Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations) ▶ Do not enter social security numbers on this form as it may be made public.

▶ **Go to *www.irs.gov/Form990* for instructions and the latest information.**

OMB No. 1545-0047

2020

Open to Public Inspection

A For the 2020 calendar year, or tax year beginning 07-01-2020 , and ending 06-30-2021

B Check if applicable:
- ☐ Address change
- ☐ Name change
- ☐ Initial return
- ☐ Final return/terminated
- ☑ Amended return
- ☐ Application pending

C Name of organization
THE NATURE CONSERVANCY

Doing business as

Number and street (or P.O. box if mail is not delivered to street address) | Room/suite
4245 FAIRFAX DRIVE

City or town, state or province, country, and ZIP or foreign postal code
ARLINGTON, VA 222031606

D Employer identification number
53-0242652

E Telephone number
(703) 841-5300

G Gross receipts $ 3,526,606,419

F Name and address of principal officer:
JENNIFER MORRIS
4245 FAIRFAX DRIVE
ARLINGTON,VA 22203

H(a) Is this a group return for subordinates? ☐ Yes ☑ No

H(b) Are all subordinates included? ☐ Yes ☐ No
If "No," attach a list. (see instructions)

H(c) Group exemption number ▶

I Tax-exempt status: ☑ 501(c)(3) ☐ 501(c) ( ) ◀ (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: ▶ WWW.NATURE.ORG

K Form of organization: ☑ Corporation ☐ Trust ☐ Association ☐ Other ▶

L Year of formation: 1951

M State of legal domicile: DC

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities:
TNC'S MISSION IS TO CONSERVE THE LANDS AND WATERS ON WHICH ALL LIFE DEPENDS.

2 Check this box ▶☐ 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**	22
4	Number of independent voting members of the governing body (Part VI, line 1b)	**4**	19
5	Total number of individuals employed in calendar year 2020 (Part V, line 2a)	**5**	3,880
6	Total number of volunteers (estimate if necessary)	**6**	5,476
7a	Total unrelated business revenue from Part VIII, column (C), line 12	**7a**	1,193,662
b	Net unrelated business taxable income from Form 990-T, line 39	**7b**	129,153

			Prior Year	Current Year
Revenue	**8**	Contributions and grants (Part VIII, line 1h)	945,392,526	940,583,779
	9	Program service revenue (Part VIII, line 2g)	153,654,333	132,497,280
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	147,257,080	198,405,059
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	12,767,241	18,644,722
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	1,259,071,180	1,290,130,840
Expenses	**13**	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	68,447,739	128,443,801
	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)	413,085,693	401,834,861
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	7,731,238	8,418,546
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶118,700,328		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	424,465,401	369,929,122
	18	Total expenses. Add lines 13–17 (must equal Part IX, column (A), line 25)	913,730,071	908,626,330
	19	Revenue less expenses. Subtract line 18 from line 12	345,341,109	381,504,510

			Beginning of Current Year	End of Year
Net Assets or Fund Balances	**20**	Total assets (Part X, line 16)	7,886,308,371	8,800,375,381
	21	Total liabilities (Part X, line 26)	893,657,718	956,393,392
	22	Net assets or fund balances. Subtract line 21 from line 20	6,992,650,653	7,843,981,989

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.

Sign Here

▶ Signature of officer — Date 2022-04-18

▶ JEFF SCHUTES ASST SEC DIR OF CAP MKTS & TAX
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
		2023-07-14		P01213596

Firm's name ▶ COHNREZNICK LLP — Firm's EIN ▶ 22-1478099

Firm's address ▶ 1301 AVENUE OF THE AMERICAS NEW YORK, NY 10019 — Phone no. (212) 297-0400

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

Part III **Statement of Program Service Accomplishments**

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

1 Briefly describe the organization's mission:

THE MISSION OF THE NATURE CONSERVANCY IS TO CONSERVE THE LANDS AND WATERS ON WHICH ALL LIFE DEPENDS.

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

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 $ 637,586,333 including grants of $ 128,443,801) (Revenue $ 137,565,583)

THE NATURE CONSERVANCY (TNC) IS FOCUSED ON SECURING A THRIVING PLANET. WE WORK ACROSS THE GLOBE, IN 76 COUNTRIES AND TERRITORIES, AND ALL 50 STATES IN THE U.S. TO CONSERVE THE LANDS AND WATERS ON WHICH ALL LIFE DEPENDS. OUR VISION IS A FUTURE WHERE PEOPLE AND NATURE THRIVE. GROUNDED BY DECADES OF LOCAL ON-THE-GROUND EXPERIENCE, WE MAXIMIZE OUR ABILITY TO AFFECT CHANGE BY BRINGING TOGETHER REAL-WORLD SOLUTIONS, POLICY EXPERTISE, SUSTAINABLE FINANCING, AND COLLABORATIVE PARTNERSHIPS. WORKING WITH PARTNERS AROUND THE WORLD, TNC HAS PROTECTED MORE THAN 125 MILLION ACRES OF BOTH CRITICAL TERRESTRIAL AND AQUATIC HABITAT, AS WELL AS OPERATED MORE THAN 100 MARINE CONSERVATION PROJECTS. TNC'S ACCOUNTING METHODOLOGY THROUGH THE 2020 TAX YEAR DOES NOT ATTRIBUTE REVENUE OR ALL OF ITS PROGRAMMATIC EXPENSES TO A SPECIFIC PROGRAM, AS MANY TIMES PROJECTS MAKE PROGRESS TOWARD MORE THAN ONE OF TNC'S CONSERVATION GOALS. AS SUCH, THE SEPARATION OF PROGRAMS IN PART III WOULD NOT ACCURATELY REFLECT THE PROGRAMMATIC EXPENDITURES AND CORRESPONDING REVENUE. THE AMOUNTS PRESENTED ON PART III, LINE 4A REPRESENT THE TOTAL FOR ALL OF THE PROGRAMS.PROTECT OCEANS, LAND AND WATER:DURING THE 2020 TAX YEAR, TNC WORKED TOWARDS MAKING SURE THE OCEANS THRIVE THROUGH NEW AND BETTER-MANAGED PROTECTED AREAS, IMPROVING THE QUALITY AND AMOUNT OF WATER AVAILABLE IN FRESHWATER ECOSYSTEMS, CONSERVING CRITICAL FORESTS, GRASSLANDS, AND OTHER HABITATS RICH IN CARBON AND BIODIVERSITY.TNC WORKED WITH THE INTERNAL FEDERATION OF THE RED CROSS AND RED CRESCENT SOCIETIES (IFRC) ON BUILDING LONG-TERM STRATEGIES FOR COASTAL PROTECTION IN THE DOMINICAN REPUBLIC, GRENADA AND JAMAICA. THE PROJECT SET OUT A RANGE OF NATURAL SOLUTIONS TO ADDRESS THE THREATS OF ERODING COASTLINES, SEA LEVEL RISE AND STORM SURGES. MANGROVE FORESTS AND SEAGRASS HELD FIRM AGAINST THE FORCES OF COASTAL EROSION. CORAL REEFS REDUCED WAVE ENERGY WHILE NURTURING MARINE LIFE NEAR COMMUNITIES WHERE FISHING IS A WAY OF LIFE. THIS PROJECT IS BRINGING NATURE BACK TO HEALTH, WHILE SAFEGUARDING PLACES WHERE PEOPLE LIVE AND WORK.IN BELIZE, TNC HELPED CREATE A NEW FINANCIAL MECHANISM THAT REDUCED THE COUNTRY'S DEBT BURDEN WHILE GENERATING SIGNIFICANT FUNDING FOR MARINE CONSERVATION. THE DEAL RESTRUCTURED APPROXIMATELY $550 MILLION OF BELIZE'S EXTERNAL COMMERCIAL DEBT AT A MORE FAVORABLE RATE AND SECURED LONG-TERM SUSTAINABLE FINANCING FOR OCEAN CONSERVATION. THE BELIZE BLUE BOND PROJECT TRIPLED BELIZE'S BUDGET FOR OCEAN CONSERVATION OVER THE NEXT TWO DECADES AND SET UP A $92 MILLION ENDOWMENT TO SUSTAIN LONG-TERM CONSERVATION FUNDING. TNC AND PARTNERS CLOSED A $76.5 MILLION DEAL TO PROTECT 236,000 ACRES OF THE LARGEST REMAINING TROPICAL RAINFOREST IN THE AMERICAS NORTH OF THE AMAZON. THE NEW BELIZE MAYA FOREST PRESERVE CONNECTS AN 11-MILLION-ACRE NETWORK OF PROTECTED LAND ACROSS BELIZE, MEXICO AND GUATEMALA. TNC ALSO JOINED A NEW COLLABORATION, CALLED ENDURING EARTH, TO PROTECT NATURE, WORK WITH LOCAL COMMUNITIES AND SUSTAIN HUMAN WELL-BEING AT A LARGE SCALE. TNC, THE PEW CHARITABLE TRUSTS, THE WORLD WILDLIFE FUND AND ZOMALAB HAVE ALREADY COLLECTIVELY CONSERVED LANDS IN CANADA, COSTA RICA, THE AMAZON, BHUTAN AND PERU THROUGH AGREEMENTS THAT REINFORCE THE RIGHTS OF INDIGENOUS PEOPLES AND CREATE OPPORTUNITIES FOR SUSTAINABLE ECONOMIC GROWTH. THE ENDURING EARTH PARTNERS WILL WORK TO HELP COUNTRIES AROUND THE WORLD TO CONSERVE APPROXIMATELY 2 MILLION SQUARE MILES OF LANDS, FRESHWATER AND OCEANS COLLECTIVELY THROUGH COMPLETING CLOSE TO 20 PROJECTS BY 2030 IN SUCH PLACES AS COLOMBIA, NAMIBIA, KENYA, GABON, AND MONGOLIA. THROUGH TNC'S SUSTAINABLE RIVERS PROGRAM, A PUBLIC-PRIVATE COLLABORATION WITH THE ARMY CORPS OF ENGINEERS, SCIENTISTS ARE BRINGING A 21ST-CENTURY PERSPECTIVE AND RESTORING FLOWS TO MORE CLOSELY MIMIC LIFE-SUSTAINING PULSES WHILE AVERTING DOWNSTREAM FLOODING BY HELPING WITH SHIFT MANAGEMENT PLANS FOR U.S. DAMS. TNC IS HELPING RETHINK STRATEGIES FOR INFRASTRUCTURE ON 11,000 RIVER MILES ACROSS THE NATION. TNC ASSISTED ATCHISON COUNTY, MISSOURI WITH ITS NEW FLOODPLAIN PRIORITIZATION TOOL TO STUDY HOW TO REDUCE THE RISKS OF FUTURE FLOODS AND REBUILD THE LEVEE IN ITS NEW LOCATION. TNC IS CONTINUING TO WORK WITH COMMUNITIES TO RESTORE AND RECONNECT 750,000 ACRES OF RIVER FLOODPLAINS. TNC ALSO HELPED PROTECT TWO OF THE LAST FREE-FLOWING RIVERS IN EUROPE FROM HYDROPOWER DEVELOPMENT BY CREATING A PATH FOR PROTECTING RIVERS IN THE BALKANS. TNC IS BUILDING A GLOBAL STRATEGY TO HELP COMMUNITIES CREATE SIMILAR PERMANENT LEGAL PROTECTIONS FOR THEIR RIVERS. PROVIDE WATER AND FOOD SUSTAINABLY: DURING THE 2020 TAX YEAR, TNC MADE PROGRESS TOWARDS GLOBAL-SCALE SUSTAINABLE FISHING, PROMOTING SUSTAINABLE APPROACHES TO DEVELOPING NATURAL RESOURCES, AND IMPLEMENTING MORE SUSTAINABLE FARMING TECHNIQUES IN BOTH LAND AND WATER.TNC HAS STARTED DRIVING THE ADOPTION OF FIELD-TESTED REGENERATIVE SOIL PRACTICES ON FIELDS GROWING ROW CROPS LIKE CORN, SOYBEANS AND COTTON. TNC TEAMS ARE WORKING TO ENCOURAGE THE GROWTH OF SUSTAINABLE YIELDS, PROTECT NATURE, ADDRESS CLIMATE CHANGE, AND PROTECT SOIL HEALTH ON 50% OF THESE CROPS. TNC ALSO ADMINISTERED THE RESILIENT CENTRAL AMERICA PROJECT THROUGH FUNDING FROM THE U.S. DEPARTMENT OF STATE AND HAS INTRODUCED AGROFORESTRY PASTURE SYSTEMS ON 36 MODEL FARMS AND TRAINED 700 FARMERS IN NICARAGUA. AND WHAT HAS PROVED SUCCESSFUL IN THE NICARAGUA COUNTRYSIDE IS NOW REACHING FARMS IN MEXICO AND ELSEWHERE IN CENTRAL AMERICA. TNC WORKED WITH A RANGE OF COLLABORATORS TO LAUNCH A TRAINING PROGRAM TO HELP SEAWEED FARMERS IN TANZANIA TO IDENTIFY AND IMPLEMENT MORE SUSTAINABLE FARMING TECHNIQUES FOR THEIR HARVESTS, AS SEAWEED FARMS OFFER IMPORTANT NURSEY HABITAT FOR WILD FISH AND MAY REDUCE LOCAL OCEAN ACIDIFICATION BY SOAKING UP CARBON DIOXIDE FROM THE WATERS. NEARLY 200 FARMERS ARE NOW WORKING TOGETHER WITH HELP FROM THE PROGRAM TO IMPROVE HARVESTS AND CARE FOR THE ENVIRONMENT. TNC WORKED WITH THE MARSHALL ISLANDS TO BOOST THE SUSTAINABILITY OF TUNA FISHING. THE COLLABORATION WITH THE MARSHALL ISLANDS HELPS MAKE SURE TUNA FISHING FLEETS HAUL IN SUSTAINABLE CATCHES THAT ALSO BRING IN A BETTER PRICE TO SUPPORT PACIFIC ISLAND COMMUNITIES. THESE FISHING PROFITS ARE DESIGNATED TO ALSO SUPPORT CLIMATE RESILIENCY PROJECTS FOR COMMUNITIES VULNERABLE TO RISING SEA LEVELS. IN PAPA NEW GUINEA, TNC AND MANGORO MARKET MERI, A WOMEN-LED INITIATIVE, BUILT SUPPORT FOR SUSTAINABLE HARVESTS OF SHELLFISH.TNC WORKED WITH THE ANGOLAN GOVERNMENT AND LOCAL COMMUNITIES TO PROMOTE SUSTAINABLE APPROACHES TO DEVELOPING NATURAL RESOURCES, INCLUDING WATER SOURCES FOR CRITICAL WILDLIFE MIGRATION TO BOTSWANA. AS A LOW-IMPACT SUBSTITUTE TO HYDROPOWER DAMS, TNC IS HELPING DEVELOP A MASTER PLAN FOR RENEWABLE ENERGY DEVELOPMENT SHOWING HOW WELL-SITED SOLAR POWER CAN MEET ANGOLA'S ENERGY NEEDS. TNC ALSO PARTNERED WITH COMMUNITIES IN ANGOLA TO HELP ADVANCE LOCAL PILOT SUSTAINABLE WATER AND FOREST MANAGEMENT PROJECTS TO BOOST LIVELIHOODS AND HELP ENSURE CLEAN DRINKING WATER FOR THE REGION'S 1 MILLION PEOPLE WHILE PROTECTING THOUSANDS OF ACRES OF WILDLIFE HABITAT ACROSS THE OKAVANGO BASIN.TACKLE CLIMATE CHANGE:DURING THE 2020 TAX YEAR, TNC USED THE POWER OF NATURE AND STRENGTH OF POLICY AND MARKETS TO STORE CARBON TO SUPPORT RENEWABLE ENERGY BUILDOUTS AND REDUCED GLOBAL EMISSIONS FROM FOSSIL FUELS TO HELP ADDRESS CLIMATE CHANGE.TNC WORKED TO BUILD MOMENTUM ON CLIMATE COMMITMENTS IN THE US, THROUGH ADVOCATING FOR BIPARTISAN CONGRESSIONAL ACTION ON THE INFRASTRUCTURE INVESTMENTS AND JOB ACT, WHICH WAS SIGNED INTO LAW. THIS LEGISLATION INCLUDES MORE THAN $20 BILLION IN NEW SUPPORT FOR CLEAN-ENERGY TECHNOLOGY AND INVESTS $7.5 BILLION IN A NATIONAL NETWORK OF ELECTRIC CHARGING STATIONS WITH ADDITIONAL MAJOR FUNDING TO RESTORE FORESTS AND RIVERS AND PREPARE FOR A CLEAN ENERGY TRANSITION. AT A MORE LOCAL LEVEL, IN WASHINGTON STATE, TNC JOINED A DIVERSE COALITION TO SUCCESSFULLY PUSH FOR SOME OF THE NATION'S BOLDEST STATE CLIMATE LEGISLATION, WHILE ALSO CREATING AN ENVIRONMENTAL JUSTICE COUNCIL TO STEER CLIMATE INVESTMENTS TO COMMUNITIES FACING THE MOST SEVERE CHALLENGES.MANY OF TNC'S CONSERVATION AND SUSTAINABILITY PROJECTS ALSO FOCUSED ON CLIMATE CHANGE. FOR EXAMPLE, IN PARTNERSHIP WITH CHINESE GOVERNMENT AGENCIES, NGOS, AND OTHERS, TNC MADE PROGRESS IN RESTORING 12,500 HECTARES OF FOREST IN YUNNAN AND SICHUAN PROVINCES AND INNER MONGOLIA. OVER THE NEXT 60 YEARS, THESE PROJECTS ARE EXPECTED TO ABSORB AS MUCH CO2 AS 400,000 CARS EMIT IN A YEAR. IN KENYA, TNC HAS ASSISTED MEMBERS OF THE MTANGAWANDA WOMEN'S ASSOCIATION IN PLANTING AND RESTORING MANGROVE FORESTS, AS MANGROVE TREES ABSORB ABOUT FOUR TIMES MORE CARBON THAN THEIR TERRESTRIAL COUNTERPARTS.

