-0807221	LOW INCOME HOUSING	MA	N/A									
<b>(10)</b> KENQUAD LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 30-0847878	LOW INCOME HOUSING	MA	N/A									
<b>(11)</b> DWIGHT CLINTON JOINT VENTURE  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 04-3006085	LOW INCOME HOUSING	MA	WAY FINDERS INC	RELATED	17,294	751,591		No		Yes		50.000 %
<b>(12)</b> LUMBER YARD NORTHAMPTON LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 35-2605855	LOW INCOME HOUSING	MA	N/A									
<b>(13)</b> LUMBER YARD 256 LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 82-2844405	INVESTMENT IN LOW INCOME HOUSING	MA	WAY FINDERS INC	RELATED	1,710	1,710		No		Yes		51.000 %
<b>(14)</b> LIBRARY COMMONS LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 84-1921826	LOW INCOME HOUSING	MA	WAY FINDERS INC	RELATED				No			No	99.990 %
<b>(15)</b> LUMBER MASTER LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 84-2230048	LEASE COMMERCIAL AND OFFICE SPACE	MA	WAY FINDERS INC	RELATED				No		Yes		51.000 %
<b>(16)</b> SERGEANT HOUSE LIMITED PARTNERSHIP  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 35-2641360	LOW INCOME HOUSING	MA	WAY FINDERS INC	RELATED				No			No	99.990 %

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

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b) (13) controlled entity?	
								Yes	No
<b>(1)</b> HAP COMMUNITY HOUSING SERVICES INC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 04-2770112	INVESTMENT IN LOW INCOME HOUSING	MA	WAY FINDERS INC	C	290,995	1,594,822	100.000 %		No
<b>(2)</b> BELMONT BYERS LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 47-2505994	INVESTMENT IN LOW INCOME HOUSING	MA	N/A	C					No
<b>(3)</b> BUTTERNUT HOUSING INC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 04-3742817	INVESTMENT IN LOW INCOME HOUSING	MA	N/A	C					No
<b>(4)</b> KIBBE COURT INC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 54-2063788	INVESTMENT IN LOW INCOME HOUSING	MA	N/A	C					No
<b>(5)</b> VERANO INC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 20-1647984	INVESTMENT IN LOW INCOME HOUSING	MA	N/A	C					No
<b>(6)</b> GREENVILLE PARK LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 51-0631007	INVESTMENT IN LOW INCOME HOUSING	MA	WAY FINDERS INC	C	2,533		79.000 %		No
<b>(7)</b> CBA CHARLTON HOUSING INC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 38-3792188	INVESTMENT IN LOW INCOME HOUSING	MA	WAY FINDERS INC	C		51	79.000 %		No
<b>(8)</b> OLYMPIA DRIVE 85 LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 46-2757160	INVESTMENT IN LOW INCOME HOUSING	MA	WAY FINDERS INC	C	1		79.000 %		No
<b>(9)</b> PARSONS VILLAGE LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 46-4539943	INVESTMENT IN LOW INCOME HOUSING	MA	WAY FINDERS INC	C			51.000 %		No
<b>(10)</b> PLEASANT CROSSINGS LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103 81-3481391	INVESTMENT IN LOW INCOME HOUSING	MA	WAY FINDERS INC	C		15,704	79.000 %		No
<b>(11)</b> SERGEANT HOUSE GP LLC  120 MAPLE STREET 4TH FLOOR SPRINGFIELD, MA 01103	INVESTMENT IN LOW INCOME HOUSING	MA	WAY FINDERS INC	C			51.000 %		No

## Part V

Yes	No
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1a	Yes	
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<b>1b</b>	<b>Yes</b>	
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<b>1c</b>		<b>No</b>
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<b>1d</b>	<b>Yes</b>	
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1e	Yes	
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Year	2000	2001	2002
2000	100	100	100
2001	100	100	100
2002	100	100	100