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

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

4d Other program services (Describe in Schedule O.)

(Expenses $ including grants of $) (Revenue $)

4e **Total program service expenses** ▶ 637,586,333

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	Yes	
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? *If "Yes," complete Schedule D, Part II*	7	Yes	
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *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		No
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	Yes	
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.	11a	Yes	
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*	11b	Yes	
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*	11c		No
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*	11d	Yes	
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X*	11e	Yes	
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*	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*	12a		No
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*	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?	14a	Yes	
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*	14b	Yes	
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	Yes	
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*	20a		No
b	If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b		
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	

Part IV Checklist of Required Schedules *(continued)*

			Yes	No
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		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
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		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L,* Part I	25a		No
b	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 or 22 for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? *If "Yes," complete Schedule L, Part II*	26	Yes	
27	Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) 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, key employee, creator or founder, or substantial contributor? *If "Yes," complete Schedule L, Part IV*	28a		No
b	A family member of any individual described in line 28a? *If "Yes," complete Schedule L, Part IV*	28b		No
c	A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? *If "Yes," complete Schedule L, Part IV*	28c		No
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29	Yes	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30	Yes	
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations 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	Yes	
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36		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? **Note.** 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	1a	3,701		
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b	0		
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			1c Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance *(continued)*

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	3,880		
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? **Note.** 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			4a	Yes
b	account)? AR, AS, BF, BH, BL, BR, CA, CI, CH, CO, CS, DA, DR, EC, GB, GJ, GM, GR, GT, HK, HO, HU, IN, ID LS, JM, KE, KS, MY, MX, MG, BM, NZ, NU, NO, PM, PP, PE, PL, PO, QA, RS, BP, SF, SW, TW, TZ, TU, AE, UK, ZA				
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," enter the name of the foreign country: ▶ _____ See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			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	Yes
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?			6b	Yes
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	Yes
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?			7b	Yes
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?			7c	Yes
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d	17		
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?			7e	No
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?			7f	No
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	Yes
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	No
9	**Sponsoring organizations maintaining donor advised funds.**				
a	Did the sponsoring organization make any taxable distributions under section 4966?			9a	No
b	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?			9b	No
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? **Note.** 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	
15	Is the organization subject to the section 4960 tax on payment(s) of more than $1,000,000 in remuneration or excess parachute payment(s) during the year?			15	No
16	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.			16	No

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. 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.	1a	22		
b	Enter the number of voting members included in line 1a, above, who are independent	1b	19		
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	Yes	
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	Yes	
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	Yes	
	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	Yes	
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	Yes	

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed ▶ AK,AL,AR,AS,AZ,CA,CO,CT,DC,DE,FL,GA,HI,IA,ID,IL,IN,KS,KY,LA,MA,MD,ME,MH,MI,MN,MO,MP,MS,MT,NC,ND,NE,NH,NJ,NM,NV,NY,OH,OK,OR,PA,PR,PW,RI,SC,SD,TN,TX,UT,VA,VI,VT,WA,WI,WV,WY

18 Section 6104 requires an organization to make its Form 1023 (or 1024-A if applicable), 990, and 990-T (501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.

☐ Own website ☐ Another's website ☑ Upon request ☐ 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: ▶LEONARD WILLIAMS CFO 4245 N FAIRFAX DRIVE ARLINGTON,VA 22203-1606 (703) 841-5300

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.

See instructions for the order in which to list the persons above.

☐ 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): Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
(1) AMY BATCHELOR DIRECTOR	1.00	X						0	0	0
(2) ANA M PARMA DIRECTOR	1.00	X						0	0	0
(3) BRENDA SHAPIRO SECRETARY	1.00	X		X				0	0	0
(4) CLAUDIA MADRAZO DIRECTOR	1.00	X						0	0	0
(5) CRAIG O MCCAW DIRECTOR	1.00	X						0	0	0
(6) DOUGLAS B PETNO DIRECTOR	1.00	X						0	0	0
(7) EDWIN MACHARIA DIRECTOR	1.00	X						0	0	0
(8) FRANCES A ULMER BOARD CHAIR	1.00	X		X				0	0	0
(9) HARRY R HAGEY DIRECTOR	1.00	X						0	0	0
(10) JENNIFER MORRIS DIRECTOR/CHIEF EXECUTIVE OFFICER	35.00	X		X				540,933	0	8,879
(11) JOHN BERNSTEIN DIRECTOR	1.00	X						0	0	0
(12) JOSEPH H GLEBERMAN TREASURER	1.00	X		X				0	0	0
(13) KENT J THIRY DIRECTOR	1.00	X						0	0	0
(14) KEVIN WEIL DIRECTOR	1.00	X						0	0	0
(15) MARGARET A HAMBURG DIRECTOR	1.00	X						0	0	0
(16) MICHELLE J DEPASS DIRECTOR	1.00	X						0	0	0
(17) NANCY KNOWLTON DIRECTOR	1.00	X						0	0	0

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

(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): Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(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
(18) SALLY JEWELL DIRECTOR	35.00	X						275,305	0	5,988
(19) SENATOR WILLIAM FRIST VICE CHAIR	1.00	X		X				0	0	0
(20) SHIRLEY ANN JACKSON DIRECTOR	1.00	X						0	0	0
(21) SHONA L BROWN SECRETARY (THRU 10/20)	1.00	X		X				0	0	0
(22) VINCENT RYAN DIRECTOR	1.00	X						0	0	0
(23) YING WU DIRECTOR	1.00	X						0	0	0
(24) LEONARD WILLIAMS CHIEF FINANCE OFFICER	35.00			X				373,608	0	29,281
(25) HEATHER TALLIS CHIEF SCIENTIST/STRATEGY INNOVATION	35.00				X			294,647	0	38,994
(26) HUGH POSSINGHAM CHIEF SCIENTIST	35.00				X			257,429	0	2,693
(27) JAN GLENDENING REGIONAL MANAGING DIRECTOR, NA	35.00				X			327,568	0	37,787
(28) MICHAEL SWEENEY STATE DIRECTOR	35.00				X			406,924	0	39,274
(29) THOMAS NEISES CHIEF DEVELOPMENT OFFICER	35.00				X			378,172	0	34,801
(30) DAVID BANKS CHIEF CONSERVATION OFFICER	35.00				X			429,048	0	41,090
(31) WISLA HENEGHAN COO AND GENERAL COUNSEL	35.00				X			475,534	0	39,274
(32) CHARLES BEDFORD REGIONAL DIRECTOR	35.00					X		678,681	0	33,908
(33) JUSTIN ADAMS GLOBAL MANAGING DIRECTOR, LANDS	35.00					X		475,881	0	0
(34) KATHERINE ANDREWS EVP, GLOBAL STRATEGIES	35.00					X		506,903	0	17
(35) MARK BURGET EXEC VP AND REG DIRECTOR	35.00					X		875,627	0	646
(36) SEEMA PAUL MANAGING DIRECTOR	35.00					X		480,486	0	30,279
(37) BRIAN MCPEEK FORMER CHIEF CONSERVATION OFFICER	0.00						X	487,492	0	15,810
(38) JAMES WILLIS ASP FRMR CHIEF DEV OFFICER (UNTIL 12/19)	0.00						X	663,280	0	2,624
(39) MARK TERCEK FORMER CEO	0.00						X	247,007	0	1,376
1b Sub-Total . . . . . ▶										
c Total from continuation sheets to Part VII, Section A . . . . ▶										
d Total (add lines 1b and 1c) . . . . . ▶								8,174,525	0	362,721

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 ▶ 822

		Yes	No
3 Did the organization list any **former** officer, director or trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	**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? *If "Yes," complete Schedule J for such individual*	**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?*If "Yes," complete Schedule J for such person*	**5**		No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization. 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
GULF EQUIPMENT CORPORATION 5212 WILLIS ROAD MOBILE, AL 36619	CONSTRUCTION	10,820,075
RR DONNELLEY AND SONS COMPANY 4101 WINFIELD ROAD WARRENVILLE, IL 60555	MARKETING SERVICES	5,625,804
DM GROUP INC 5540 KETCH ROAD PRINCE FREDERICK, MD 20678	DIRECT MAIL SERVICES	5,621,669
TALLWAVE LLC 4110 N SCOTTSDALE RD SUITE 300 SCOTTSDALE, AZ 85251	PROFESSIONAL FUNDRAISING SERVICES	3,440,613
J F BRENNAN COMPANY INC PO BOX 2557 LA CROSSE, WI 54602	CONSTRUCTION	2,739,147

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 ▶ 332

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	3,897,657				
b Membership dues	1b					
c Fundraising events	1c	1,975				
d Related organizations	1d					
e Government grants (contributions)	1e	101,521,407				
f All other contributions, gifts, grants, and similar amounts not included above	1f	835,162,740				
g Noncash contributions included in lines 1a - 1f: $	1g	232,869,026				
h **Total.** Add lines 1a-1f ▶			940,583,779			
Program Service Revenue	Business Code					
2a LAND SALES TO GOV'T	531390		62,278,893	62,278,893		
b ACTIVITY FEES	900099		49,625,456	49,625,456		
c CONTRACT FEES	541990		18,045,783	17,974,627	71,156	
d FEES & CONTRACTS GOV'T	541700		2,547,148	2,547,148		
e						
f All other program service revenue.						
g **Total.** Add lines 2a–2f ▶	132,497,280					
3 Investment income (including dividends, interest, and other similar amounts) ▶			27,748,767		966,402	26,782,365
4 Income from investment of tax-exempt bond proceeds ▶						
5 Royalties ▶						
		(i) Real / (ii) Personal				
6a Gross rents	6a	1,320,968				
b Less: rental expenses	6b	385,208				
c Rental income or (loss)	6c	935,760				
d Net rental income or (loss) ▶			935,760		18,991	916,769
		(i) Securities / (ii) Other				
7a Gross amount from sales of assets other than inventory	7a	2,406,731,314				
b Less: cost or other basis and sales expenses	7b	2,230,629,858 / 5,445,164				
c Gain or (loss)	7c	176,101,456 / -5,445,164				
d Net gain or (loss) ▶			170,656,292			170,656,292
Other Revenue						
8a Gross income from fundraising events (not including $ 1,975 of contributions reported on line 1c). See Part IV, line 18	8a	170				
b Less: direct expenses	8b	0				
c Net income or (loss) from fundraising events ▶			170			170
9a Gross income from gaming activities. See Part IV, line 19	9a					
b Less: direct expenses	9b					
c Net income or (loss) from gaming activities ▶						
10a Gross sales of inventory, less						

returns and allowances . .	10a	5,154,808				
b Less: cost of goods sold . .	10b	15,349				
c Net income or (loss) from sales of inventory . . ▶			5,139,459	5,139,459		
Miscellaneous Revenue		**Business Code**				
11a INTRA COMPANY SUPPORT		900099	5,630,040			5,630,040
b CAUSE RELATED MARKETIN		900099	2,238,415		137,113	2,101,302
c MEMBERSHIP RENTAL		900099	265,134			265,134
d All other revenue			4,435,744			4,435,744
e **Total.** Add lines 11a–11d . . . . . ▶			12,569,333			
12 **Total revenue.** See instructions . . . . . ▶			1,290,130,840	137,565,583	1,193,662	210,787,816

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	31,274,982	31,274,982		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	28,300	28,300		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16.	97,140,519	97,140,519		
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	3,975,087	2,406,971	856,487	711,629
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	224,678	136,046	48,410	40,222
7 Other salaries and wages	316,937,190	191,909,903	68,288,457	56,738,830
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	21,920,727	13,273,307	4,723,121	3,924,299
9 Other employee benefits	35,867,689	21,718,387	7,728,185	6,421,117
10 Payroll taxes	22,909,490	13,872,017	4,936,163	4,101,310
11 Fees for services (non-employees):				
a Management				
b Legal	3,064,335	2,591,615	216,947	255,773
c Accounting	1,340,567	1,133,764	94,909	111,894
d Lobbying	1,391,447	1,176,795	98,511	116,141
e Professional fundraising services. See Part IV, line 17	8,418,546			8,418,546
f Investment management fees	20,875,886		20,875,886	
g Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O)	113,216,885	97,267,103	7,448,398	8,501,384
12 Advertising and promotion	2,339,729	381,847	20,721	1,937,161
13 Office expenses	53,024,147	21,408,950	7,005,525	24,609,672
14 Information technology	2,531,817	1,685,621	742,137	104,059
15 Royalties				
16 Occupancy	25,129,462	10,039,423	14,487,756	602,283
17 Travel	1,572,736	1,335,262	89,581	147,893
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	2,577,752	1,716,204	755,601	105,947
20 Interest	29,492,655	27,800,348	1,692,307	
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	10,045,797	7,567,879	2,477,918	
23 Insurance	6,272,325	4,175,959	1,838,570	257,796
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 DONATED CONS. LAND	73,867,072	73,867,072		
b PROGRAM SUPPORT TO AFF.	10,635,072	4,366,219	5,249,333	1,019,520
c CONSTRUCTION/RESTORATIO	3,951,793	2,631,006	1,158,366	162,421
d DUES, FEES, LICENSES	3,539,572	2,356,560	1,037,534	145,478
e All other expenses	5,060,073	4,324,274	468,846	266,953
25 **Total functional expenses.** Add lines 1 through 24e	908,626,330	637,586,333	152,339,669	118,700,328
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 ▶ ☐ 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		43,653,374	1	51,597,323
	2	Savings and temporary cash investments		60,681,798	2	89,821,069
	3	Pledges and grants receivable, net		263,259,387	3	263,865,783
	4	Accounts receivable, net		170,687,182	4	234,182,814
	5	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)			6	
	7	Notes and loans receivable, net		43,282,968	7	26,889,054
	8	Inventories for sale or use			8	
	9	Prepaid expenses and deferred charges		13,951,094	9	12,836,779
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 296,918,469			
	b	Less: accumulated depreciation	10b 144,651,204	2,164,941,424	10c	152,267,265
	11	Investments—publicly traded securities		1,021,545,812	11	1,663,517,596
	12	Investments—other securities. See Part IV, line 11		1,546,372,306	12	1,673,373,290
	13	Investments—program-related. See Part IV, line 11			13	
	14	Intangible assets		983,789	14	1,377,486
	15	Other assets. See Part IV, line 11		2,556,949,237	15	4,630,646,922
	16	**Total assets.** Add lines 1 through 15 (must equal line 33)		7,886,308,371	16	8,800,375,381
Liabilities	17	Accounts payable and accrued expenses		163,358,330	17	158,147,059
	18	Grants payable			18	
	19	Deferred revenue		70,921,076	19	109,510,965
	20	Tax-exempt bond liabilities		115,337,000	20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D			21	
	22	Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		10,000,000	22	10,000,000
	23	Secured mortgages and notes payable to unrelated third parties			23	
	24	Unsecured notes and loans payable to unrelated third parties		188,742,195	24	294,478,026
	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		345,299,117	25	384,257,342
	26	**Total liabilities.** Add lines 17 through 25		893,657,718	26	956,393,392
Net Assets or Fund Balances		**Organizations that follow FASB ASC 958, check here ▶ ☑ and complete lines 27, 28, 32, and 33.**				
	27	Net assets without donor restrictions		5,654,070,346	27	6,256,565,038
	28	Net assets with donor restrictions		1,338,580,307	28	1,587,416,951
		Organizations that do not follow FASB ASC 958, check here ▶ ☐ and complete lines 29 through 33.				
	29	Capital stock or trust principal, or current funds			29	
	30	Paid-in or capital surplus, or land, building or equipment fund			30	
	31	Retained earnings, endowment, accumulated income, or other funds			31	
	32	Total net assets or fund balances		6,992,650,653	32	7,843,981,989
	33	Total liabilities and net assets/fund balances		7,886,308,371	33	8,800,375,381

Part XI Reconcilliation 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	1,290,130,840
2	Total expenses (must equal Part IX, column (A), line 25)	2	908,626,330
3	Revenue less expenses. Subtract line 2 from line 1	3	381,504,510
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	6,992,650,653
5	Net unrealized gains (losses) on investments	5	373,683,757
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	96,143,069
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column	10	7,843,981,989

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: ☐ Cash ☑ Accrual ☐ 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?	2a		No
	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: ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis			
b	Were the organization's financial statements audited by an independent accountant?	2b	Yes	
	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: ☐ Separate basis ☑ Consolidated basis ☐ Both consolidated and separate basis			
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?	2c	Yes	
	If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O.			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a	Yes	
b	If "Yes," did the organization undergo the required audit or audits? 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.	3b	Yes	

Additional Data

Return to Form

Software ID:

Software Version:

Form 990, Special Condition Description:

Special Condition Description

SCHEDULE A
(Form 990 or 990EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

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.
▶ Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

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

The organization is not a private foundation because it is: (For lines 1 through 12, 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 (Form 990 or 990-EZ).)

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 agricultural research organization described in **170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land grant college of agriculture. See instructions. Enter the name, city, and state of the college or university:

10 ☐ 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.)

11 ☐ An organization organized and operated exclusively to test for public safety. See **section 509(a)(4).**

12 ☐ 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 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

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- 10 above (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 failed to qualify under the tests listed below, please complete Part III.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grant.") . .	774,976,293	929,394,968	723,474,604	945,392,526	940,583,779	4,313,822,170
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge. .						
4 **Total.** Add lines 1 through 3	774,976,293	929,394,968	723,474,604	945,392,526	940,583,779	4,313,822,170
5 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). .						108,719,122
6 **Public support.** Subtract line 5 from line 4.						4,205,103,048

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
7 Amounts from line 4. .	774,976,293	929,394,968	723,474,604	945,392,526	940,583,779	4,313,822,170
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources . . .	22,395,446	24,440,921	29,524,074	25,854,106	28,084,342	130,298,889
9 Net income from unrelated business activities, whether or not the business is regularly carried on. .		237,798	460,015	170,960	129,323	998,096
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.). .	4,128,592	6,616,400	9,297,861	6,300,166	12,432,220	38,775,239
11 **Total support.** Add lines 7 through 10						4,483,894,394

12 Gross receipts from related activities, etc. (see instructions) **12** 638,577,978

13 **First 5 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

14 Public support percentage for 2020 (line 6, column (f) divided by line 11, column (f)) . . . . . **14** 93.780 %

15 Public support percentage for 2019 Schedule A, Part II, line 14 . . . . . **15** 93.460 %

16a **33 1/3% support test—2020.** 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—2019.** 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—2020.** 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—2019.** 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 III **Support Schedule for Organizations Described in Section 509(a)(2)**
(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf . . .						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year.						
c Add lines 7a and 7b. .						
8 **Public support.** (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
9 Amounts from line 6. . .						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources . .						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975.						
c Add lines 10a and 10b.						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on.						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) . .						
13 **Total support.** (Add lines 9, 10c, 11, and 12.). .						

14 **First 5 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

15	Public support percentage for 2020 (line 8, column (f) divided by line 13, column (f))	15	
16	Public support percentage from 2019 Schedule A, Part III, line 15	16	

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2020** (line 10c, column (f) divided by line 13, column (f))	17	
18	Investment income percentage from **2019** Schedule A, Part III, line 17	18	

19a **33 1/3% support tests—2020.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ▶☐

b **33 1/3% support tests—2019.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . ▶☐

20 **Private foundation.** If the organization did not check a box on line 14, 19a, or 19b, check this box and see instructions . . . . ▶☐

Part IV Supporting Organizations

(Complete only if you checked a box on line 12 of Part I. If you checked box 12a, of Part I, complete Sections A and B. If you checked box 12b, of Part I, complete Sections A and C. If you checked box 12c, of Part I, complete Sections A, D, and E. If you checked box 12d, 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 **Part VI** how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.*	1		
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 **Part VI** how the organization determined that the supported organization was described in section 509(a)(1) or (2).*	2		
3a	Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? *If "Yes," answer lines 3b and 3c below.*	3a		
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 **Part VI** when and how the organization made the determination.*	3b		
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 **Part VI** what controls the organization put in place to ensure such use.*	3c		
4a	Was any supported organization not organized in the United States ("foreign supported organization")? *If "Yes" and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.*	4a		
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.*	4b		
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.*	4c		
5a	Did the organization add, substitute, or remove any supported organizations during the tax year? *If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in **Part VI,** 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).*	5a		
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?	5b		
c	**Substitutions only.** Was the substitution the result of an event beyond the organization's control?	5c		
6	Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? *If "Yes," provide detail in **Part VI.***	6		
7	Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? *If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ) .*	7		
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 I of Schedule L (Form 990 or 990-EZ).*	8		
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 **Part VI.***	9a		
b	Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? *If "Yes," provide detail in **Part VI.***	9b		
c	Did a disqualified person (as defined in line 9a) 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 **Part VI.***	9c		
10a	Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? *If "Yes," answer line 10b below.*	10a		
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).*	10b		

Part IV Supporting Organizations (continued)

			Yes	No
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 lines 11b and 11c below, the governing body of a supported organization?	**11a**		
b	A family member of a person described in 11a above?	**11b**		
c	A 35% controlled entity of a person described in line 11a or 11b above? *If "Yes" to 11a, 11b, or 11c, provide detail in* ***Part VI.***	**11c**		

Section B. Type I Supporting Organizations

			Yes	No
1	Did the officers, 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.*	**1**		
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.*	**2**		

Section C. Type II Supporting Organizations

			Yes	No
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).*	**1**		

Section D. All Type III Supporting Organizations

			Yes	No
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, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?	**1**		
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).*	**2**		
3	By reason of the relationship described in line 2 above, 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.*	**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 lines 2a and 2b below.**

			Yes	No
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.*	**2a**		
b	Did the activities described in line 2a 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.*	**2b**		
3	Parent of Supported Organizations. **Answer lines 3a and 3b 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? *If "Yes" or "No" provide details in* ***Part VI.***	**3a**		
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.*	**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 *(explain in **Part VI**)*. **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)
1	Net short-term capital gain	1		
2	Recoveries of prior-year distributions	2		
3	Other gross income (see instructions)	3		
4	Add lines 1 through 3	4		
5	Depreciation and depletion	5		
6	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)	6		
7	Other expenses (see instructions)	7		
8	**Adjusted Net Income** (subtract lines 5, 6 and 7 from line 4)	8		

	Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):	1		
a	Average monthly value of securities	1a		
b	Average monthly cash balances	1b		
c	Fair market value of other non-exempt-use assets	1c		
d	**Total** (add lines 1a, 1b, and 1c)	1d		
e	**Discount** claimed for blockage or other factors (*explain in detail in **Part VI***):			
2	Acquisition indebtedness applicable to non-exempt use assets	2		
3	Subtract line 2 from line 1d	3		
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4		
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5		
6	Multiply line 5 by 0.035	6		
7	Recoveries of prior-year distributions	7		
8	**Minimum Asset Amount** (add line 7 to line 6)	8		

	Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1		
2	Enter 85% of line 1	2		
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3		
4	Enter greater of line 2 or line 3	4		
5	Income tax imposed in prior year	5		
6	**Distributable Amount.** Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions)	6		

7 ☐ Check here if the current year is the organization's first as a non-functionally-integrated Type III supporting organization (see instructions)

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

Section D - Distributions		**Current Year**
1 Amounts paid to supported organizations to accomplish exempt purposes	**1**	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	**2**	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	**3**	
4 Amounts paid to acquire exempt-use assets	**4**	
5 Qualified set-aside amounts (*prior IRS approval required - provide details in* ***Part VI***)	**5**	
6 Other distributions (*describe in* ***Part VI***). See instructions	**6**	
7 **Total annual distributions.** Add lines 1 through 6.	**7**	
8 Distributions to attentive supported organizations to which the organization is responsive (*provide details in* ***Part VI***). See instructions	**8**	
9 Distributable amount for 2020 from Section C, line 6	**9**	
10 Line 8 amount divided by Line 9 amount	**10**	

Section E - Distribution Allocations (see instructions)	**(i) Excess Distributions**	**(ii) Underdistributions Pre-2020**	**(iii) Distributable Amount for 2020**
1 Distributable amount for 2020 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2020 (reasonable cause required-- *explain in* ***Part VI***). See instructions.			
3 Excess distributions carryover, if any, to 2020:			
a From 2015.			
b From 2016.			
c From 2017.			
d From 2018.			
e From 2019.			
f **Total** of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2020 distributable amount			
i Carryover from 2015 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from line 3f.			
4 Distributions for 2020 from Section D, line 7: $			
a Applied to underdistributions of prior years			
b Applied to 2020 distributable amount			
c Remainder. Subtract lines 4a and 4b from line 4.			
5 Remaining underdistributions for years prior to 2020, if any. Subtract lines 3g and 4a from line 2. If the amount is greater than zero, *explain in* ***Part VI***. See instructions.			
6 Remaining underdistributions for 2020. Subtract lines 3h and 4b from line 1. If the amount is greater than zero, *explain in* ***Part VI***. See instructions.			
7 **Excess distributions carryover to 2021.** Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2016.			
b Excess from 2017.			
c Excess from 2018.			
d Excess from 2019.			
e Excess from 2020.			

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
SCHEDULE A, PART II, LINE 10, EXPLANATION OF OTHER INCOME:	MEMBERSHIP LIST RENTAL - 2016 AMOUNT: $ 257,584. 2017 AMOUNT: $ 245,305. 2018 AMOUNT: $ 272,777. 2019 AMOUNT: $ 243,979. 2020 AMOUNT: $ 265,134. INTRA COMPANY SUPPORT - 2019 AMOUNT: $ 289,820. 2020 AMOUNT: $ 5,630,040. CAUSE RELATED MARKETING - 2016 AMOUNT: $ 2,554,219. 2017 AMOUNT: $ 2,584,489. 2018 AMOUNT: $ 2,359,861. 2019 AMOUNT: $ 1,204,412. 2020 AMOUNT: $ 2,101,302. ALL OTHER REVENUE - 2016 AMOUNT: $ 1,316,789. 2017 AMOUNT: $ 3,786,606. 2018 AMOUNT: $ 6,665,223. 2019 AMOUNT: $ 4,561,955. 2020 AMOUNT: $ 4,435,744.

Additional Data

Return to Form

Software ID:

Software Version:

Schedule B
(Form 990, 990-EZ, or 990-PF)
Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ **Attach to Form 990, 990-EZ, or 990-PF.**
▶ **Go to *www.irs.gov/Form990* for the latest information.**

OMB No. 1545-0047

2020

Name of the organization	**Employer identification number**
THE NATURE CONSERVANCY	53-0242652

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☐ 501(c)( ) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

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 1/3% 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. Don't 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 isn't covered by the General Rule and/or the Special Rules doesn't 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 doesn't meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF).

Name of organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

Part I **Contributors** (see instructions). Use duplicate copies of Part I if additional space is needed.

Contributors

(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
RESTRICTED	,	$ RESTRICTED	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)
(a) No.	(b) Name, address, and ZIP + 4	(c) Total contributions	(d) Type of contribution
-		$	☐ Person ☐ Payroll ☐ Noncash (Complete Part II for noncash contributions.)

Name of organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

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
-		$	

Name of organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

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

(e) Transfer of gift

Transferee's name, address, and ZIP 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP 4	Relationship of transferor to transferee

(a) No. from Part I	(b) Purpose of gift	(c) Use of gift	(d) Description of how gift is held

(e) Transfer of gift

Transferee's name, address, and ZIP 4	Relationship of transferor to transferee

Additional Data

Return to Form

Software ID:

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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.**
▶**Go to** ***www.irs.gov/Form990*** **for instructions and the latest information.**

OMB No. 1545-0047

2020

Open to Public Inspection

If the organization answered "Yes" on 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" on 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" on 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	Employer identification number
THE NATURE CONSERVANCY	53-0242652

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

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV (see instructions for definition of "political campaign activities")

2 Political campaign activity expenditures (see instructions) ▶ $

3 Volunteer hours for political campaign activities (see instructions)

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? ☐ Yes ☐ No

4a Was a correction made? ☐ Yes ☐ 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? ☐ Yes ☐ 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-.
1				
2				
3				
4				
5				
6				

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
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)		
b Total lobbying expenditures to influence a legislative body (direct lobbying)		
c Total lobbying expenditures (add lines 1a and 1b)		
d Other exempt purpose expenditures		
e Total exempt purpose expenditures (add lines 1c and 1d)		
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.		
g Grassroots nontaxable amount (enter 25% of line 1f)		
h Subtract line 1g from line 1a. If zero or less, enter -0-.		
i Subtract line 1f from line 1c. If zero or less, enter -0-.		

If the amount on line 1e, column (a) or (b) is:	**The lobbying nontaxable amount is:**
Not over $500,000	20% of the amount on line 1e.
Over $500,000 but not over $1,000,000	$100,000 plus 15% of the excess over $500,000.
Over $1,000,000 but not over $1,500,000	$175,000 plus 10% of the excess over $1,000,000.
Over $1,500,000 but not over $17,000,000	$225,000 plus 5% of the excess over $1,500,000.
Over $17,000,000	$1,000,000.

j 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? ☐ **Yes** ☐ **No**

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	**(a)** 2017	**(b)** 2018	**(c)** 2019	**(d)** 2020	**(e)** Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures					
d Grassroots nontaxable amount					
e Grassroots ceiling amount (150% of line 2d, column (e))					
f 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 on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.

		(a) Yes	(a) No	(b) Amount
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?	Yes		
b	Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?	Yes		
c	Media advertisements?	Yes		126,389
d	Mailings to members, legislators, or the public?	Yes		29,649
e	Publications, or published or broadcast statements?	Yes		131,201
f	Grants to other organizations for lobbying purposes?	Yes		15,000
g	Direct contact with legislators, their staffs, government officials, or a legislative body?	Yes		4,614,908
h	Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?	Yes		11,158
i	Other activities?	Yes		2,253
j	Total. Add lines 1c through 1i			4,930,558
2a	Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?		No	
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
1	Were substantially all (90% or more) dues received nondeductible by members?	1		
2	Did the organization make only in-house lobbying expenditures of $2,000 or less?	2		
3	Did the organization agree to carry over lobbying and political expenditures from the prior year?	3		