<b>1 f</b>		<b>No</b>
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1g	Yes	
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<b>1h</b>		<b>No</b>
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<b>1i</b>		<b>No</b>
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<b>1j</b>		<b>No</b>
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1k	Yes	
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11	Yes	
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1m		No
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1n	Yes	
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<b>1o</b>		<b>No</b>
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<b>1p</b>		<b>No</b>
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1q	Yes	
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1r	Yes	
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1s	Yes	
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2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1)OLYMPIA AMHERST LIMITED PARTNERSHIP	A	29,400	INT PAYMENT BASED ON PART AGMT
(2)LIVE PLEASANT LIMITED PARTNERSHIP	L	853,333	DEVELOPER SERVICES AGREEMENT
(3)LUMBER YARD NORTHAMPTON LIMITED PARTNERSHIP	L	54,772	DEVELOPER SERVICES AGREEMENT
(4)BUTTERNUT PROPERTIES LIMITED PARTNERSHIP	Q	57,969	EMPLOYEE TIMESHEETS BY PROPERTY
(5)DWIGHTCLINTON JOINT VENTURE	Q	63,428	EMPLOYEE TIMESHEETS BY PROPERTY
(6)SOUTHAMPTON HOUSING FOR THE ELDERLY INC	Q	109,888	EMPLOYEE TIMESHEETS BY PROPERTY
(7)CBA HOUSING LIMITED PARTNERSHIP	Q	105,599	EMPLOYEE TIMESHEETS BY PROPERTY
(8)CHURCH STREET SCHOOL LIMITED PARTNERSHIP	Q	90,334	EMPLOYEE TIMESHEETS BY PROPERTY
(9)KENQUAD LIMITED PARTNERSHIP	Q	124,291	EMPLOYEE TIMESHEETS BY PROPERTY
(10)NEWCOURT TERRACE LLC	Q	78,405	EMPLOYEE TIMESHEETS BY PROPERTY
(11)OLYMPIA AMHERST LIMITED PARTNERSHIP	Q	88,435	EMPLOYEE TIMESHEETS BY PROPERTY
(12)VERANO APARTMENTS LIMITED PARTNERSHIP	Q	155,079	EMPLOYEE TIMESHEETS BY PROPERTY
(13)PARSONS LIMITED PARTNERSHIP	Q	75,370	EMPLOYEE TIMESHEETS BY PROPERTY
(14)1780 HCHQ INC	S	494,439	REIMBURSED DEVELOPMENT COSTS
(15)CHICOPEE KENDALL LLC	R	300,000	ADVANCE FOR DEVELOPMENT ACTIVITIE
(16)FULLER FUTURE LLC	A	7,460	INT PAYMENT BASED ON PART AGMT
(17)CHICOPEE KENDALL LLC	A	10,521	INT PAYMENT BASED ON PART AGMT
(18)LC2 HOYOKE LLC	A	6,426	INT PAYMENT BASED ON PART AGMT
(19)KENQUAD LIMITED PARTNERSHIP	A	4,091	INT PAYMENT BASED ON PART AGMT
(20)VERANO APARTMENTS LIMITED PARTNERSHIP	A	9,165	INT PAYMENT BASED ON PART AGMT
(21)1780 HCHQ INC	B	455,880	NON-REIMBURSED DEVELOPMENT COSTS
(22)COMMON CAPITAL INC	B	450,000	PAYMENT UNDER GRANT AGREEMENT
(23)COMMON CAPITAL INC	Q	467,397	REIMBURSEMENT OF PAYROLL AND OVER
(24)COMMON CAPITAL INC	E	400,000	LOAN VALUE DISBURSED UNDER LOAN A
(25)LIVE PLEASANT LIMITED PARTNERSHIP	L	56,991	PARTNERSHIP & MGMT AGREEMENTS
(26)LIVE PLEASANT LIMITED PARTNERSHIP	Q	74,370	EMPLOYEE TIMESHEETS BY PROPERTY
(27)SERGEANT HOUSE LIMITED PARTNERSHIP	L	98,661	DEVELOPER SERVICES AGREEMENT
(28)HAP COMMUNITY HOUSING SERVICES INC	Q	64,268	EMPLOYEE TIMESHEETS BY PROPERTY
(29)LC2 HOYOKE LLC	R	153,900	ADVANCE FOR DEVELOPMENT ACTIVITIE



**Unrelated Organizations Taxable as a Partnership** Complete if the organization answered "Yes" on Form 990, Part IV, line 37.[illegible]

**Part VII**

**Supplemental Information**

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

Return Reference	Explanation
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Schedule R (Form 990) 2018

**Additional Data**

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