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."**

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

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:	THE LOBBYING WORK OF THE NATURE CONSERVANCY (TNC) ADVANCES THE TAX-EXEMPT PURPOSE OF THE ORGANIZATION: THE CONSERVATION OF LAND AND WATER. TNC DEVOTED 0.54% OF ITS EXEMPT PURPOSE EXPENDITURES TO ATTEMPT TO INFLUENCE LEGISLATION IN FISCAL YEAR 2021 (TAX YEAR 2020). THESE ACTIVITIES CONTINUED TO ADVOCATE FOR STRONG ENVIRONMENTAL POLICIES, FUNDING FOR CRITICAL NATURAL HABITAT PROTECTION AND RESTORATION, AND CLIMATE CHANGE MITIGATION AND ADAPTATION AT THE U.S. FEDERAL AND STATE GOVERNMENT LEVELS, AS WELL AS INTERNATIONALLY. FEDERAL LEGISLATION THAT HAD SIGNIFICANT CONSERVATION IMPACTS AND WHICH TNC SUPPORTED INCLUDED THE GREAT AMERICAN OUTDOORS ACT, THE GROWING CLIMATE SOLUTIONS ACT, THE RECOVERING AMERICA'S WILDLIFE ACT, THE TRILLION TREES ACT, THE NORTH AMERICAN WETLANDS CONSERVATION ACT, THE WATER RESOURCES DEVELOPMENT ACT, THE CHARITABLE CONSERVATION EASEMENT PROGRAM INTEGRITY ACT, COVID-RELATED RECOVERY AND STIMULUS BILLS, AND OTHER FEDERAL LEGISLATION THAT IMPACTS PUBLIC LANDS MANAGEMENT, HABITAT PROTECTION AND RESTORATION, AND CLIMATE POLICY. IN ADDITION, TNC ADVOCATED TO PROTECT AND RESTORE FRESHWATER, COASTAL, AND MARINE RESOURCES. TARGETS INCLUDED THE NAVAJO WATER RIGHTS SETTLEMENT ACT IN UTAH, THE COLORADO RIVER COLLABORATIVE, THE PROTECTION OF THE EDWARD AQUIFER IN TEXAS, AND THE ADVANCEMENT OF A FEDERAL BILL TO PERMANENTLY PROTECT BRISTOL BAY, ALASKA. OTHER PRIORITY PLACES IN WHICH TNC ADVOCATED FOR WATER RESOURCE PROTECTION AND RESTORATION INCLUDED ARIZONA, MARYLAND, NEW JERSEY, AND TENNESSEE. TNC ALSO ADVOCATED FOR LAND AND HABITAT CONSERVATION EFFORTS AT THE STATE LEVEL, INCLUDING THE PURSUIT OF NUMEROUS ON-THE-GROUND SOLUTIONS, SUCH AS THE REOPENING OF THE ILLINOIS CONSERVATION RESERVE ENHANCEMENT PROGRAM, THE ESTABLISHMENT OF THE CONTE NATIONAL FISH AND WILDLIFE REFUGE IN NEW ENGLAND, AND COASTAL RESTORATION PROJECTS IN MISSISSIPPI, WILDFIRE AND FOREST RESILIENCE POLICIES IN THROUGHOUT THE WESTERN AND SOUTHERN U.S. FURTHER EFFORTS RELATING TO LAND AND HABITAT CONSERVATION TOOK PLACE IN COLORADO, CONNECTICUT, INDIANA, GEORGIA, MASSACHUSETTS, MONTANA, AND NEW YORK. STABLE PROGRAMS WITH LONG-TERM FUNDING AND RELATED POLICY MECHANISMS FOR CONSERVATION ARE PROVEN TOOLS TO ADVANCE CONSERVATION. ADVOCACY BY TNC FOR THESE TYPES OF PROGRAMS INCLUDED THE KENTUCKY HERITAGE LAND CONSERVATION FUND, NATURAL RESOURCES AND OUTDOOR RECREATION TRUST IN IOWA, THE LAND FOR MAINE'S FUTURE FUND, THE SOUTH CAROLINA CONSERVATION BANK, AND THE LERAY MCALLISTER CONSERVATION FUND IN UTAH. TNC ADVOCATED FOR SIMILAR CONSERVATION FUNDING IN MASSACHUSETTS, MISSISSIPPI, WISCONSIN, AND WYOMING. ADVOCATING FOR GREEN INFRASTRUCTURE AND SMART ENERGY DEVELOPMENT ARE OTHER IMPORTANT TOOLS TO ADDRESS CONSERVATION CHALLENGES. TNC SUPPORTED LEGISLATION TO PROMOTE ENERGY EFFICIENCY AND RENEWABLE ENERGY SUCH AS THE CLEAN JOBS ACT IN ILLINOIS, THE CLEAN FUEL STANDARD IN WASHINGTON, THE COLUMBUS CHOICE AGGREGATION MEASURE FOR RENEWABLE ENERGY IN OHIO, AND CLEAN ENERGY GOALS IN CONNECTICUT. OTHER STATES IN WHICH TNC ADVOCATED FOR SMART ENERGY DEVELOPMENT COLORADO, KANSAS, MAINE, AND WYOMING. TNC ENGAGES IN CONVERSATIONS AND ADVOCACY AROUND CLIMATE CHANGE AND ADAPTATION. ADVOCACY ACTIVITIES IN THIS AREA INCLUDED A PROGRAM TO FINANCE CLIMATE CHANGE MITIGATION AND RESILIENCE PROJECTS IN NEW JERSEY, ENGAGEMENT WITH THE NEW ENGLAND SHELLFISH GROWERS CLIMATE COALITION, THE ESTABLISHMENT OF THE DISASTER RELIEF RESILIENCE FUND IN SOUTH CAROLINA, AND OTHER CLIMATE-RELATED LEGISLATIVE ACTIVITIES IN MARYLAND, NEBRASKA, NEVADA, AND RHODE ISLAND. TNC ALSO PURSUED PLACING QUESTIONS ON LOCAL AND STATEWIDE BALLOTS TO PROVIDE FOR LONG-TERM CONSERVATION PROTECTION AND FUNDING IN THE STATES OF COLORADO AND MICHIGAN, AS WELL AS COOK COUNTY, ILLINOIS; TOLEDO, OHIO; AND PORTLAND, OREGON. INTERNATIONALLY, TNC INFLUENCED LEGISLATION WITH SIGNIFICANT CONSERVATION IMPACT IN COUNTRIES AND REGIONS INCLUDING AUSTRALIA, THE BAHAMAS, BRAZIL, CANADA, CHILE, HONG KONG, INDONESIA, JAMAICA, MYANMAR, AND NEW ZEALAND. VOLUNTEERS FOR TNC SPENT A TOTAL OF 1140 HOURS TO INFLUENCE LEGISLATION AS DESCRIBED ABOVE.

Additional Data

Return to Form

Software ID:

Software Version:

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ 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.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

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

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year	39	
2	Aggregate value of contributions to (during year)	31,376,705	
3	Aggregate value of grants from (during year)	7,044,265	
4	Aggregate value at end of year	66,054,025	

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? ☑ Yes ☐ 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? ☑ Yes ☐ No

Part II Conservation Easements.
Complete if the organization answered "Yes" on 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	Total number of conservation easements	2a	2,789
b	Total acreage restricted by conservation easements	2b	3,671,917.00
c	Number of conservation easements on a certified historic structure included in (a)	2c	1
d	Number of conservation easements included in (c) acquired after 7/25/06, and not on a historic structure listed in the National Register	2d	0

3 Number of conservation easements modified, transferred, released, extinguished, or terminated by the organization during the tax year ▶ 25

4 Number of states where property subject to conservation easement is located ▶ 49

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, handling of violations, and enforcing conservation easements during the year
▶ 29205.00

7 Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing conservation easements during the year
▶ $ 953,828

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" on Form 990, Part IV, line 8.

1a If the organization elected, as permitted under FASB 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 FASB 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 on 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 FASB ASC 958 relating to these items:

a Revenue included on 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
- **b** ☐ Scholarly research
- **c** ☐ Preservation for future generations
- **d** ☐ Loan or exchange programs
- **e** ☐ Other

4 Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part 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" on 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:

		Amount
c Beginning balance	**1c**	
d Additions during the year	**1d**	
e Distributions during the year	**1e**	
f Ending balance	**1f**	

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" on Form 990, Part IV, line 10.

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	1,347,399,103	1,322,550,078	1,294,730,157	1,201,781,285	1,114,692,167
b Contributions	18,467,085	14,146,775	17,714,330	23,053,347	8,390,434
c Net investment earnings, gains, and losses	339,568,995	61,939,967	65,157,423	107,038,420	122,916,842
d Grants or scholarships					
e Other expenditures for facilities and programs	48,505,194	51,237,717	55,051,832	37,142,895	44,218,158
f Administrative expenses					
g End of year balance	1,656,929,989	1,347,399,103	1,322,550,078	1,294,730,157	1,201,781,285

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

- **a** Board designated or quasi-endowment ▶ 68.100 %
- **b** Permanent endowment ▶ 16.950 %
- **c** Term endowment ▶ 14.950 %

The percentages on 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:

	Yes	No
(i) Unrelated organizations		No
(ii) Related organizations		No
b If "Yes" on 3a(ii), are the related organizations listed as required on Schedule R?		

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" on 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
1a Land		18,728,078		18,728,078
b Buildings		163,409,323	71,535,480	91,873,843
c Leasehold improvements		30,301,777	19,072,663	11,229,114
d Equipment		59,486,638	51,028,522	8,458,116
e Other		24,992,653	3,014,539	21,978,114
Total. Add lines 1a through 1e. *(Column (d) must equal Form 990, Part X, column (B), line 10(c).)* ▶				152,267,265

Part VII **Investments—Other Securities.**
Complete if the organization answered "Yes" on 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		
(3) Other		
(A) PRIVATE EQUITY	282,198,568	C
(B) SPLIT-INTEREST INVESTMENTS	395,420,780	C
(C) COMMINGLED EQUITY FUNDS	97,159,806	C
(D) HEDGE FUNDS	776,284,462	C
(E) PRIVATE REAL ESTATE	122,309,674	C
(F)		
(G)		
(H)		
(I)		
Total. *(Column (b) must equal Form 990, Part X, col. (B) line 12.)* ▶	1,673,373,290	

Part VIII **Investments—Program Related.**
Complete if the organization answered 'Yes' on 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
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. *(Column (b) must equal Form 990, Part X, col.(B) line 13.)* ▶		

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

(a) Description	(b) Book value
(1)CONSERVATION EASEMENTS	2,415,001,795
(2)SECURITIES PLEDGED UNDER SECURITIES LENDING AGREEMENT	61,264,937
(3)DUE TO/DUE FROM INTERCOMPANY	76,255,774
(4)CONSERVATION LANDS	2,037,339,375
(5)RIGHT TO USE ASSETS	40,785,041
(6)	
(7)	
(8)	
(9)	
(10)	
Total. *(Column (b) must equal Form 990, Part X, col.(B) line 15.)* ▶	4,630,646,922

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

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. *(Column (b) must equal Form 990, Part X, col.(B) line 25.)* ▶	384,257,342

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' on Form 990, Part IV, line 12a.

1	Total revenue, gains, and other support per audited financial statements			1	1,825,664,909
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains (losses) on investments	2a	373,683,757		
b	Donated services and use of facilities	2b	23,963,268		
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIII.)	2d	96,143,069		
e	Add lines **2a** through **2d**			2e	493,790,094
3	Subtract line **2e** from line **1**			3	1,331,874,815
4	Amounts included on Form 990, Part VIII, line 12, but not on line **1**:				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	19,440,861		
b	Other (Describe in Part XIII.)	4b	-61,184,836		
c	Add lines **4a** and **4b**			4c	-41,743,975
5	Total revenue. Add lines **3** and **4c.** (This must equal Form 990, Part I, line 12.)			5	1,290,130,840

Part XII **Reconciliation of Expenses per Audited Financial Statements With Expenses per Return.**
Complete if the organization answered 'Yes' on Form 990, Part IV, line 12a.

1	Total expenses and losses per audited financial statements			1	902,944,535
2	Amounts included on line 1 but not on Form 990, Part IX, line 25:				
a	Donated services and use of facilities	2a	23,963,268		
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIII.)	2d	-10,204,202		
e	Add lines **2a** through **2d**			2e	13,759,066
3	Subtract line **2e** from line **1**			3	889,185,469
4	Amounts included on Form 990, Part IX, line 25, but not on line **1:**				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a	19,440,861		
b	Other (Describe in Part XIII.)	4b			
c	Add lines **4a** and **4b**			4c	19,440,861
5	Total expenses. Add lines **3** and **4c.** (This must equal Form 990, Part I, line 18.)			5	908,626,330

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 II, LINE 3:	DURING THE TAX YEAR, 17 EASEMENTS WERE TRANSFERRED OR SOLD ALL TO QUALIFIED ORGANIZATIONS AS DEFINED IRC SEC. 170(H)(3) AND THE RELATED REGULATIONS AND ALL AS REQUIRED AND CONSISTENT WITH THE CONSERVATION ACTION PLAN FOR THE PROPERTIES. EASEMENTS TRANSFERRED OR SOLD WERE: (1) CANE CREEK CANYON (LACEFIELD NORTH ADDITION) 8/18/2020; (2) CANE CREEK CANYON (LACEFIELD 3) 8/18/2020; (3) CANE CREEK CANYON/LITTLE MOUNTAIN (LACEFIELD) 8/18/2020; (4) SANDS (TNC CE) 1/20/2021; (5) GRAND MARAIS-WEST BAY (DAVIS EAST) 6/21/2021; (6) FALLS CREEK (CEDAR ROCK LTD. PARTNERSHIP) 8/18/2020; (7) ST. HELENA ESTUARY (HAGERTY) JEHOSSEE 9/28/2020; (8) HOLLY HILL PLANTATION (PRATT 1) 1/20/2021; (9) HOLLY HILL PLANTATION (PRATT 2) 1/20/2021; (10) BAILEY ISLAND (FULLER STREET CORPORATION) 4/16/2021; (11) NORTHERN TALLGRASS PRAIRIE NATIONAL WILDLIFE REFUGE (ROIGER) 12/18/2020; (12) BLUESTEM PRAIRIE (BECKETT) 2/11/2021; (13) PRAIRIE COTEAU (BURMEISTER, KURT & KARI) 2/11/2021; (14) ORDWAY/GLACIAL LAKES (SKARPNESS) 5/28/2021; (15) HOLE-IN-THE-MOUNTAIN PRAIRIE (BERKENPAS TRUSTS) 6/17/2021; (16) PRAIRIE COTEAU (KNUTSON, SHERWOOD & ELAINE) 6/17/2021; AND (17) UTAH LAKE (ROBINS) 12/18/2020. DURING THE TAX YEAR, 8 CONSERVATION EASEMENTS WERE AMENDED: (1) COSUMNES (FORSTER) 9/23/2020 TO PERMIT CA DOT TO INSTALL A ROUNDABOUT OVER 0.59 ACRES TO IMPROVE TRAFFIC SAFETY IN LIEU OF CONDEMNATION; (2) LA GARITA RANCH (PHIPPS) 3/23/2021 TO STRENGTHEN PROTECTIONS BY IMPOSING ADDITIONAL RESTRICTIONS ON WATER RIGHTS AND CATTLE GRAZING, AND ELIMINATING LANDOWNER'S RIGHT TO SUBDIVIDE; (3) ALTAMAHA/OGEECHEE (CANNONS POINT) 2/18/2021 TO ADD 99.20 ACRES TO THE PROTECTED PROPERTY; (4) THOMPSON/LOWER CLARK FORK AKA BULL RIVER (RYDER) 3/22/2021 TO CLEARLY IDENTIFY BOUNDARIES OF THE RESIDENTIAL AREA WITHIN THE PROTECTED PROPERTY; NO CHANGE TO RESTRICTIONS OR RETAINED RIGHTS; (5) HORSE CREEK FEN (DANIELS FKA ORTON) 2/9/2021 TO CLARIFY THE SIZE AND LOCATION OF THE REDUCED BUILDING ENVELOPE, THE NUMBER OF RESIDENCES PERMITTED WITHIN THE BUILDING ENVELOPE, AND THE LANGUAGE OF THE SUBDIVISION PROVISION; (6) ST. ANTHONY'S (CAPITAL REGION WATER) 9/30/2020 TO ADD 122.87 ACRES TO THE PROTECTED PROPERTY; (7) SOUTHWEST BI MACROSITE (DUPONT) 4/21/2021 TO CORRECT AN ERROR IN THE DEPICTION OF THE BUILDING ENVELOPE; NO CHANGE TO RESTRICTIONS OR RETAINED RIGHTS; AND (8) ELKHORN CREEK (PETERSON 1-4) 10/6/2020 TO CORRECT ERRORS IN THE LEGAL DESCRIPTION, CONFIRM THE LOCATION OF THE BUILDING ENVELOPE, AND EXTINGUISH THE RIGHT TO REBUILD A CABIN.
PART II, LINE 5:	THE NATURE CONSERVANCY'S WRITTEN POLICY REGARDING THE PERIODIC MONITORING, INSPECTION, VIOLATIONS, AND ENFORCEMENT OF THE CONSERVATION EASEMENTS IT HOLDS IS GOVERNED BY OUR STANDARD OPERATING PROCEDURE, CONSERVATION EASEMENTS AND DEED RESTRICTIONS. EXCERPTS FROM THE PROCEDURE FOLLOW. EACH BUSINESS UNIT WILL BE RESPONSIBLE FOR MONITORING COMPLIANCE WITH THE TERMS OF

Return Reference	Explanation
	ALL CONSERVATION INTERESTS FOR WHICH IT MUST PREPARE OR OBTAIN A BASELINE. FOR PURPOSES OF THIS STANDARD OPERATING PROCEDURE, "BUSINESS UNIT" MEANS THE CONSERVANCY BUSINESS UNIT IN WHICH THE CONSERVATION INTEREST IS LOCATED OR, IF DIFFERENT, THE CONSERVANCY BUSINESS UNIT RESPONSIBLE FOR MONITORING AND ENFORCEMENT OF THE CONSERVATION INTEREST. A. MONITORING TEAM. EACH BUSINESS UNIT WILL ESTABLISH A MONITORING TEAM WHICH WILL CONSIST OF AT LEAST ONE STAFF MEMBER AND MAY INCLUDE THIRD PARTY VOLUNTEERS OR CONTRACTORS. ALL MEMBERS OF THE MONITORING TEAM MUST BE TRAINED ON CONSERVANCY PROCEDURES AND PRACTICES FOR MONITORING CONSERVATION INTERESTS. THE MONITORING TEAM WILL BE RESPONSIBLE FOR ENSURING THAT MONITORING IS COMPLETED AND DOCUMENTED IN ACCORDANCE WITH THIS SOP. B. MONITORING FREQUENCY. CONSERVATION. INTERESTS WILL BE MONITORED AT LEAST ONCE EACH CALENDAR YEAR BEGINNING WITH THE CALENDAR YEAR AFTER THE CONSERVATION INTEREST WAS ACCEPTED OR ACQUIRED. THE FIRST MONITORING WILL OCCUR NO MORE THAN 15 MONTHS AFTER THE DATE THE CONSERVATION INTEREST WAS ACCEPTED OR ACQUIRED. C. TIME AND EXPENSE REPORTING. TO COMPLY WITH INTERNAL REVENUE SERVICE ("IRS") REQUIREMENTS USE ACTIVITY CODE 10000 (CALLED "EASEMENT MONITORING") TO REPORT ALL EXPENSES INCURRED IN INSPECTING, MONITORING AND ENFORCING CONSERVATION EASEMENTS. BUSINESS UNITS MUST FOLLOW THE FINANCE DEPARTMENT'S GUIDANCE FOR REPORTING: 1. STAFF HOURS (TO BE REPORTED IN BI-WEEKLY TIME REPORTS), 2. VOLUNTEER HOURS (TO THE EXTENT REQUIRED BY FINANCE DEPARTMENT GUIDANCE), 3. CONTRACTOR FEES (INCLUDING OUTSIDE COUNSEL FEES), AND 4. TRAVEL AND OTHER RELATED EXPENSES. D. MONITORING REPORTS. MONITORING RESULTS MUST BE DOCUMENTED CONTEMPORANEOUSLY (WITHIN TWO MONTHS AFTER MONITORING OCCURS) IN A REPORT THAT DESCRIBES THE CONDITION OF THE PROPERTY AND THE PROTECTED CONSERVATION VALUES AS DEFINED IN THE CONSERVATION INTEREST. THE MONITORING REPORT MUST INCLUDE THE INFORMATION DESCRIBED IN CHECKLIST OF REQUIRED FIELDS FOR COMPLIANCE MONITORING TEMPLATE. BUSINESS UNITS MAY MODIFY THE TEMPLATES OR CREATE THEIR OWN MONITORING REPORT FORM PROVIDED THAT IT CONTAINS THE REQUIRED CONTENT. BUSINESS UNITS: 1. ARE ENCOURAGED TO USE THE SAME FORM CONSISTENTLY FOR ALL CONSERVATION INTERESTS THAT THE BU MONITORS AND IN ALL CASES, ALL REQUIRED FIELDS MUST BE COMPLETED; 2. ARE ENCOURAGED TO PROVIDE THE LANDOWNER WITH A COPY OF THE MONITORING REPORT AND REQUEST THAT IT BE SIGNED AND, IF FEASIBLE, NOTARIZED TO INDICATE LANDOWNER'S AGREEMENT WITH ITS CONTENTS; AND 3. MUST MAINTAIN MONITORING REPORTS IN ACCORDANCE WITH THE CONSERVANCY'S RECORDS RETENTION SCHEDULE. E. COMPLIANCE STATUS. THE MONITORING TEAM, WITH APPROVAL OF THE BUSINESS UNIT DIRECTOR OR THE DIRECTOR'S DESIGNEE, SHALL DETERMINE THE COMPLIANCE STATUS OF THE CONSERVATION INTEREST AS ONE OF THE FOLLOWING: 1. IN COMPLIANCE 2. IN REVIEW 3. IN VIOLATION. IF VOLUNTARY RESOLUTION OF A VIOLATION IS NOT POSSIBLE (E.G., BECAUSE THE TIME PERIOD TO BRING A JUDICIAL ACTION WILL END UNDER APPLICABLE STATUTES OF LIMITATION), THE BUSINESS UNIT WILL PROCEED WITH FORMAL ENFORCEMENT. FORMAL ENFORCEMENT ACTION SHALL BE TAKEN IN ACCORDANCE WITH AN ENFORCEMENT PLAN TO BE DEVELOPED BY THE BUSINESS UNIT AND ASSIGNED ATTORNEY AND APPROVED BY THE REGIONAL DIRECTOR OR IN THE U.S., BY THE DIVISION DIRECTOR. IF THE ENFORCEMENT PLAN INCLUDES LITIGATION, APPROVAL OF THE RESPONSIBLE ASSOCIATE GENERAL COUNSEL AND GENERAL COUNSEL SHALL BE OBTAINED PRIOR TO INITIATION OF LITIGATION.
PART II, LINE 9:	THE CONSERVANCY RECORDS LAND AND LAND INTERESTS AT COST IF PURCHASED OR AT FAIR VALUE AT THE DATE OF ACQUISITION, IF ALL OR PART OF THE LAND WAS RECEIVED AS A DONATION. FAIR VALUE IS GENERALLY DETERMINED BY APPRAISAL AT THE TIME OF ACQUISITION AND IS NOT SUBSEQUENTLY ADJUSTED. UPON SALE OR GIFT, THE BOOK VALUE OF THE LAND OR LAND INTEREST IS REPORTED AS A PROGRAM EXPENSE AND THE RELATED PROCEEDS, IF ANY, ARE REPORTED AS REVENUE IN THE CONSOLIDATED STATEMENT OF ACTIVITIES. CONSERVATION LAND IS REAL PROPERTY WITH SIGNIFICANT ECOLOGICAL VALUE. THESE PROPERTIES ARE EITHER MANAGED IN AN EFFORT TO PROTECT THE NATURAL BIOLOGICAL DIVERSITY OF THE PROPERTY, OR TRANSFERRED TO OTHER ORGANIZATIONS WHO WILL MANAGE THE LANDS IN A SIMILAR FASHION. CONSERVATION EASEMENTS ARE COMPRISED OF LISTED RIGHTS AND/OR RESTRICTIONS OVER THE OWNED PROPERTY THAT ARE CONVEYED BY A PROPERTY OWNER TO THE CONSERVANCY, ALMOST ALWAYS IN PERPETUITY, IN ORDER TO PROTECT THE OWNED PROPERTY AS A SIGNIFICANT NATURAL AREA, AS DEFINED IN FEDERAL TAX REGULATIONS. THESE INTANGIBLE ASSETS MAY BE SOLD OR TRANSFERRED TO OTHERS SO LONG AS THE ASSIGNEE AGREES TO CARRY OUT, IN PERPETUITY, THE CONSERVATION PURPOSES INTENDED BY THE ORIGINAL GRANTOR. CONSERVATION EASEMENTS, BY THEIR VERY NATURE, DO NOT GENERATE MATERIAL AMOUNTS OF CASH INFLOW ANNUALLY.
PART V, LINE 4:	THE ENDOWMENT INCLUDES APPROXIMATELY 998 INDIVIDUAL ENDOWMENT FUNDS. THE ENDOWMENT PROVIDES STABLE FINANCIAL SUPPORT TO A WIDE VARIETY OF PROGRAMS AND ACTIVITIES IN PERPETUITY, PLAYING A CRITICAL ROLE IN ENABLING THE CONSERVANCY TO ACHIEVE ITS MISSION. PROGRAMS SUPPORTED BY THE ENDOWMENT INCLUDE RESTORING, MONITORING, AND MANAGING NATURAL AREAS OWNED BY THE CONSERVANCY AND OTHERS, AS WELL AS MANY OTHER ACTIVITIES AND ACTIONS VITAL TO THE PRESERVATION OF NATURAL DIVERSITY. THE ENDOWMENT INCLUDES BOTH DONOR-RESTRICTED ENDOWMENT FUNDS AND FUNDS DESIGNATED BY THE BOARD OF DIRECTORS (BOARD) TO FUNCTION AS ENDOWMENTS. NET ASSETS ASSOCIATED WITH ENDOWMENT FUNDS, INCLUDING BOARD-DESIGNATED ENDOWMENT FUNDS, ARE CLASSIFIED AND REPORTED BASED ON THE EXISTENCE OR ABSENCE OF DONOR-IMPOSED RESTRICTIONS.
PART X, LINE 2:	THE CONSERVANCY HAS BEEN GRANTED AN EXEMPTION FROM FEDERAL INCOME TAXES UNDER SECTION 501(C)(3) OF THE INTERNAL REVENUE CODE. THE INTERNAL REVENUE SERVICE HAS CLASSIFIED THE CONSERVANCY AS OTHER THAN A PRIVATE FOUNDATION. THE CONSERVANCY PAYS INCOME TAX RELATING TO ITS UNRELATED BUSINESS INCOME ACTIVITIES, WHICH WERE PRIMARILY GENERATED BY INCOME FROM ALTERNATIVE INVESTMENTS IN PARTNERSHIPS. THE CONSERVANCY TAKES NO TAX POSITIONS THAT IT CONSIDERS TO BE UNCERTAIN.
PART XI, LINE 2D - OTHER ADJUSTMENTS:	VALUATION GAIN/LOSS ON NON-TL ASSETS AND LIABILITIES 28,387,604. SPLIT INTEREST CHANGE IN VALUATION 54,653,441. VALUATION GAIN/LOSS ON TRADE LAND -49,309. INTERCOMPANY TRANSFERS 4,721,581. REVENUE ADJUSTMENT TO BEGINNING NET ASSETS 8,429,752.
PART XI, LINE 4B - OTHER ADJUSTMENTS:	MERCHANDISE COGS -15,349. RELATED ENTITY SUPPORT AND TRANSFERS -61,169,487.

Return Reference	Explanation
PART XII, LINE 2D - OTHER ADJUSTMENTS:	RELATED ENTITY SUPPORT AND TRANSFERS -10,219,551. MERCHANDISE COGS 15,349.

Additional Data

Return to Form

Software ID:

Software Version:

SCHEDULE F (Form 990)

Department of the Treasury
Internal Revenue Service

Statement of Activities Outside the United States

▶ Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.
▶ Attach to Form 990.
▶ Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

Part I **General Information on Activities Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 14b.

1 **For grantmakers.** Does the organization maintain records to substantiate the amount of its grants and other assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance? . . . . . ☑ Yes ☐ No

2 **For grantmakers.** Describe in Part V the organization's procedures for monitoring the use of its grants and other assistance outside the United States.

3 Activites per Region. (The following Part I, line 3 table can be duplicated if additional space is needed.)

(a) Region	(b) Number of offices in the region	(c) Number of employees, agents, and independent contractors in the region	(d) Activities conducted in region (by type) (such as, fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in the region	(f) Total expenditures for and investments in the region
(1) CENTRAL AMERICA AND THE CARIBBEAN	6	141	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	8,145,699
(2) EAST ASIA AND THE PACIFIC	23	526	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	16,673,024
(3) EUROPE (INCLUDING ICELAND AND GREENLAND)	3	151	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	2,259,368
(4) NORTH AMERICA	4	178	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	7,319,109
(5) SOUTH AMERICA	6	512	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	12,743,975
(6) SOUTH ASIA	1	45	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	1,287,738
(7) SUB-SAHARAN AFRICA	7	260	PROGRAM SERVICES	CONSERVATION OF THE LANDS ACTIVITIES	13,903,316
(8) CENTRAL AMERICA AND THE CARIBBEAN			GRANTMAKING		78,403,876
(9) EAST ASIA AND THE PACIFIC			GRANTMAKING		1,264,179
(10) EUROPE (INCLUDING ICELAND AND GREENLAND)			GRANTMAKING		691,726
(11) NORTH AMERICA			GRANTMAKING		1,014,695
(12) SOUTH AMERICA			GRANTMAKING		3,527,151
(13) SOUTH ASIA			GRANTMAKING		306,928
(14) SUB-SAHARAN AFRICA			GRANTMAKING		11,931,964
(15) CENTRAL AMERICA AND THE CARIBBEAN			INVESTMENTS		1,386,974,396
(16) EUROPE (INCLUDING ICELAND AND GREENLAND)			INVESTMENTS		31,106,818
(17) NORTH AMERICA			INVESTMENTS		330,552
3a Sub-total	50	1,813			140,736,105
b Total from continuation sheets to Part I . . .	0	0			1,437,148,409
c **Totals** (add lines 3a and 3b)	50	1,813			1,577,884,514

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 15, for any recipient who received more than $5,000. Part II can be duplicated if additional space is needed.

1 (a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of noncash assistance	(h) Description of noncash assistance	(i) Method of valuation (book, FMV, appraisal, other)
(1)		CENTRAL AMERICA AND THE CARIBBEAN - ANTIGUA & BARBUDA, ARUBA, BAHAMAS,	CONSERVATION ACTIVITIES	78,399,571	ETF, WIRE, CHECK			
(2)		EAST ASIA AND THE PACIFIC - AUSTRALIA, BRUNEI, BURMA, CAMBODIA,	CONSERVATION ACTIVITIES	1,193,102	ETF, WIRE, CHECK			
(3)		EUROPE (INCLUDING ICELAND & GREENLAND) - ALBANIA, ANDORRA, AUSTRIA, BELGIUM	CONSERVATION ACTIVITIES	686,882	ETF, WIRE, CHECK			
(4)		NORTH AMERICA - CANADA AND MEXICO, BUT NOT THE UNITED STATES	CONSERVATION ACTIVITIES	996,389	ETF, WIRE, CHECK			
(5)		SOUTH AMERICA - ARGENTINA, BOLIVIA, BRAZIL, CHILE, COLUMBIA, ECUADOR,	CONSERVATION ACTIVITIES	3,523,581	ETF, WIRE, CHECK			
(6)		SOUTH ASIA - AFGHANISTAN, BANGLADESH, BHUTAN, INDIA, MALDIVES, NEPAL,	CONSERVATION ACTIVITIES	306,928	ETF, WIRE, CHECK			
(7)		SUB-SAHARAN AFRICA - ANGOLA, BENIN, BOTSWANA, BURKINA FASO,	CONSERVATION ACTIVITIES	11,912,243	ETF, WIRE, CHECK			
(8)								
(9)								
(10)								
(11)								
(12)								
(13)								
(14)								
(15)								
(16)								

2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter . . . . . ▶ 327

3 Enter total number of other organizations or entities . . . . . ▶ 0

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 16. Part III can be duplicated if additional space is needed.

(a) Type of grant or assistance	**(b)** Region	**(c)** Number of recipients	**(d)** Amount of cash grant	**(e)** Manner of cash disbursement	**(f)** Amount of noncash assistance	**(g)** Description of noncash assistance	**(h)** Method of valuation (book, FMV, appraisal, other)
(1)							
(2)							
(3)							
(4)							
(5)							
(6)							
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							
(13)							
(14)							
(15)							
(16)							
(17)							
(18)							

Part IV Foreign Forms

1 Was the organization a U.S. transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926)* . . . . . ☑ Yes ☐ No

2 Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to separately file Form 3520, Annual Return to Report Transactions with Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A; don't file with Form 990)* . . . . . ☑ Yes ☐ No

3 Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons with Respect to Certain Foreign Corporations. (see Instructions for Form 5471)* . . . . . ☑ Yes ☐ No

4 Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Information Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund. (see Instructions for Form 8621)* . ☑ Yes ☐ No

5 Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons with Respect to Certain Foreign Partnerships (see Instructions for Form 8865)* . . . . . ☑ Yes ☐ No

6 Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to separately file Form 5713, International Boycott Report (see Instructions for Form 5713; don't file with Form 990).* . . . . . ☑ Yes ☐ No

Part V **Supplemental Information**

Provide the information required by Part I, line 2 (monitoring of funds); Part I, line 3, column (f) (accounting method; amounts of investments vs. expenditures per region); Part II, line 1 (accounting method); Part III (accounting method); and Part III, column (c) (estimated number of recipients), as applicable. Also complete this part to provide any additional information. See instructions.

ReturnReference	Explanation
PART I, LINE 2:	TNC HAS AN INTERNAL GRANTS MANUAL WHICH OUTLINES ITS GRANT MANAGEMENT PRACTICES, STAFF RESPONSIBILITIES, AND STANDARD OPERATING PROCEDURES ("SOP"). THE GUIDANCE IN THE "SUBAWARDS AND GRANTS WITH PUBLIC AND PRIVATE FUNDS" CHAPTER OF THE MANUAL OUTLINES TNC'S MONITORING FRAMEWORK FOR USE OF ALL GRANT FUNDS, INCLUDING GRANTS OUTSIDE THE UNITED STATES. AS A FIRST STEP, TNC CONDUCTS DUE DILIGENCE ON POTENTIAL GRANTEES TO EVALUATE FINANCIAL, ORGANIZATIONAL, AND PROGRAMMATIC CAPACITY TO MANAGE FUNDS. GRANTEES ARE ASSIGNED A RISK RANKING BASED ON THIS EVALUATION, AND THE RISK RANKING AND AMOUNT OF FUNDING PROVIDED TOGETHER DETERMINE THE MONITORING ACTIVITIES FOR THE GRANT. MONITORING ACTIVITIES INCLUDE: (1) REVIEW AND ANALYSIS OF SUBRECIPIENT PROGRAMMATIC/TECHNICAL REPORTS, (2) REVIEW AND ANALYSIS OF SUBRECIPIENT FINANCIAL REPORTS, (3) COLLECTION AND REVIEW OF EXTERNAL AUDIT REPORTS, (4) SITE VISITS, AND (5) DESK REVIEWS. BUSINESS UNIT DIRECTORS, GRANT SPECIALIST AND THE INTERNAL AUDIT DEPARTMENT/SUBRECIPIENT MONITORING UNIT ALL HAVE CLEARLY DEFINED MONITORING RESPONSIBILITIES. SUBRECIPIENTS PROVIDE, AT A MINIMUM, ONE FINAL WRITTEN REPORT, AND FOR SUBAWARDS OF MORE THAN 12 MONTHS, AN ANNUAL REPORT EVERY 12 MONTHS AS WELL AS A FINAL REPORT. TNC DETERMINES THE FREQUENCY OF REPORTING TO ENSURE THAT PROJECT ACTIVITIES ARE ON TRACK, THAT ANY FUNDER REQUIREMENTS ARE MET, IF APPLICABLE, (TO ENSURE THAT PROJECT COSTS ARE APPROPRIATE AND DOCUMENTED.
PART III ACCOUNTING METHOD:	

Additional Data

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" on 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.**

▶ **Go to *www.irs.gov/Form990* for instructions and the latest information.**

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

Part I **Fundraising Activities.** Complete if the organization answered "Yes" on 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
- **b** ☑ Internet and email solicitations
- **c** ☑ Phone solicitations
- **d** ☑ In-person solicitations
- **e** ☑ Solicitation of non-government grants
- **f** ☑ Solicitation of government grants
- **g** ☑ Special fundraising events

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

b If "Yes," list the 10 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? Yes	No	**(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
1 PERSONAL FUNDRAISING SERVICES LLC 10 S RIVERSIDE PLAZA SUITE 875 PM CHICAGO, IL 60606	FACE-TO-FACE AND TELEMARKETING FUNDRAISING SERVICES		No	1,637,117	1,379,902	257,215
2 ASCENTA GROUP (FORMERLY APPCO) 315 W 36TH STLEVEL 10 NEW YORK, NY 10018	FACE-TO-FACE AND TELEMARKETING FUNDRAISING SERVICES		No	953,519	630,950	322,569
3 UP FUNDRAISING 550 QUEEN ST E TORONTO, CA M5A 1V2	FACE-TO-FACE AND TELEMARKETING FUNDRAISING SERVICES		No	611,824	104,949	506,875
4 CAUSEWORX 5000 YONGE STREET SUITE 1901 NORTH YORK, CA M2N 7E9	PROFESSIONAL FUNDRAISING COUNSEL AND PAID MEDIA MANAGEMENT		No	528,092	419,002	109,090
5 3SIXTY FUNDRAISING LLC CO WEWORK 33 IRVING PL NEW YORK, NY 10003	FACE-TO-FACE AND TELEMARKETING FUNDRAISING SERVICES		No	187,079	359,729	0
6 NEW CANVASSING EXPERIENCE 1812 MAIN ST BASTROP, TX 78602	FACE-TO-FACE FUNDRAISING SERVICES TO ACQUIRE NEW DONORS.		No	168,325	690,700	0
7 THE COMPASS GROUP 2251 EISENHOWER AVE SUITE 1916 ALEXANDRIA, VA 22314	CAMPAIGN CONSULTING, PLANNING, TRAINING & STRATEGIC SUPPORT		No	0	180,000	0
8 TALLWAVE LLC 4110 N SCOTTSDALE RD SUITE 300 SCOTTSDALE, AZ 85251	PROFESSIONAL FUNDRAISING COUNSEL AND PAID MEDIA MANAGEMENT		No	0	4,358,774	0
9 RESOURCE & EVENT MANAGEMENT LTD 650 FIRST AVENUE SUITE 7NW NEW YORK, NY 10016	CAMPAIGN CONSULTING, PLANNING, TRAINING & STRATEGIC SUPPORT		No	0	100,000	0
10 LORING STERNBERG LORING STERNBERG 7575 HOOVER ROAD INDIANAPOLIS, IN 46260	CONSULTING SERVICES FOR LAUNCHING A FUNDRAISING CAMPAIGN		No	0	75,000	0
Total . . . . . ▶				4,085,956	8,299,006	1,195,749

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.

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

Part II **Fundraising Events.** Complete if the organization answered "Yes" on 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.

		(a) Event #1 (event type)	(b) Event #2 (event type)	(c) Other events (total number)	(d) Total events (add col. (a) through col. (c))
Revenue	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" on Form 990, Part IV, line 19, or reported more than $15,000 on Form 990-EZ, line 6a.

		(a) Bingo	(b) Pull tabs/Instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col.(a) through col.(c))
Revenue	1 Gross revenue				
Direct Expenses	2 Cash prizes				
	3 Noncash prizes				
	4 Rent/facility costs				
	5 Other direct expenses				
	6 Volunteer labor	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ No	☐ Yes ____ % ☐ 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? ☐ Yes ☐ No

b If "No," explain: _____

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

b If "Yes," explain: _____

11 Does the organization 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 provide any additional information. See instructions.

Return Reference	Explanation

Schedule G (Form 990 or 990-EZ) 2020

Additional Data

Return to Form

Software ID:

Software Version:

Form No.
HR-11

GOVERNMENT OF KARNATAKA
STATEMENT-'X' SUPPLEMENTARY TO BUDGET
FOR THE YEAR 2025-2026

Demand No. 14

Administrative Department : HOUSING AND URBAN DEVELOPMENT

Name of the Department : HOUSING

Sl. No.	Name of the Post	Sanctioned Strength	Basic Pay	Dearness Pay	Dearness Allowance	House Rent Allowance	City Compensatory Allowance	Other Allowance	Medical Allowance	Gross Salary	Remarks
1	2	3	4	5	6	7	8	9	10	11	12
1	Principal Secretary	1	80000		55200	14400	2000		15000	166600	
2	Commissioner	1	80000		55200	14400	2000		15000	166600	
3	Joint Director	1	80000		55200	14400	2000		15000	166600	
4	Joint Director	1	80000		55200	14400	2000		15000	166600	
5	Joint Director	1	80000		55200	14400	2000		15000	166600	

Part III **Grants and Other Assistance to Domestic Individuals.** Complete if the organization answered "Yes" on 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 noncash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
(1) HONORARIUMS	9	2,550		N/A	CONSERVATION ACTIVITIES
(2) RESEARCH SUBAWARDS	4	17,500		N/A	CONSERVATION ACTIVITIES
(3) ART WORKSHOP GRANTS	3	2,250		N/A	CONSERVATION ACTIVITIES
(4) COMPETITIVE GRANTS	6	6,000		N/A	CONSERVATION ACTIVITIES
(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:	TNC HAS AN INTERNAL GRANTS MANUAL WHICH OUTLINES ITS GRANT MANAGEMENT PRACTICES, STAFF RESPONSIBILITIES, AND STANDARD OPERATING PROCEDURES ("SOP"). THE GUIDANCE IN THE "SUBAWARDS AND GRANTS WITH PUBLIC AND PRIVATE FUNDS" CHAPTER OF THE MANUAL OUTLINES TNC'S MONITORING FRAMEWORK FOR USE OF ALL GRANT FUNDS, INCLUDING GRANTS IN THE UNITED STATES. AS A FIRST STEP, TNC CONDUCTS DUE DILIGENCE ON POTENTIAL GRANTEES TO EVALUATE FINANCIAL, ORGANIZATIONAL, AND PROGRAMMATIC CAPACITY TO MANAGE FUNDS. GRANTEES ARE ASSIGNED A RISK RANKING BASED ON THIS EVALUATION, AND THE RISK RANKING AND AMOUNT OF FUNDING PROVIDED TOGETHER DETERMINE THE MONITORING ACTIVITIES FOR THE GRANT. MONITORING ACTIVITIES INCLUDE: (1) REVIEW AND ANALYSIS OF SUBRECIPIENT PROGRAMMATIC/TECHNICAL REPORTS, (2) REVIEW AND ANALYSIS OF SUBRECIPIENT FINANCIAL REPORTS, (3) COLLECTION AND REVIEW OF EXTERNAL AUDIT REPORTS, (4) SITE VISITS, AND (5) DESK REVIEWS. BUSINESS UNIT DIRECTORS, GRANT SPECIALIST AND THE INTERNAL AUDIT DEPARTMENT/SUBRECIPIENT MONITORING UNIT ALL HAVE CLEARLY DEFINED MONITORING RESPONSIBILITIES. SUBRECIPIENTS PROVIDE, AT A MINIMUM, ONE FINAL WRITTEN REPORT, AND FOR SUBAWARDS OF MORE THAN 12 MONTHS, AN ANNUAL REPORT EVERY 12 MONTHS AS WELL AS A FINAL REPORT. TNC DETERMINES THE FREQUENCY OF REPORTING TO ENSURE THAT PROJECT ACTIVITIES ARE ON TRACK, THAT ANY FUNDER REQUIREMENTS ARE MET, IF APPLICABLE, (TO ENSURE THAT PROJECT COSTS ARE APPROPRIATE AND DOCUMENTED.

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" on Form 990, Part IV, line 23.
▶ Attach to Form 990.
▶ Go to *www.irs.gov/Form990* for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropiate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.			
	☑ First-class or charter travel ☐ Travel for companions ☑ Tax idemnification and gross-up payments ☐ Discretionary spending account ☑ Housing allowance or residence for personal use ☐ Payments for business use of personal residence ☐ Health or social club dues or initiation fees ☐ Personal services (e.g., maid, chauffeur, chef)			
b	If any of the boxes on 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	**1b**	Yes	
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 on Line 1a?	**2**	Yes	
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.			
	☑ Compensation committee ☑ Independent compensation consultant ☑ Form 990 of other organizations ☐ Written employment contract ☑ Compensation survey or study ☑ Approval by the board or compensation committee			
4	During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
a	Receive a severance payment or change-of-control payment?	**4a**	Yes	
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	**4b**		No
c	Participate in, or receive payment from, an equity-based compensation arrangement?	**4c**		No
	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.			
5	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:			
a	The organization?	**5a**		No
b	Any related organization?	**5b**		No
	If "Yes," on line 5a or 5b, describe in Part III.			
6	For persons listed on 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?	**6a**		No
b	Any related organization?	**6b**		No
	If "Yes," on line 6a or 6b, describe in Part III.			
7	For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described in lines 5 and 6? If "Yes," describe in Part III	**7**		No
8	Were any amounts reported on Form 990, Part VII, paid or accured 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	**8**		No
9	If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	**9**		

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 on 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 on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
1 MARK BURGET EXEC VP AND REG DIRECTOR	(i)	0	0	875,627	0	646	876,273	0
	(ii)	- 0	0	0	0	- 0	- 0	0
2 CHARLES BEDFORD REGIONAL DIRECTOR	(i)	216,787	0	461,894	17,666	16,242	712,589	0
	(ii)	- 0	0	0	0	- 0	- 0	0
3 JAMES WILLIS ASP FRMR CHIEF DEV OFFICER (UNTIL 12/19)	(i)	27,436	0	635,844	2,216	408	665,904	0
	(ii)	- 0	0	0	0	- 0	- 0	0
4 JENNIFER MORRIS DIRECTOR/CHIEF EXECUTIVE OFFICER	(i)	432,154	100,000	8,779	0	8,879	549,812	0
	(ii)	- 0	0	0	0	- 0	- 0	0
5 WISLA HENEGHAN COO AND GENERAL COUNSEL	(i)	472,696	0	2,838	22,800	16,474	514,808	0
	(ii)	- 0	0	0	0	- 0	- 0	0
6 SEEMA PAUL MANAGING DIRECTOR	(i)	312,678	1,093	166,715	22,800	7,479	510,765	0
	(ii)	- 0	0	0	0	- 0	- 0	0
7 KATHERINE ANDREWS EVP, GLOBAL STRATEGIES	(i)	0	0	506,903	0	17	506,920	0
	(ii)	- 0	0	0	0	- 0	- 0	0
8 BRIAN MCPEEK FORMER CHIEF CONSERVATION OFFICER	(i)	0	0	487,492	0	15,810	503,302	0
	(ii)	- 0	0	0	0	- 0	- 0	0
9 JUSTIN ADAMS GLOBAL MANAGING DIRECTOR, LANDS	(i)	440,274	0	35,607	0	0	475,881	0
	(ii)	- 0	0	0	0	- 0	- 0	0
10 DAVID BANKS CHIEF CONSERVATION OFFICER	(i)	417,780	0	11,268	22,800	18,290	470,138	0
	(ii)	- 0	0	0	0	- 0	- 0	0
11 MICHAEL SWEENEY STATE DIRECTOR	(i)	395,818	0	11,106	22,800	16,474	446,198	0
	(ii)	- 0	0	0	0	- 0	- 0	0
12 THOMAS NEISES CHIEF DEVELOPMENT OFFICER	(i)	376,654	0	1,518	22,800	12,001	412,973	0
	(ii)	- 0	0	0	0	- 0	- 0	0
13 LEONARD WILLIAMS CHIEF FINANCE OFFICER	(i)	359,051	0	14,557	22,800	6,481	402,889	0
	(ii)	- 0	0	0	0	- 0	- 0	0
14 JAN GLENDENING REGIONAL MANAGING DIRECTOR, NA	(i)	300,969	19,470	7,129	19,500	18,287	365,355	0
	(ii)	- 0	0	0	0	- 0	- 0	0
15 HEATHER TALLIS CHIEF SCIENTIST/STRATEGY INNOVATION	(i)	159,471	0	135,176	12,985	26,009	333,641	0
	(ii)	- 0	0	0	0	- 0	- 0	0
16 SALLY JEWELL DIRECTOR	(i)	249,605	0	25,700	0	5,988	281,293	0
	(ii)	- 0	0	0	0	- 0	- 0	0
17 HUGH POSSINGHAM CHIEF SCIENTIST	(i)	210,294	0	47,135	0	2,693	260,122	0
	(ii)	- 0	0	0	0	- 0	- 0	0
18 MARK TERCEK FORMER CEO	(i)	0	0	247,007	0	1,376	248,383	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 1A	FIRST CLASS TRAVEL - AIR TRAVEL MUST BE IN COACH/ECONOMY CLASS AT THE LOWEST AVAILABLE FARES PER THE CONSERVANCY'S STANDARD OPERATING PROCEDURE FOR TRAVEL AND REPORTING AND THE FINANCIAL MANAGEMENT HANDBOOKS. PERSONS LISTED ON THE 990 MAY RECEIVE FIRST CLASS TRAVEL IN LIMITED CIRCUMSTANCES, WHICH INCLUDE (1) WHEN NO ECONOMY FARE WAS AVAILABLE, OR (2) WHEN THERE WAS NO PRICE DIFFERENCE. HOUSING - EMPLOYEES WORKING OUTSIDE OF THE US MAY RECEIVE HOUSING ALLOWANCES AS A PARTICIPANT IN THE CONSERVANCY'S GLOBAL MOBILITY PROGRAM. TWO HIGHEST PAID EMPLOYEES RECEIVED THIS BENEFIT. THIS BENEFIT WAS INCLUDED IN TAXABLE INCOME AS REQUIRED BY LAW. TAX EQUALIZATION - EMPLOYEES WORKING OUTSIDE OF THE US MAY RECEIVE A TAX EQUALIZATION BENEFIT AS A PARTICIPANT IN THE CONSERVANCY'S GLOBAL MOBILITY PROGRAM. TWO HIGHEST PAID EMPLOYEES RECEIVED THIS BENEFIT. THIS BENEFIT WAS INCLUDED IN TAXABLE INCOME AS REQUIRED BY LAW.
PART I, LINE 3	THE PRESIDENT AND CHIEF EXECUTIVE OFFICER'S, AS WELL AS THE EXECUTIVE TEAM'S PERFORMANCES AND COMPENSATION ARE REVIEWED ANNUALLY BY THE BOARD OF DIRECTORS.
PART I, LINE 4A	CHIEF SCIENTIST/STRATEGY INNOVATION, HEATHER TALLIS, RECEIVED A SEPARATION PAYMENT IN THE AMOUNT OF $97,115 DURING 2020. EXECUTIVE VP AND REGIONAL DIRECTOR, MARK BURGET, RECEIVED A SEPARATION PAYMENT IN THE AMOUNT OF $728,876 DURING 2020. REGIONAL DIRECTOR, CHARLES BEDFORD, RECEIVED A SEPARATION PAYMENT IN THE AMOUNT OF $150,000 DURING 2020. EXECUTIVE VICE PRESIDENT, GLOBAL STRATEGIES, KATHERINE ANDREWS, RECEIVED A SEPARATION PAYMENT IN THE AMOUNT OF $487,500 DURING 2020. FORMER CHIEF DEVELOPMENT OFFICER, JAMES ASP, RECEIVED A SEPARATION PAYMENT IN THE AMOUNT OF $600,000 DURING 2020. FORMER CHIEF CONSERVATION OFFICER, BRIAN MCPEEK, RECEIVED A SEPARATION PAYMENT IN THE AMOUNT OF $350,000 DURING 2020. THE TERMS AND CONDITIONS OF THESE CONFIDENTIAL SEPARATION AGREEMENTS ARE AVAILABLE TO THE IRS UPON REQUEST.

Additional Data

Return to Form

Software ID:

Software Version:

Schedule L
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Transactions with Interested Persons

▶ **Complete if the organization answered "Yes" on Form 990, Part IV, lines 25a, 25b, 26, 27, 28a, 28b, or 28c, or Form 990-EZ, Part V, line 38a or 40b.**
▶ **Attach to Form 990 or Form 990-EZ.**
▶**Go to *www.irs.gov/Form990* for instructions and the latest information.**

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

Part I **Excess Benefit Transactions** (section 501(c)(3), section 501(c)(4), and section 501(c)(29) organizations only).
Complete if the organization answered "Yes" on Form 990, Part IV, line 25a or 25b, or Form 990-EZ, Part V, line 40b.

1	**(a)** Name of disqualified person	**(b)** Relationship between disqualified person and organization	**(c)** Description of transaction	**(d)** Corrected? Yes	No

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

Part II **Loans to and/or From Interested Persons.**
Complete if the organization answered "Yes" on Form 990-EZ, Part V, line 38a, or Form 990, Part IV, line 26; or if the organization reported an amount on Form 990, Part X, line 5, 6, or 22

(a) Name of interested person	**(b)** Relationship with organization	**(c)** Purpose of loan	**(d)** Loan to or from the organization? To	From	**(e)** Original principal amount	**(f)** Balance due	**(g)** In default? Yes	No	**(h)** Approved by board or committee? Yes	No	**(i)** Written agreement? Yes	No
(1) SHIRLEY HARRY HAGEY COMM PROP TRUST	MR. HAGEY IS A MEMBER OF THE BOARD OF DIRECTORS	0% INTEREST LOAN TO FUND CONSERVATION IN IDAHO	X		10,000,000	10,000,000		No	Yes		Yes	
Total . . . . . ▶ $						10,000,000						

Part III **Grants or Assistance Benefiting Interested Persons.**
Complete if the organization answered "Yes" on Form 990, Part IV, line 27.

(a) Name of interested person	**(b)** Relationship between interested person and the organization	**(c)** Amount of assistance	**(d)** Type of assistance	**(e)** Purpose of assistance

Part IV Business Transactions Involving Interested Persons.

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

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

Part V Supplemental Information

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

Return Reference	Explanation

Additional Data

Return to Form

Software ID:

Software Version:

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

▶Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
▶ Attach to Form 990.
▶Go to www.irs.gov/Form990 for the latest information.

OMB No. 1545-0047

2020

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Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

Part I Types of Property

	(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1 Art—Works of art				
2 Art—Historical treasures				
3 Art—Fractional interests				
4 Books and publications				
5 Clothing and household goods				
6 Cars and other vehicles	X	4	54,848	COMPARABLE SALES
7 Boats and planes				
8 Intellectual property				
9 Securities—Publicly traded	X	1,304	150,811,535	AVERAGE SALES PRICE
10 Securities—Closely held stock	X	2	30,317,334	APPRAISED VALUE
11 Securities—Partnership, LLC, or trust interests				
12 Securities—Miscellaneous				
13 Qualified conservation contribution—Historic structures				
14 Qualified conservation contribution—Other	X	41	34,791,391	APPRAISED VALUE
15 Real estate—Residential	X	14	6,313,694	COMPARABLE SALES
16 Real estate—Commercial				
17 Real estate—Other				
18 Collectibles				
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other (IT HARDWARE AND SOFTWARE)	X	221	10,204,131	COMPARABLE SALES
26 Other (MISCELLANEOUS)	X	4	376,093	COMPARABLE SALES
27 Other ▶ ( )				
28 Other ▶ ( )				

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part IV, Donee Acknowledgement — **29** 55

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

Part II **Supplemental Information.** Provide the information required by Part I, lines 30b, 32b, and 33, and whether the organization is reporting in Part I, column (b), the number of contributions, the number of items received, or a combination of both. Also complete this part for any additional information.

Return Reference	Explanation
PART I, COLUMN (B):	THE AMOUNTS REPORTED IN PART I, COLUMN B REPRESENT THE NUMBER OF CONTRIBUTIONS RECEIVED. FOR PUBLICLY TRADED STOCK GIFTS, THE COUNT IS BASED ON THE NUMBER OF TRANSACTIONS.

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.
▶ Go to *www.irs.gov/Form990* for the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11B	THE FORM 990 IS PREPARED BY COHN REZNICK, BASED ON FINANCIAL STATEMENTS AUDITED BY PRICEWATERHOUSECOOPERS, AND OTHER INTERNALLY GENERATED INFORMATION BY THE CONSERVANCY'S TAX SERVICES TEAM. THE PREPARED 990 FORM IS REVIEWED BY THE CONSERVANCY'S TAX SERVICES TEAM AND MEMBERS OF SENIOR MANAGEMENT. THE BOARD AUDIT COMMITTEE THEN REVIEWS FOR ANY SIGNIFICANT ISSUES OR JUDGMENTS RELATING TO DISCLOSURES. COPIES ARE PROVIDED TO THE FULL BOARD OF DIRECTORS PRIOR TO FILING WITH THE IRS.
FORM 990, PART VI, SECTION B, LINE 12C	THE NATURE CONSERVANCY'S MONITORING AND ENFORCEMENT OF ITS CONFLICTS POLICY IS GOVERNED BY ITS CONFLICT OF INTEREST STANDARD OPERATING PROCEDURE ("SOP") WHICH ESTABLISHES PROCEDURES FOR STAFF TO IDENTIFY CONFLICTS AND ADDRESS THEM IN A TIMELY AND APPROPRIATE MANNER TO HELP TNC PROTECT ITS REPUTATION AND MAINTAIN THE TRUST OF ITS STAFF, DONORS, AND OTHERS WITH WHOM IT DOES BUSINESS. THIS SOP EXPLAINS HOW TO IDENTIFY ACTUAL, POTENTIAL, OR PERCEIVED CONFLICTS OF INTEREST AS WELL AS HOW TO DISCLOSE AND ADDRESS CONFLICTS OF INTEREST THAT CAN NOT BE AVOIDED. A CONFLICT OF INTEREST EXISTS WHEN AN INDIVIDUAL'S PERSONAL, SOCIAL, OR FINANCIAL INTERESTS INTERFERE OR CONFLICT WITH THE BEST INTERESTS OF TNC. THIS HAPPENS WHEN A PERSON WHO IS RESPONSIBLE FOR ACTING IN THE BEST INTERESTS OF TNC HAS ANOTHER INTEREST OR LOYALTY THAT MAY MAKE IT DIFFICULT TO PERFORM THEIR TNC WORK OBJECTIVELY AND EFFECTIVELY AND ACT IN TNC'S BEST INTERESTS. AS USED THROUGHOUT THE SOP, THE TERMS "CONFLICT AND "CONFLICT OF INTEREST" INCLUDE: 1. ACTUAL CONFLICTS OF INTEREST; 2. POTENTIAL CONFLICTS OF INTEREST (SITUATIONS THAT COULD BECOME ACTUAL CONFLICTS IN THE FUTURE BASED UPON FORESEEABLE EVENTS OR THE PASSAGE OF TIME); AND 3. PERCEIVED CONFLICTS OF INTEREST (SITUATIONS THAT OTHERS COULD REASONABLY PERCEIVE TO BE, OR HAVE THE APPEARANCE OF, A CONFLICT OF INTEREST). GENERALLY, CONFLICTS CAN ARISE FROM RELATIONSHIPS BETWEEN THE CONSERVANCY AND STAFF, BOARD MEMBERS, TRUSTEES AND ADVISORS, AND THE FAMILIES OF ALL THOSE GROUPS. THERE ARE VERY SPECIFIC RULES REGARDING WHO IS A "COVERED PERSON" THAT ARE GOVERNED, IN GREAT PART, BY THE U.S. INTERNAL REVENUE SERVICE REQUIREMENTS FOR PUBLIC CHARITIES. IF A CONFLICT OF INTEREST IS IDENTIFIED WHICH CANNOT REASONABLY BE AVOIDED OR IT IS NOT IN THE BEST INTEREST OF THE CONSERVANCY TO DO SO, BEFORE PROCEEDING WITH THE PROPOSED ACTIVITY, REVIEW AND APPROVAL TO PROCEED MUST BE OBTAINED FROM MANAGEMENT AND THE TNC CONFLICTS COMMITTEE. WHILE A REQUEST FOR APPROVAL OF A PROPOSED COURSE OF ACTION IS PENDING OR BEING CONSIDERED, THE TRANSACTION OR ACTIVITY CANNOT PROCEED. REQUESTS ARE SUBMITTED USING AN ONLINE DISCLOSURE TOOL THAT IS ACCESSIBLE BY ALL STAFF. THE TOIL INCLUDES ANSWERS TO REQUIRED QUESTIONS DEPENDING ON THE TYPE OF CONFLICT AND REQUIRES THE SUBMITTING STAFF MEMBER TO EXPLAIN WHY THE CONFLICT CANNOT OR SHOULD NOT BE AVOIDED AND RECOMMEND A COURSE OF ACTION DESIGNED TO MINIMIZE THE CONFLICT'S POTENTIAL ADVERSE CONSEQUENCES. PROOF OF APPROVAL FROM THE STAFF'S SUPRVISOR AND, WHERE REQURIED, BUSINSS UNIT LEADER IS UPLOADED TO THE TOOL ALONG WITH THE SUBMISSION. THE ETHICS AND COPLIANCE TEAM AND TNC ATTORNEYS MAY BE CONSULTED TO ASSIST IN ANALYZING CONFLICTS. A. BOARD AND KEY EMPLOYEE CERTIFICATIONS. ALL CONSERVANCY BOARD MEMBERS AND KEY EMPLOYEES (INCLUDING OFFICERS) SHALL ANNUALLY COMPLETE A CONFLICTS OF INTEREST AND AFFILIATIONS DISCLOSURE FORM TO IDENTIFY CONFLICTS AND ENSURE ANY CONFICTS ARE PROPERLY ADDRESSED AND DISCLOSED ON THE 990 WHERE REQUIRED. BOARD MEMBERS AND TRUSTEES RECEIVE TRAINING WHEN THEY ONBOARD AND ROUTINELY THEREAFTER ON THE NEED TO AND THE PROCESS FOR DISCLOSING CONFLICTS FOR REVIEW BY THE CONFLICTS COMMITTEE. B. STAFF CERTIFICATION. ALL CONSERVANCY STAFF SHALL ANNUALLY CERTIFY THAT THEY HAVE READ THE CONFLICTS OF INTEREST POLICY AND SOP AND HAVE DISCLOSED ALL CONFLICTS. C. SUPERVISOR APPROVAL REQUIRED FOR TNC STAFF DISCLOSING A CONFLICT. AS PART OF THE REQUIRED DISCLOSURE PROCESS, TNC STAFF MUST OBTAIN REVIEW AND APPROVAL FROM THEIR IMMEDIATE SUPERVISOR, AND WHERE REQUIRED FROM THEIR BUSINESS UNIT MANAGER, PRIOR TO SUBMITTING A CONFLICT DISCLOSURE FOR REVIEW BY THE CONFLICTS COMMITTEE. THESE APPROVALS INDICATES THAT THEY SUPPORT THE STAFF MEMBER PURSING THE PROPOSED ACTIVITY AND APPROVE. THE RECOMMENDED COURSE OF ACTION AND PROPOSED MITIGATION AS SUFFICIENT TO MANAGE THE CONFLICT. D. CONFLICTS COMMITTEE REVIEW REQUIRED. THE CONFLICTS COMMITTEE REVIEWS AND MAKES DETERMINATIONS ABOUT WHETHER THE CONFLICT OF INTEREST CAN BE MITIGATED IF IT CAN NOT BE AVOIDED. SEE CONFLICTS OF INTEREST FOR THE CONFLICTS COMMITTEE CHARTER, MEETING SCHEDULE AND LIST OF COMMITTEE MEMBERS. E. REVIEW BY THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS. ALL CONFLICTS OF INTEREST INVOLVING A MEMBER OF THE BOARD OF DIRECTORS, A DIRECTOR'S FAMILY MEMBERS, A DIRECTOR'S CONTROLLED ENTITIES, OR A SUBSTANTIAL CONTRIBUTOR SHALL BE SUBMITTED TO THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS FOR REVIEW AND DISPOSITION. REFERRAL TO THE AUDIT COMMITTEE IS MADE BY THE GENERAL COUNSEL OR CHIEF COMPLIANCE OFFICER ON BEHALF OF THE CONFLICTS COMMITTEE ALONG WITH THE RECOMMENDATION FOR DISPOSITION MADE BY THE CONFLICTS COMMITTEE.
FORM 990, PART VI, SECTION B, LINE 15	THE PRESIDENT AND CHIEF EXECUTIVE OFFICER'S, AS WELL AS MEMBERS OF THE EXECUTIVE TEAM'S PERFORMANCES AND COMPENSATION ARE REVIEWED ANNUALLY BY THE BOARD OF DIRECTORS. THE PERFORMANCE AND COMPENSATION OF ALL OTHER KEY EMPLOYEES IS REVIEWED ANNUALLY BY THEIR DIRECT SUPERVISOR. ALL COMPENSATION AMOUNTS ARE BASED ON INFORMATION PROVIDED BY AN INDEPENDENT COMPENSATION CONSULTANT WHO UTILIZES COMPARABLE DATA FROM FORM 990'S FROM OTHER ORGANIZATIONS AND COMPENSATION SURVEY'S AND STUDIES TO ENSURE REASONABLENESS.
FORM 990, PART VI, SECTION C, LINE 19	THE NATURE CONSERVANCY'S GOVERNING DOCUMENTS, CONFLICT OF INTEREST POLICY AND FINANCIAL STATEMENTS ARE AVAILABLE TO THE PUBLIC VIA OUR WEBSITE: NATURE.ORG.
FORM 990, PART IX,	CONTRACT/PROFESSIONAL FEES: PROGRAM SERVICE EXPENSES 97,267,103. MANAGEMENT AND GENERAL EXPENSES 7,448,398. FUNDRAISING EXPENSES 8,501,384. TOTAL EXPENSES 113,216,885.

Return Reference	Explanation
LINE 11G	
FORM 990, PART X, LINE 15:	THIS FORM 990 HAS BEEN PREPARED BASED ON CONSOLIDATED AUDITED FINANCIAL STATEMENTS. TNC PRESENTS THE FORM 990 FINANCIAL NUMBERS ON A DECONSOLIDATED BASIS PER THE INSTRUCTIONS, WHICH INCLUDES SOME INTERCOMPANY BALANCES WITH RELATED ENTITIES ON THE BALANCE SHEET THAT HAVE BEEN CARRIED FORWARD FROM PRIOR YEARS. THESE INTERCOMPANY BALANCES REFLECT THE BEST INFORMATION AVAILABLE AT THE TIME OF FILING.
FORM 990, PART XI, LINE 9:	VALUATION GAIN/LOSS ON NON-TL ASSETS AND LIABILITIES 28,387,604. SPLIT INTEREST CHANGE IN VALUATION 54,653,441. VALUATION GAIN/LOSS ON TRADE LAND -49,309. INTERCOMPANY TRANSFERS 4,721,581. REVENUE ADJUSTMENT TO BEGINNING NET ASSETS 8,429,752.
AMENDED RETURN:	THIS AMENDED FORM 990 HAS BEEN PREPARED TO UPDATE THE UNRELATED BUSINESS REVENUE AND INCOME AMOUNTS ON PART I, LINES 7A-7B, AS WELL AS PART VIII, COLUMN (C) IN ACCORDANCE WITH THE AMOUNTS REFLECTED ON THE CONSERVANCY'S FY21 AMENDED 990-T. PRIOR YEAR AMOUNTS ON PART I, LINES 8-22 HAVE BEEN UPDATED TO TIE TO THE AMOUNTS REFLECTED ON THE FY20 AMENDED FORM 990. PART VI, SECTION C, LINE 18 HAS ALSO BEEN UPDATED TO STATE THAT THE ORGANIZATION MAKES ITS FORM 1023 AND FORM 990-T AVAILABLE TO THE PUBLIC UPON REQUEST AND THE ORGANIZATION POSTS FORM 990 TO ITS WEBSITE, NATURE.ORG. THE WEEKLY HOURS REPORTED IN PART VII COLUMN (B) FOR THREE OF THE CONSERVANCY'S FORMER EMPLOYEES HAS BEEN UPDATED. ADDITIONALLY, THE PRESENTATION OF COMPENSATION IN THE SCHEDULE J, PART II COLUMNS HAS BEEN UPDATED FOR ONE FORMER EMPLOYEE. THE BALANCE SHEET BEGINNING BALANCES ON PART X HAVE BEEN UPDATED TO TIE TO THE ENDING BALANCES REFLECTED ON THE FY20 AMENDED FORM 990. ADDITIONALLY, THE BEGINNING NET ASSETS AND PRIOR PERIOD ADJUSTMENT AMOUNTS STATED ON PART XI, LINES 4 AND 8 HAVE BEEN UPDATED IN ACCORDANCE WITH THE FY20 AMENDED FORM 990. THE SCHEDULE O NARRATIVE DISCUSSING PRIOR YEAR BALANCES HAS BEEN MODIFIED TO DESCRIBE THE INTERCOMPANY BALANCES. SCHEDULE D, PART XI HAS ALSO BEEN UPDATED TO TIE TO THE RECONCILIATION IN PART XI. THE PUBLIC SUPPORT TEST CALCULATION ON SCHEDULE A, PART II WAS UPDATED TO REFLECT CHANGES TO THE EXCESS CONTRIBUTIONS ON LINE 5 AS WELL AS THE COLUMNS FOR THE PRIOR YEAR AMOUNTS. A DONOR'S INFORMATION REPORTED ON PART I OF COLUMN (B) OF THE CONSERVANCY'S SCHEDULE B SCHEDULE OF CONTRIBUTORS HAS BEEN UPDATED.

Additional Data

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Software ID:

Software Version:

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.
▶ Attach to Form 990.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

OMB No. 1545-0047

2020

Open to Public Inspection

Name of the organization
THE NATURE CONSERVANCY

Employer identification number
53-0242652

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

(a) Name, address, and EIN (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) WOODLAND DEVELOPMENT COMPANY LLC 4245 NORTH FAIRFAX DRIVE ARLINGTON, VA 22203 55-0807256	CONSERVATION	CI	0	2,041,114	THE NATURE CONSERVANCY
(2) TNC CHINA LLC 4245 N FAIRFAX DRIVE ARLINGTON, VA 22203 26-4484383	CONSERVATION	DE	31,081	3,263,282	THE NATURE CONSERVANCY
(3) FORTIN CHACABUCO LLC 4245 NORTH FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	DE	10,330	1,500,567	THE NATURE CONSERVANCY
(4) CUMBERLAND FOREST GP LLC C/O THE NATURE CONSERVANCY 4245 FAI ARLINGTON, VA 22203 83-2859863	CONSERVATION	VA	0	2,239,450	THE NATURE CONSERVANCY
(5) ZARCADES GIFT I LLC 4245 FAIRFAX DRIVE ARLINGTON, VA 22203 83-2873604	INVESTMENT	VA	0	0	THE NATURE CONSERVANCY
(6) RESILIENT OCEANS LLC 4245 FAIRFAX DRIVE ARLINGTON, VA 22203 85-1437274	INVESTMENT	VA	0	4,023,556	THE NATURE CONSERVANCY
(7) ZARCADES GIFT II LLC 4245 FAIRFAX DRIVE ARLINGTON, VA 22203	INVESTMENT	VA	0	0	THE NATURE CONSERVANCY

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)THE NATURE CONSERVANCY DO BRASIL SCN QUADRA 5 BLOCO A SALA 1407 ASA NORTE, BRASILIA, DF BR	CONSERVATION	BR			THE NATURE CONSERVANCY	Yes	
(2)THE NATURE CONSERVANCY OF CALIFORNIA 201 MISSION STREET 4TH FLOOR SAN FRANCISCO, CA 94105 20-5797732	FUNDRAISING	CA	501(C)(3)	LINE 7	THE NATURE CONSERVANCY	Yes	
(3)THE NATURE CONSERVANCY LIMITED (AUSTRALIA) 245 RIVERSIDE DRIVE WEST END QUEEN AS	CONSERVATION	AS			THE NATURE CONSERVANCY	Yes	
(4)THE NATURE CONSERVANCY IN EUROPE GEMEINNUTZIGE GMBH CHARITESTR 3 BERLIN 10117 GM	CONSERVATION	GM			THE NATURE CONSERVANCY	Yes	
(5)CONSERVATION FARMS & RANCHES 201 MISSION STREET 4TH FLOOR SAN FRANCISCO, CA 94105 27-0038237	CONSERVATION	CA	501(C)(3)	LINE 12A, I	THE NATURE CONSERVANCY	Yes	
(6)ECOLOGICAL TRUST FUND OF PANAMA 4245 N FAIRFAX DRIVE ARLINGTON, VA 22203 31-1656561	GRANTMAKING	PM	501(C)(4)		THE NATURE CONSERVANCY	Yes	
(7)FUNDACION THE NATURE CONSERVANCY OF PANAMA CLAYTON CIUDAD DEL SABER CALLE PRIN PM	CONSERVATION	PM			THE NATURE CONSERVANCY	Yes	
(8)TNC CONSERVACIN DE LA NATURAZALA ASOCIACIN CIVIL RIO SAN ANGEL 9 COLONIA GUADALUPE I MX	CONSERVATION	MX			THE NATURE CONSERVANCY	Yes	
(9)NATURE UNITED (FORMERLY TNC CANADA) 250 CITY CENTRE AVENUE SUITE 506 CA	CONSERVATION	CA			THE NATURE CONSERVANCY	Yes	
(10)TNC UK FOUNDATION LIMITED 10 QUEEN STREET PLACE LONDON EC4R 1 UK	CONSERVATION	UK			THE NATURE CONSERVANCY	Yes	
(11)YAYASAN KONSERVASI ALAM NUSANTARA 3RD FLOOR GRAHA ISKANDARSYAH JL IS ID	CONSERVATION	ID			THE NATURE CONSERVANCY	Yes	
(12)LOISABA COMMUNITY TRUST C/O TNC BELLA VILLA BROOKSIDE GROVE KE	CONSERVATION	KE			THE NATURE CONSERVANCY	Yes	
(13)NATURE CONSERVATION WATER FUND PTY LTD	CONSERVATION	AS			THE NATURE CONSERVANCY	Yes	

(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
491 SMOLLETT STREET ALBURY NSW 264 AS							
(14)THE NATURE CONSERVANCY HONG KONG FOUNDATION LIMITED 2107 PROSPERITY MILLENNIA PLAZA 663 HK	CONSERVATION	HK			THE NATURE CONSERVANCY	Yes	
(15)TNC NEW ZEALAND TRUST 50 CUSTOMHOUSE QUAY WELLINGTON CENT NZ	CONSERVATION	NZ			THE NATURE CONSERVANCY	Yes	
(16)THE NATURE CONSERVANCY TRUST 50 CUSTOMHOUSE QUAY WELLINGTON CENT NZ	CONSERVATION	NZ			THE NATURE CONSERVANCY	Yes	
(17)TNC - THE NATURE CONSERVANCY CENTRE ANNEXE BUILDING B-4 GREATER KAILASH IN	CONSERVATION	IN			THE NATURE CONSERVANCY	Yes	
(18)THE NATURE CONSERVANCY OF SOUTH AFRICA NPC 9 BLESBOK STREET SCARBOROUGH CAPE T SF	CONSERVATION	SF			THE NATURE CONSERVANCY	Yes	
(19)BLUE INVESTMENTS FOR NATURE INC 4245 N FAIRFAX DRIVE SUITE 100 ARLINGTON, VA 22203 85-1228166	CONSERVATION	VA	501(C)(3)	LINE 12A, I	THE NATURE CONSERVANCY	Yes	
(20)BELIZE MAYA FOREST TRUST NO 13 GARDEN CITY PLAZA MOUNTAIN BELMOPAN CITY, CAYO DISTRICT OF BH	CONSERVATION	BH			THE NATURE CONSERVANCY	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? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership
(1) CUMBERLANDS FOREST LP 4245 FAIRFAX DRIVE ARLINGTON, VA 22203 83-2851270	CONSERVATION	VA	THE NATURE CONSERVANCY	RELATED	-115,705	1,096,370		No		Yes		5.010 %
(2) ALPINE INVESTORS IV-A LP ONE CALIFORNIA STREET SUITE 2900 SAN FRANCISCO, CA 94111 81-4707625	INVESTMENT	CA	THE NATURE CONSERVANCY	EXCLUDED	87,723	13,493,147		No			No	47.950 %
(3) CENTRAL CASCADES FOREST LLC 4245 FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	VA	THE NATURE CONSERVANCY	RELATED		6,514,765		No		Yes		10.000 %
(4) MONTANA CHECKERBOARD LLC 4245 FAIRFAX DRIVE ARLINGTON, VA 22203	CONSERVATION	VA	THE NATURE CONSERVANCY	RELATED		24,353,477		No		Yes		22.000 %
(5) WIREFRAME VENTURES LP 35 MILLER AVENUE 308 MILL VALLEY, CA 94941 81-3820074	INVESTMENT	CA	THE NATURE CONSERVANCY	EXCLUDED	5,152	7,790,867		No			No	53.820 %
(6) GLENNMONT REBS EUROPE FEEDER FUND I SCSP 412F ROUTE DESCH L-2086 LUXEMBOURG LU	INVESTMENT	LU	THE NATURE CONSERVANCY	EXCLUDED	84,415	3,266,046		No			No	85.600 %

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	(i) No
(1)MONTARK INC 1185 AVENUE OF THE AMERICAS NEW YORK, NY 10036 13-3386301	CONSERVATION	NY	THE NATURE CONSERVANCY	C			100.000 %	Yes	
(2)THE NATURE CONSERVANCY OF NEW MEXICO 212 E MARCY STREET MX 91-1841899	CONSERVATION	NM	THE NATURE CONSERVANCY	C		462,986	100.000 %	Yes	
(3)COLCHECCIO LIMITED PO BOX 19738-00100 GPO KE	CONSERVATION	KE	LOISABA COMMUNITY	C	38,448	11,153,439	100.000 %	Yes	
(4)ORYX LIMITED PO BOX 19738-00100 GPO NAIROBI KE	MANAGEMENT COMPANY	KE	LOISABA COMMUNITY	C	2,013,634	5,312,984	100.000 %	Yes	
(5)TNC SUSTAINABLE WATER HOLDINGS INC 4245 NORTH FAIRFAX DRIVE SUITE 100 ARLINGTON, VA 22203 83-3122109	INVESTMENT	DE	THE NATURE CONSERVANCY	C	13,113	2,965,277	100.000 %	Yes	
(6)TNC IMPACT HOLDINGS ONE INC 4245 N FAIRFAX DRIVE SUITE 100 ARLINGTON, VA 22203 85-1292458	INVESTMENT	VA	THE NATURE CONSERVANCY	C	8,361	2,239,623	100.000 %	Yes	
(7)FORTIN CHACABUCO TRUST EL OASIS 94 SAN MARTIN DE LOS ANDES, NEUQUEN AR	CONSERVATION	AR	N/A	C					No
(8)FORTIN SA PARQUE NACIONAL LANIN 1071 LOS COHIUESSAN CARLOS DE BARILOCHE, RIO NEGRO AR	CONSERVATION	AR	THE NATURE CONSERVANCY	C	63,022	179,323	49.000 %		No
(9)NATURE CONSERVANCY INDIA SOLUTIONS PRIVATE LIMITED ANNEXE BUILDING GF B-4 GREATER K NEW DELHI 110048 IN	CONSERVATION	IN	THE NATURE CONSERVANCY	C			100.000 %	Yes	
(10)PT PUTRI NAGA KOMODO JI PURA SEGARA PELABUHAN RAYA BEN DENPASAR, BALI 80222 ID	CONSERVATION	ID	THE NATURE CONSERVANCY	C			60.000 %	Yes	
(11)TNC IMPACT CAPITAL INC 4245 N FAIRFAX DRIVE SUITE 100 ARLINGTON, VA 22203 47-5621249	CONSERVATION	DE	THE NATURE CONSERVANCY	C	387,348	1,137,874	100.000 %	Yes	
(12)CHARITABLE REMAINDER TRUSTS (436) 4245 N FAIRFAX DRIVE ARLINGTON, VA 22203	CHARITABLE REMAINDER TRUSTS	VA	N/A	T					No

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

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

		Yes	No
1 During the tax year, did the orgranization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?			
a Receipt of **(i)** interest, **(ii)** annuities, **(iii)** royalties, or **(iv)** rent from a controlled entity	1a	Yes	
b Gift, grant, or capital contribution to related organization(s)	1b	Yes	
c Gift, grant, or capital contribution from related organization(s)	1c	Yes	
d Loans or loan guarantees to or for related organization(s)	1d	Yes	
e Loans or loan guarantees by related organization(s)	1e	Yes	
f Dividends from related organization(s)	1f		No
g Sale of assets to related organization(s)	1g		No
h Purchase of assets from related organization(s)	1h		No
i Exchange of assets with related organization(s)	1i		No
j Lease of facilities, equipment, or other assets to related organization(s)	1j	Yes	
k Lease of facilities, equipment, or other assets from related organization(s)	1k		No
l Performance of services or membership or fundraising solicitations for related organization(s)	1l	Yes	
m Performance of services or membership or fundraising solicitations by related organization(s)	1m	Yes	
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n	Yes	
o Sharing of paid employees with related organization(s)	1o	Yes	
p Reimbursement paid to related organization(s) for expenses	1p	Yes	
q Reimbursement paid by related organization(s) for expenses	1q	Yes	
r Other transfer of cash or property to related organization(s)	1r	Yes	
s Other transfer of cash or property from related organization(s)	1s	Yes	

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) BELIZE MAYA FOREST TRUST	B	77,251,042	FMV
(2) CONSERVATION FARMS & RANCHES	B	106,113	FMV
(3) LOISABA COMMUNITY TRUST	B	1,282,057	FMV
(4) FORTIN SA	B	92,406	FMV
(5) WIREFRAME VENTURES LP	B	2,662,500	FMV
(6) ALPINE INVESTORS IV-A LP	B	75,469	FMV
(7) CUMBERLAND FOREST LP	B	1,182,017	FMV
(8) CUMBERLAND FOREST LP	R	100,209	FMV
(9) THE NATURE CONSERVANCY DO BRASIL	M	1,060,073	FMV
(10) THE NATURE CONSERVANCY LIMITED (AUSTRALIA)	A	1,114,456	FMV
(11) THE NATURE CONSERVANCY LIMITED (AUSTRALIA)	M	1,281,385	FMV
(12) THE NATURE CONSERVANCY LIMITED (AUSTRALIA)	L	-94,565	FMV
(13) THE NATURE CONSERVANCY LIMITED (AUSTRALIA)	D	4,721,582	FMV
(14) TNC NEW ZEALAND TRUST	M	204,779	FMV
(15) TNC-THE NATURE CONSERVANCY CENTRE	M	126,936	FMV
(16) THE NATURE CONSERVANCY IN EUROPE	M	494,933	FMV
(17) THE NATURE CONSERVANCY HONG KONG FOUNDATION LIMITED	M	524,417	FMV
(18) THE NATURE CONSERVANCY OF SOUTH AFRICA NPC	M	81,712	FMV
(19) NATURE UNITED (FORMERLY TNC CANADA)	M	568,643	FMV
(20) YAYASAN KONSERVASI ALAM NUSANTARA	S	-766,967	FMV
(21) YAYASAN KONSERVASI ALAM NUSANTARA	M	1,132,185	FMV
(22) SUSTAINABLE WATER HOLDINGS INC	A	121,095	FMV
(23) NATURE CONSERVATION WATER FUND PTY LTD	M	99,565	FMV
(24) GLENNMONT REBS EUROPE FEEDER FUND I SCSP	B	3,332,261	FMV

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

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

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners section 501(c)(3) organizations?		(f) Share of total income	(g) Share of end-of-year assets	(h) Disproprtionate 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		Yes	No	

Part VII Supplemental Information

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

Return Reference	Explanation

Schedule R (Form 990) 2020

Additional Data

Return to Form

Software ID:

Software Version: