PUBLIC INSPECTION COPY

Form **990** (Rev. January 2020)

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

2019

Open to Public Inspection

OMB No. 1545-0047

Department of the Treasury

► 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.

| A For | the 2019 | calendar year, or tax year beginning 07/01, 2019, and en | ding | | 0.6 | 5/30, 20 | 2.0 | .1011 |
|--------------------------------------------------------------------------------------------------------------------------------------|--------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------|-------------------------------------|-----------------------------------------|-----------------------------------------|----------|-------------|
| 7 101 | tile zoro | C Name of organization | ung | D Employer ide | | | | |
| B Chec | k if applicable: | DUCKS UNLIMITED, INC. | | 13-564 | | | | |
| | Address | Doing business as | | 13-304 | :313 | 9 | | |
| | change | Number and street (or P.O. box if mail is not delivered to street address) Room/s | uite | E Telephone n | umher | | | |
| | Vame change | ONE WATERFOWL WAY | uite | CSCAMBINA | | 005 | | |
| | nitial return Final return/ | City or town, state or province, country, and ZIP or foreign postal code | | (901) 75 |)8 - 3 | 825 | | |
| 1 | erminated Amended | | | l <u>.</u> | | 100 | 600 | |
| | eturn Application | MEMPHIS, TN 38120 F Name and address of principal officer: DARIN BLUNCK | | G Gross receip H(a) Is this a gr | | 196, | | |
| ء لـــا | ending | F Name and address of principal officer: DARIN BLUNCK ONE WATERFOWL WAY, MEMPHIS, TN 38120 | | subordinate | es? | - | Yes | XN |
| I Tox | c-exempt st | | 1 | H(b) Are all subor | | 1,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | Yes | N |
| | | atus: X 501(c)(3) 501(c)() ◀ (insert no.) 4947(a)(1) or WWW . DUCKS . ORG | 527 | V. Checker | | list_(see instru | Ictions) | |
| | | | | H(c) Group exer | | | | |
| Part | | ization: X Corporation Trust Association Other ► L Y mmary | ear of format | tion: 1937 M | State | of legal don | nicile: | DC |
| | | describe the organization's mission or most significant activities: DUCKS UNLI | MITTED | TNC CONS | נסטב | TC DE | CTTOE | DEC |
| | NID Briefly | MANAGES WETLANDS AND ASSOCIATED HABITATS FOR NORT | n vwebt | CAIC |)EK v | ES, KE | 2101 | CED |
|) L | - | ERFOWL. THESE HABITATS ALSO BENEFIT OTHER WILDLIFE | | | | | | |
| Ë, | - | | | | | | | |
| o i | | this box if the organization discontinued its operations or disposed of mo | | | 10 14 | | | 65. |
| 8 J | Mumb Mumb | er of voting members of the governing body (Part VI, line 1a) | e e e e e e | ******* | 3 | | | |
| se ' | | er of independent voting members of the governing body (Part VI, line 1b) | | | 4 | | | 64. |
| 2 | | number of individuals employed in calendar year 2019 (Part V, line 2a) | | | 5 | | | |
| Act | | number of volunteers (estimate if necessary) | | | 6 | 1 (| | 000. |
| 1 ' | | unrelated business revenue from Part VIII, column (C), line 12 | | | 7a | 1,3 | 764, | TTO. |
| - | D Net ur | prelated business taxable income from Form 990-T, line 39 | * * * * | Prior Year | 7b | C | ent Ye | |
| | Contri | butions and grants /Dort VIII line (Is) | 1 | .85,854,1 | 56 | 169, | | |
| une | | butions and grants (Part VIII, line 1h) | 105 15 | 6,288,0 | | | | 940. |
| Revenue | | m service revenue (Part VIII, line 2g) | | 4,527,8 | | | 039. | |
| 11 ع | | ment income (Part VIII, column (A), lines 3, 4, and 7d) | | 4,859,6 | | | | 146. |
| 12 | | evenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12). | | 201,529,6 | _ | 185,3 | | |
| 13 | | s and similar amounts paid (Part IX, column (A), lines 1-3) | | 13,063,6 | \rightarrow | | | 925 |
| 14 | | ts paid to or for members (Part IX, column (A), line 4) | | 13,003,0 | 0. | | 712, | 0 |
| 4.5 | | es, other compensation, employee benefits (Part IX, column (A), lines 5–10) | | 66,570,40 | _ | 64.1 | 564 | 618. |
| 9 16 | | sional fundraising fees (Part IX, column (A), line 11e) | | 313,2 | | | 027. | |
| Expenses | | undraising expenses (Part IX, column (D), line 25) ► 32, 951, 808. | | 010/2 | | | 0007 | 027. |
| Ŭ 17 | | expenses (Part IX, column (A), lines 11a-11d, 11f-24e) | 1 | 12,252,0 | 50. | 130,2 | 255. | 338 |
| 18 | | expenses. Add lines 13-17 (must equal Part IX, column (A), line 25) | * * | 92,199,4 | | 209,6 | | |
| 19 | Reven | ue less expenses. Subtract line 18 from line 12 | · · · · · · · · · · · · · · · · · · · | 9,330,1 | | -24,2 | | |
| Net Assets or Fund Balances 72 72 73 74 75 75 75 75 75 75 75 75 75 75 75 75 75 | 1101011 | as toos expenses. Subtracting to Homaille 121, 111, 111, 111, 111, 111, 111, 111 | | ning of Current | _ | End (| | - |
| 3 and 20 | Total a | ssets (Part X, line 16) | - | 228,524,3 | | 220, | | |
| SER 21 | Total li | abilities (Part X, line 26) | | 46,970,24 | _ | | | 368. |
| 22 Z | Net as | sets or fund balances. Subtract line 21 from line 20 | | 81,554,09 | | 151,8 | | |
| Part | Sig | nature Block | | | | | | |
| | | perjury. I declare that I have examined this return, including accompanying schedules and complete. Declaration of preparer (other than officer) is based on all information of which prepare | statements, a | and to the best of | of my l | knowledge a | and be | lief, it is |
| true, co | rrect, and | complete. Declaration of preparer (other than officer) is based on all information of which preparer | er has any kr | nowledge. | | | | |
| | | 1)-1813/ | | 3/2 | 120 | 26 | | |
| Sign | S | gnature of officer | | Date | | | | |
| Here | I | OARIN BLUNCK CFO | | | | | | |
| | Ty | pe or print name and title | | | | | | |
| | Print/T | ype preparer's name Preparer's signature Date | | Check | if F | PTIN | | |
| Paid | WHIT | NEY B HEBRON Whitey By Helron 02 | /24/20 | 21 self-employ | ٦ | P0122 | 2664 | 7 |
| Prepare | Firm's | 10.1000 | | Firm's EIN | | | | |
| Use On | ıy — | address >300 NORTH GREENE STREET, SUITE 400 GREENSBORO, NC 27401 | _ | | | 275-33 | | |
| May the | | scuss this return with the preparer shown above? (see instructions) | 00 00 00 00 00 00 00 00 00 00 00 00 00 | | | . X Ye | | No |
| | | eduction Act Notice, see the separate instructions. | 2.15.15.15.15 | A 44 HOURS OF SE | - A - A - A - A - A - A - A - A - A - A | | | (2019) |

Form 8879-FO

IRS e-file Signature Authorization

OMB No. 1545-1878

20 20 Do not send to the IRS. Keep for your records. Department of the Treasury ► Go to www.irs.gov/Form8879EO for the latest information. Internal Revenue Service Name of exempt organization Employer Identification number DUCKS UNLIMITED, INC. 13-5643799 Name and title of officer DARIN BLUNCK, CFO Part I Type of Return and Return Information (Whole Dollars Only) Check the box for the return for which you are using this Form 8879-EO and enter the applicable amount, if any, from the return. If you check the box on line 1a, 2a, 3a, 4a, or 5a, below, and the amount on that line for the return being filed with this form was blank, then leave line 1b, 2b, 3b, 4b, or 5b, whichever is applicable, blank (do not enter -0-). But, if you entered -0- on the return, then enter -0- on the applicable line below. Do not complete more than one line in Part I. 1a Form 990 check here > X b Total revenue, if any (Form 990, Part VIII, column (A), line 12).... 1b ____185369449. 2a Form 990-EZ check here 3a Form 1120-POL check here ▶ 4a Form 990-PF check here ▶ b Tax based on investment income (Form 990-PF, Part VI, line 5). 4b 5a Form 8868 check here ▶ **Declaration and Signature Authorization of Officer** Under penalties of perjury, I declare that I am an officer of the above organization and that I have examined a copy of the organization's 2019 electronic return and accompanying schedules and statements and to the best of my knowledge and belief, they are true, correct, and complete. I further declare that the amount in Part I above is the amount shown on the copy of the organization's electronic return. I consent to allow my intermediate service provider, transmitter, or electronic return originator (ERO) to send the organization's return to the IRS and to receive from the IRS (a) an acknowledgement of receipt or reason for rejection of the transmission, (b) the reason for any delay in processing the return or refund, and (c) the date of any refund. If applicable, I authorize the U.S. Treasury and its designated Financial Agent to initiate an electronic funds withdrawal (direct debit) entry to the financial institution account indicated in the tax preparation software for payment of the organization's federal taxes owed on this return, and the financial institution to debit the entry to this account. To revoke a payment, I must contact the U.S. Treasury Financial Agent at 1-888-353-4537 no later than 2 business days prior to the payment (settlement) date. I also authorize the financial institutions involved in the processing of the electronic payment of taxes to receive confidential information necessary to answer inquiries and resolve issues related to the payment. I have selected a personal identification number (PIN) as my signature for the organization's electronic return and, if applicable, the organization's consent to electronic funds withdrawal. Officer's PIN: check one box only X lauthorize KPMG LLP 8 5 to enter my PIN as my signature ERO firm name Enter five numbers, but on the organization's tax year 2019 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program, I also authorize the aforementioned ERO to enter my PIN on the return's disclosure consent screen. As an officer of the organization, I will enter my PIN as my signature on the organization's tax year 2019 electronically filed return. If I have indicated within this return that a copy of the return is being filed with a state agency(ies) regulating charities as part of the IRS Fed/State program. I will enter my PIN on the return's disclosure consent screen. Officer's signature Part III Certification and Authentication ERO's EFIN/PIN. Enter your six-digit electronic filing identification number (EFIN) followed by your five-digit self-selected PIN. 0 3 8 2 4 8 1 I certify that the above numeric entry is my PIN, which is my signature on the 2019 electronically filed return for the organization indicated above. I confirm that I am submitting this return in accordance with the requirements of Pub. 4163, Modernized e-File (MeF) Information for Authorized IRS e-file Providers for Business Returns. ERO's signature Date ▶ 02/24/2021

ERO Must Retain This Form - See Instructions

Do Not Submit This Form to the IRS Unless Requested To Do So For Paperwork Reduction Act Notice, see back of form.

Form 8879-EO (2019)

Cumulative e-File History 2019

Federal

Return Type Tax Return 990

4191KD

Taxpayer

Ducks Unlimited, Inc.

Submitted Date 2021-03-03 10:39:16 **Acknowledgement Date** 2021-03-03 10:56:38 Accepted **Status Submission ID** 56038220210625000002

(Rev. January 2020)

Department of the Treasury Internal Revenue Service

Application for Automatic Extension of Time To File an Exempt Organization Return

► File a separate application for each return. ► Go to www.irs.gov/Form8868 for the latest information. OMB No. 1545-0047

Electronic filing (e-file). You can electronically file Form 8868 to request a 6-month automatic extension of time to file any of the forms listed below with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, for which an extension request must be sent to the IRS in paper format (see instructions). For more details on the electronic

| filing o | f this form, visit www.irs.gov/e-file-providers/e-file- | -for-charitie | s-and-non-profits. | | | | | | | | |
|----------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------|---------------------------------------|---------------------|---------------------|-----------|--------------|--|--|--|--|
| Autor | natic 6-Month Extension of Time. Only sub | mit origina | l (no copies needed). | | | | | | | | |
| | porations required to file an income tax return other | | | C filers), partners | hips, | REMICs | , and trusts | | | | |
| must u | se Form 7004 to request an extension of time to fi | | ax returns. | | | | | | | | |
| Type o | Name of exempt organization or other filer, see in | nstructions. | | Taxpayer identifica | cation number (TIN) | | | | | | |
| print | Ducks Unlimited, Inc. | | | 13 | 3-5643 | 3799 | | | | | |
| File by th | Number, street, and room or suite no. If a P.O. b | | | | | | | | | | |
| due date | one waterrow way | | | | | | | | | | |
| filing you return. S | | | | | | | | | | | |
| instruction | ons. Memphis, TN 38120 | | | | | | | | | | |
| Enter t | he Return Code for the return that this application | is for (file a | separate application for | each return) . | | | 0 1 | | | | |
| Appli | cation | Return | Application | | | | Return | | | | |
| Is Fo | | Code | Is For | | | | Code | | | | |
| Form | 990 or Form 990-EZ | 01 | Form 990-T (corporatio | n) | | | 07 | | | | |
| Form | 990-BL | 02 | Form 1041-A | | | | 08 | | | | |
| Form | 4720 (individual) | 03 | Form 4720 (other than i | ndividual) | | | 09 | | | | |
| Form | 990-PF | 04 | Form 5227 | | | | 10 | | | | |
| Form | 990-T (sec. 401(a) or 408(a) trust) | 05 | Form 6069 | | | | | | | | |
| Form 990-T (trust other than above) 06 Form 8870 | | | | | | | 12 | | | | |
| If theIf thisfor the | organization does not have an office or place of be is for a Group Return, enter the organization's for whole group, check this box ▶ ☐ . If ith the names and TINs of all members the extens | ousiness in t ur digit Gro it is for par | up Exemption Number (G | this box | | If thi | s is | | | | |
| a list w | till the names and This of all members the extens | 1011 13 101. | | | | | | | | | |
| 1 2 | I request an automatic 6-month extension of time the organization named above. The extension is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 is for less than 12 in the tax year entered in line 1 in tax year entere | or the orgar | nization's return for: | 06/30 | | | | | | | |
| | ☐ Change in accounting period | months, cm | eck reason. 🔲 imiliai reli | | um | | | | | | |
| | If this application is for Forms 990-BL, 990-PF, any nonrefundable credits. See instructions. | | · · · · · · · · · · · · · · · · · · · | · | 3a | \$ | | | | | |
| b | If this application is for Forms 990-PF, 990-T, estimated tax payments made. Include any prior y | | | | 3b | \$ | | | | | |
| С | Balance due. Subtract line 3b from line 3a. Incusing EFTPS (Electronic Federal Tax Payment Sys | | | if required, by | 3с | \$ | 0 | | | | |
| Cautio | n: If you are going to make an electronic funds withdrawa | al (direct deb | it) with this Form 8868, see | Form 8453-EO and | Form | 1 8879-EC | for payment | | | | |

Form 990 (2019) Page 2

| Pa | Statement of Program Service Accomplishments Check if Schedule O contains a response or note to any line in this Part III |
|----|-------------------------------------------------------------------------------------------------------------------------------|
| 1 | Check if Schedule O contains a response or note to any line in this Part III |
| • | DUCKS UNLIMITED, INC. CONSERVES, RESTORES, AND MANAGES WETLANDS AND |
| | ASSOCIATED HABITATS FOR NORTH AMERICA'S WATERFOWL. THESE HABITATS |
| | ALSO BENEFIT OTHER WILDLIFE AND PEOPLE. |
| | |
| 2 | Did the organization undertake any significant program services during the year which were not listed on the |
| | prior Form 990 or 990-EZ? |
| | If "Yes," describe these new services on Schedule O. |
| 3 | Did the organization cease conducting, or make significant changes in how it conducts, any program |
| | services? Yes X 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 \$143,247,062. including grants of \$14,512,925) (Revenue \$9,659,940) |
| | DUCKS UNLIMITED SUPPORTS THE LIFE CYCLE OF WATERFOWL IN NORTH |
| | AMERICA BY DEVELOPING, PRESERVING, RESTORING AND MAINTAINING WATERFOWL HABITAT. DIRECT ALLOCATIONS ARE MADE TO AFFILIATED |
| | ORGANIZATIONS - DUCKS UNLIMITED CANADA (\$13,604,599) AND DUCKS |
| | UNLIMITED MEXICO (\$908,326). |
| | UNLIMITED MEXICO (\$900,320). |
| | |
| | |
| | |
| | |
| | |
| | |
| | (Code:) (Expenses \$ 20,563,867. including grants of \$) (Revenue \$) |
| 75 | EDUCATING THE PUBLIC ABOUT WETLANDS AND WATERFOWL MANAGEMENT IS A |
| | CRITICAL COMPONENT OF SUSTAINING THE LIFE CYCLE NEEDS OF MIGRATORY |
| | WATERFOWL. ACTIVITIES INCLUDE WETLANDS DEMONSTRATIONS, EDUCATIONAL |
| | LITERATURE, INTERPRETIVE CENTER, YOUTH PROGRAMS, AND OUTDOOR |
| | CONSERVATION EXHIBITS. |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| 4c | (Code:) (Expenses \$ 2,887,630. including grants of \$) (Revenue \$) |
| | DUCKS UNLIMITED PROVIDES MEMBER SERVICES TO APPROXIMATELY 733,000 |
| | TOTAL MEMBERS (INCLUDING GREENWINGS) THROUGH EDUCATIONAL |
| | MEMBERSHIP MATERIALS, DUCKS UNLIMITED MAGAZINE, CONSERVATION |
| | BROCHURES, AND EDUCATIONAL COMPONENTS OF FUNDRAISING EVENTS. |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| | |
| 4d | Other program services (Describe on Schedule O.) ATTACHMENT 1 |
| | (Expenses \$ 3,364,386. including grants of \$) (Revenue \$) |
| 4e | Total program service expenses ▶ 170,062,945. |

JSA 9E1020 2.000 4191KD 1985

Form **990** (2019)

V 19-7.7F 2220383 Form 990 (2019)

Part IV Checklist of Required Schedules Page 3

| 1 | Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," | | Yes | No |
|---|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|-----|----|
| | complete Schedule A | 1 | Х | |
| | Is the organization required to complete Schedule B, Schedule of Contributors (see instructions)? | 2 | Х | |
| 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 | | Х |
| | Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) | ١. | 3,7 | |
| | election in effect during the tax year? If "Yes," complete Schedule C, Part II. | 4 | X | |
| | Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, | _ | | Х |
| | assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III Did the organization maintain any donor advised funds or any similar funds or accounts for which donors | 5 | | |
| | 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 | | Х |
| | 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 | | Х |
| | Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," | | | |
| | complete Schedule D, Part III | 8 | Х | |
| | 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 | | Х |
| | Did the organization, directly or through a related organization, hold assets in donor-restricted endowments | | | |
| | or in quasi endowments? If "Yes," complete Schedule D, Part V | 10 | X | |
| | 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. | | | |
| | Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI | 110 | Х | |
| | Did the organization report an amount for investments-other securities in Part X, line 12 that is 5% or more | 11a | 71 | |
| | of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII | 11b | | Х |
| | Did the organization report an amount for investments-program related in Part X, line 13 that is 5% or more | 1 | | |
| | of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII. | 11c | | Х |
| | 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 | | X |
| е | Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X | 11e | X | |
| • | 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 | X | |
| а | Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete | | | |
| | Schedule D, Parts XI and XII. | 12a | | Х |
| b | Was the organization included in consolidated, independent audited financial statements for the tax year? If | | . v | |
| | "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional | 12b | X | v |
| | Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E | 13 | X | X |
| | Did the organization maintain an office, employees, or agents outside of the United States? Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, | 14a | | |
| | 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 | X | |
| | Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or | 1.12 | | |
| | for any foreign organization? If "Yes," complete Schedule F, Parts II and IV | 15 | Х | |
| | 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 | | Х |
| | 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 | Х | |
| 3 | 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 | | Х |
| | 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 | | X |
| | Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H | 20a | | Х |
| | If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? | 20b | | |
| 1 | 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 | | Х |
| - | | | | |

Form 990 (2019) Page 4

| Part | Checklist of Required Schedules (continued) | | Voc | No. |
|---------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|------|--------|
| 22 | Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on | | Yes | No |
| 22 | Part IX, column (A), line 2? If "Yes," complete Schedule I, Parts I and III | 22 | | Х |
| 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 | Х | |
| 24 a | 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 | | X |
| | Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? Did the organization maintain an escrow account other than a refunding escrow at any time during the year | 24b | | |
| C | 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 | | |
| | 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 | | Х |
| 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 | | X |
| 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? <i>If "Yes," complete Schedule L, Part II.</i> | 26 | | Х |
| 27 | Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key | 20 | | |
| | 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 | | X |
| 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): | | | |
| а | A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? If | 200 | | Х |
| h | "Yes," complete Schedule L, Part IV A family member of any individual described in line 28a? If "Yes," complete Schedule L, Part IV | 28a 28b | | X |
| | A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? If | 200 | | |
| | "Yes," complete Schedule L, Part IV | 28c | Х | |
| 29 | Did the organization receive more than \$25,000 in non-cash contributions? If "Yes," complete Schedule M | 29 | Х | |
| 30 | Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified | | | |
| | conservation contributions? If "Yes," complete Schedule M | 30 | | X |
| 31 32 | Did the organization liquidate, terminate, or dissolve and cease operations? If "Yes," complete Schedule N, Part I | 31 | | |
| 32 | Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II.</i> | 32 | | Х |
| 33 | Did the organization own 100% of an entity disregarded as separate from the organization under Regulations | 32 | | |
| | sections 301.7701-2 and 301.7701-3? If "Yes," complete Schedule R, Part I | 33 | Х | |
| 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 | X | |
| 35 a | Did the organization have a controlled entity within the meaning of section 512(b)(13)? | 35a | X | |
| b | If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a | | 37 | |
| 20 | controlled entity within the meaning of section 512(b)(13)? If "Yes," complete Schedule R, Part V, line 2 | 35b | X | |
| 36 | Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> | 36 | | Х |
| 37 | Did the organization conduct more than 5% of its activities through an entity that is not a related organization | 30 | | |
| • | and that is treated as a partnership for federal income tax purposes? If "Yes," complete Schedule R, Part VI | 37 | | X |
| 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 | Х | |
| Part | | | | |
| | 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 694 | | . 03 | |
| | Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable | 1 | | |
| | Did the organization comply with backup withholding rules for reportable payments to vendors and | | | |
| | reportable gaming (gambling) winnings to prize winners? | 1c | Х | |
| JSA 9E1030 | | Form | 990 | (2019) |
| | 4191KD 1985 V 19-7.7F 2220383 | | | |

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| Par | Statements Regarding Other IRS Filings and Tax Compliance (continued) | | | | | | | | |
|-----|-------------------------------------------------------------------------------------------------------------------------------------|-----|-----|----|--|--|--|--|--|
| | | | Yes | No | | | | | |
| 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 678 | | | | | | | | |
| b | If at least one is reported on line 2a, did the organization file all required federal employment tax returns? | 2b | X | | | | | | |
| | Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions) | | | | | | | | |
| 3a | Did the organization have unrelated business gross income of \$1,000 or more during the year? | 3a | X | | | | | | |
| | If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O | 3b | Х | | | | | | |
| | At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, | | | | | | | | |
| | a financial account in a foreign country (such as a bank account, securities account, or other financial account)? | 4a | | X | | | | | |
| h | 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). | | | | | | | | |
| 5 a | Was the organization a party to a prohibited tax shelter transaction at any time during the tax year? | 5a | | Х | | | | | |
| | Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction? | 5b | | X | | | | | |
| | If "Yes" to line 5a or 5b, did the organization file Form 8886-T? | 5c | | | | | | | |
| | Does the organization have annual gross receipts that are normally greater than \$100,000, and did the | | | | | | | | |
| ou | organization solicit any contributions that were not tax deductible as charitable contributions? | | | | | | | | |
| h | b If "Yes," did the organization include with every solicitation an express statement that such contributions or | | | | | | | | |
| | gifts were not tax deductible? | | | | | | | | |
| 7 | Organizations that may receive deductible contributions under section 170(c). | | | | | | | | |
| | Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods | | | | | | | | |
| u | and services provided to the payor? | 7a | Х | | | | | | |
| h | If "Yes," did the organization notify the donor of the value of the goods or services provided? | 7b | Х | | | | | | |
| | Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was | | | | | | | | |
| · | required to file Form 8282? | 7c | | X | | | | | |
| А | If "Yes," indicate the number of Forms 8282 filed during the year | | | | | | | | |
| | Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract? | 7e | | Х | | | | | |
| | | | | | | | | | |
| | If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required? | 7g | | | | | | | |
| _ | If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?. | 7h | | | | | | | |
| | 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 | | | | | | | |
| 9 | Sponsoring organizations maintaining donor advised funds. | | | | | | | | |
| | Did the sponsoring organization make any taxable distributions under section 4966? | 9a | | | | | | | |
| | Did the sponsoring organization make a distribution to a donor, donor advisor, or related person? | 9b | | | | | | | |
| | Section 501(c)(7) organizations. Enter: | | | | | | | | |
| | Initiation fees and capital contributions included on Part VIII, line 12 | | | | | | | | |
| | Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities 10b | | | | | | | | |
| | Section 501(c)(12) organizations. Enter: | | | | | | | | |
| | Gross income from members or shareholders | | | | | | | | |
| | Gross income from other sources (Do not net amounts due or paid to other sources | | | | | | | | |
| | against amounts due or received from them.) | | | | | | | | |
| 12a | Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041? | 12a | | | | | | | |
| | If "Yes," enter the amount of tax-exempt interest received or accrued during the year 12b | | | | | | | | |
| | Section 501(c)(29) qualified nonprofit health insurance issuers. | | | | | | | | |
| | Is the organization licensed to issue qualified health plans in more than one state? | 13a | | | | | | | |
| | Note: See the instructions for additional information the organization must report on Schedule O. | | | | | | | | |
| 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 | | | | | | | | |
| С | Enter the amount of reserves on hand | | | | | | | | |
| | Did the organization receive any payments for indoor tanning services during the tax year? | 14a | | X | | | | | |
| | If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O | 14b | | | | | | | |
| | Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or | Ţ | | | | | | | |
| | excess parachute payment(s) during the year? | 15 | | X | | | | | |
| | If "Yes," see instructions and file Form 4720, Schedule N. | | | | | | | | |
| 16 | Is the organization an educational institution subject to the section 4968 excise tax on net investment income? | 16 | | X | | | | | |
| | If "Yes," complete Form 4720, Schedule O. | | | | | | | | |

Governance, Management, and Disclosure For each "Yes" response to lines 2 through 7b below, and for a "No"

Part VI

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| | response to line 8a, 8b, or 10b below, describe the circumstances, processes, or changes on Schedule O. | | | tions. | | | | | |
|-------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------|--------|--------|--|--|--|--|--|
| | Check if Schedule O contains a response or note to any line in this Part VI | | | X | | | | | |
| Sect | ion A. Governing Body and Management | | | | | | | | |
| | | | Yes | No | | | | | |
| 1a | Enter the number of voting members of the governing body at the end of the tax year 1a 65 | | | | | | | | |
| | 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 on Schedule O. | | | | | | | | |
| b | Enter the number of voting members included on line 1a, above, who are independent | 4 | | | | | | | |
| 2 | Did any officer, director, trustee, or key employee have a family relationship or a business relationship with | | Х | | | | | | |
| | any other officer, director, trustee, or key employee? | | | | | | | | |
| 3 | Did the organization delegate control over management duties customarily performed by or under the direct | | | | | | | | |
| | supervision of officers, directors, trustees, or key employees to a management company or other person? | 3 | | X | | | | | |
| 4 | Did the organization make any significant changes to its governing documents since the prior Form 990 was filed? | 5 | | X | | | | | |
| 5 | Did the organization become aware during the year of a significant diversion of the organization's assets? | | | | | | | | |
| 6 | Did the organization have members or stockholders? | 6 | X | | | | | | |
| 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 | X | | | | | | |
| b | Are any governance decisions of the organization reserved to (or subject to approval by) members, | l | | 37 | | | | | |
| | stockholders, or persons other than the governing body? | 7b | | X | | | | | |
| 8 | Did the organization contemporaneously document the meetings held or written actions undertaken during | | | | | | | | |
| | the year by the following: | | v | | | | | | |
| а | The governing body? | 8a 8b | X | _ | | | | | |
| b | 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - 3 - | | | | | | | | |
| 9 | | | | | | | | | |
| Cooti | the organization's mailing address? If "Yes," provide the names and addresses on Schedule O | | | | | | | | |
| Secu | on B. Folicies (This Section B requests information about policies not required by the internal Nevenue | Code | Yes | No | | | | | |
| | | 10a | X | - | | | | | |
| | Did the organization have local chapters, branches, or affiliates? | IVa | | _ | | | | | |
| b | If "Yes," did the organization have written policies and procedures governing the activities of such chapters, | 10b | Х | | | | | | |
| 44- | affiliates, and branches to ensure their operations are consistent with the organization's exempt purposes? Has the organization provided a complete copy of this Form 990 to all members of its governing body before filing the form? | | | | | | | | |
| _ | | | | | | | | | |
| b | 1 , , , | | | | | | | | |
| 12a | 1 7 7 8 | | | | | | | | |
| b | Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts? | 12b | Х | | | | | | |
| • | Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," | | | | | | | | |
| С | describe in Schedule O how this was done | 12c | Х | | | | | | |
| 13 | Did the organization have a written whistleblower policy? | 13 | Х | | | | | | |
| 14 | Did the organization have a written document retention and destruction policy? | 14 | Х | | | | | | |
| 15 | Did the process for determining compensation of the following persons include a review and approval by | | | | | | | | |
| | independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision? | | | | | | | | |
| а | The organization's CEO, Executive Director, or top management official | 15a | Х | | | | | | |
| b | Other officers or key employees of the organization | 15b | Х | | | | | | |
| ~ | 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 | | Х | | | | | |
| 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 | | | | | | | |
| Secti | on C. Disclosure | | | | | | | | |
| 17 | List the states with which a copy of this Form 990 is required to be filed ▶ ATTACHMENT 2 | | | | | | | | |
| 18 | Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990- | Γ (Sec | tion 5 | 01(c) | | | | | |
| | (3)s only) available for public inspection. Indicate how you made these available. Check all that apply. X Own website X Upon request Other (explain on Schedule O) | ` | | . , | | | | | |
| 19 | Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of | of inte | rest p | olicy, | | | | | |
| | 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 record DARIN BLUNCK 1 WATERFOWL WAY MEMPHIS, TN 38120 | ds ► | | | | | | | |

9E1042 2.000

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

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

1a Complete this table for all persons required to be listed. 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, and 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 | anv related | dorganization | compensated | l anv current off | icer, director, or trustee. |
|---------------------------|----------------------|-------------|---------------|-------------|-------------------|-----------------------------|
| | | | | | | |

| (A) Name and title | (B) Average hours per week | Position (do not check more than of box, unless person is both officer and a director/trust | | | | | an | (D) Reportable compensation from the | (E) Reportable compensation from related | (F) Estimated amount of other compensation | |
|--------------------------------|-----------------------------------------------------------------------------|---------------------------------------------------------------------------------------------|-----------------------|---------|--------------|------------------------------|--------|--------------------------------------|------------------------------------------|-------------------------------------------------|--|
| | (list any hours for related organizations below dotted line) | Individual trustee or director | Institutional trustee | Officer | Key employee | Highest compensated employee | Former | organization (W-2/1099-MISC) | organizations (W-2/1099-MISC) | from the organization and related organizations | |
| (1)H. DALE HALL | 0. | | | | | | | | | | |
| FORMER CHIEF EXECUTIVE OFFICER | 0. | | | | | | X | 405,371. | 0. | 32,542. | |
| (2) E. NICHOLS WILEY | 40.00 | | | | | | | , | | , | |
| CHIEF OPERATING OFFICER | 1.00 | | | | X | | | 344,445. | 0. | 42,393. | |
| (3) EARL H. GROCHAU | 40.00 | | | | | | | | | | |
| CAO/CFO/ASST. TREASURER | 6.00 | | | | X | | | 321,900. | 0. | 39,909. | |
| (4) DANIEL P. THIEL | 20.00 | | | | | | | | | | |
| EXEC SEC/COO WAT | 21.00 | | | | Х | | | 308,199. | 0. | 44,305. | |
| (5) GOVAN S. HORNOR | 40.00 | | | | | | | | | | |
| CHIEF INFORMATION OFFICER | 1.00 | | | | | Х | | 303,924. | 0. | 37,642. | |
| (6) AMY A. BATSON | 40.00 | | | | | | | | | | |
| CHIEF FUNDRAISING OFFICER | 1.00 | | | | Х | | | 299,604. | 0. | 39,929 | |
| (7) WAYNE A. DIERKS | 40.00 | | | | | | | | | | |
| DIRECTOR OF HUMAN RESOURCES | 1.00 | | | | | X | | 289,185. | 0. | 44,132 | |
| (8)GILDO TORI | 40.00 | | | | | | | | | | |
| INTERIM CHIEF POLICY OFFICER | 1.00 | | | | | X | | 254,054. | 0. | 46,825 | |
| (9) ADAM PUTNAM | 40.00 | | | | | | | | | | |
| CHIEF EXECUTIVE OFFICER | 6.00 | X | | Х | | | | 267,439. | 0. | 29,518 | |
| (10) CRAIG LESHACK | 40.00 | | | | | | | | | | |
| DIR OF CONS PROG/INTERIM CCO | 1.00 | | | | X | | | 247,830. | 0. | 43,324 | |
| (11) THOMAS E. MOORMAN | 40.00 | | | | | | | | | | |
| CHIEF SCIENTIST | 1.00 | | | | | X | | 235,596. | 0. | 48,225 | |
| (12) RICHARD B. SMITH | 40.00 | | | | | | | | | | |
| NATIONAL DIR OF DEVELOPMENT | 1.00 | | | | | X | | 235,103. | 0. | 43,754 | |
| (13) DARIN BLUNCK | 40.00 | | | | | | | | | | |
| DIR OF CONS PROG/INTERIM CFO | 1.00 | | | | Х | | | 182,295. | 0. | 35,873 | |
| (14) ROGERS HOYT, JR. | 5.00 | | | | | | | | | | |
| CHAIRMAN OF THE BOARD | 6.00 | X | | Х | <u></u> | | | 0. | 0. | 0 | |

Form **990** (2019)

JSA

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| Section A. Officers, Directors, In | ustees, Ke | y En | іріс | ye | es, | and F | ııgı | nest Compensat | ea Employees (a | continuea) |
|------------------------------------------------------------------------------------------|-------------------------------|--------------------------------|----------------------------------------------|---------|--------------|------------------------------|-------------|----------------------|---------------------------|-----------------------------|
| (A) | (B) | | | | C) | | | (D) | (E) | (F) |
| Name and title | Average | (do l | Positi do not check m oox, unless pers | | | | | Reportable | Reportable | Estimated |
| | hours per week (list any | , | | | | | | compensation from | compensation from related | amount of other |
| | hours for | | | dad | | or/trust | ee) | the | organizations | compensation |
| | related | Ind or c | Inst | Officer | Key | Hig | Forme | organization | (W-2/1099-MISC) | from the |
| | organizations below dotted | ividu | lituti | cer | em | hest | mer | (W-2/1099-MISC) | | organization and related |
| | line) | tor t | ona | | Key employee | ee | | | | organizations |
| | | Individual trustee or director | Institutional trustee | | ee | npe | | | | · · |
| | | e e | stee | | | Highest compensated employee | | | | |
| 15) DOUG SCHOENROCK | 10.00 | | | | | ed | | | | |
| PRESIDENT | 6.00 | X | | Х | | | | 0 | 0. | 0 |
| 16) CHUCK SMITH | 10.00 | 21 | | 21 | | | | | | |
| FIRST VP | 6.00 | X | | Х | | | | 0 | 0. | 0 |
| 17) REX SCHULZ | 5.00 | - 1 | | Δ. | | | | 0 | . 0. | |
| SECRETARY | 1.00 | X | | Х | | | | 0 | 0. | 0 |
| 18) WENDELL W. WEAKLEY | 5.00 | Λ | | Λ | | | | 0 | . 0. | 0 |
| TREASURER | 1.00 | X | | Х | | | | 0 | 0. | 0 |
| 19) STEVE MARITZ | 5.00 | Λ | | Λ | | | | 0 | . 0. | 0 |
| PRESIDENT, WAT | 10.00 | X | | | | | | 0 | 0. | 0 |
| 20) TOM ENOS | 5.00 | Λ | | | | | | 0 | . 0. | 0 |
| SENIOR VP, REGION 1 | 1.00 | X | | | | | | 0 | 0. | 0 |
| 21) CLAY ROGERS | 5.00 | Λ | | | | | | 0 | . 0. | 0 |
| SENIOR VP, REGION 2 | 1.00 | X | | | | | | 0 | 0. | 0 |
| 22) BOB SPOERL | 5.00 | Λ. | | | | | | 0 | . 0. | |
| SENIOR VP, REGION 3 | 1.00 | X | | | | | | 0 | 0. | 0 |
| 23) STEVE COOK | 5.00 | 21 | | | | | | | | |
| SENIOR VP, REGION 4 | 1.00 | X | | | | | | 0 | 0. | 0 |
| 24) GALEN L. JOHNSON | 5.00 | 21 | | | | | | | | |
| SENIOR VP, REGION 5 | 1.00 | X | | | | | | 0 | 0. | 0 |
| 25) PETER T. MACGAFFIN | 5.00 | 21 | | | | | | | | |
| SENIOR VP, REGION 6 | 1.00 | X | | | | | | 0 | 0. | 0 |
| 1h Cub total | | | | | | | | 3,694,945. | 0. | 528,371. |
| c Total from continuation sheets to Part VII, S | | | | | | | | 0. | 0. | 0. |
| d Total (add lines 1b and 1c) | - | | | | | | | 3,694,945. | 0. | 528,371. |
| Total number of individuals (including but not | | | | | | | re | | \$100 000 of | |
| reportable compensation from the organization | | 146 | | u u. | | <i>5) W</i> 110 | | oolvoa moro man | Ψ100,000 0. | |
| | | | | | | | | | | Yes No |
| 3 Did the organization list any former offi | car diracto | vr or | tri | icto | | kov o | mn | Novee or highes | t componented | 1.00 1.10 |
| employee on line 1a? If "Yes," complete Sched | | | | | | | | | | 3 X |
| | | | | | | | | | | |
| 4 For any individual listed on line 1a, is the organization and related organizations gi | sum of rep | ortab 4 1 2 | ne c | mo: | per | satior | າ aı . " | na otner compens | sation from the | |
| individual | | | | | | | | | | 4 X |
| 5 Did any person listed on line 1a receive or | | | | | | | | | | |
| for services rendered to the organization? If " | | | | | | | | | | 5 X |
| | , | | | | | | | | | |

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 |
|-------------------------------|-----------------------------|---------------------|
| ATTACHMENT 3 | | |
| | | |
| | | |
| | | |
| | | |

2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 in compensation from the organization ► 38

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Form 990 (2019)

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

| (A) | (B) | | | (0 | C) | | | (D) | (E) | (F) |
|--------------------------------------------------|-------------------------------|--------------------------------|-----------------------|---------------------------------------|--------------|------------------------------|-----------------------|----------------------|---------------------------|-----------------------------|
| Name and title | Average | ļ , . | | | sition | | | Reportable | Reportable | Estimated |
| | hours per week (list any | , | | check more than ess person is both | | | | compensation from | compensation from related | amount of other |
| | hours for | | er and | d a d | | tor/trust | tee) | the | organizations | compensation |
| | related | Ind or o | Institutional trustee | Officer | ₹ ey | em _I | Former | organization | (W-2/1099-MISC) | from the |
| | organizations below dotted | ividu | tituti | icer | Key employee | hest | mer | (W-2/1099-MISC) | | organization and related |
| | line) | tor | ona | | ploy | ee : con | | | | organizations |
| | | Individual trustee or director | l tru: | | ee | npei | | | | · · |
| | | ď | stee | | | Highest compensated employee | | | | |
| | | | | | | 8 | | | | |
| 26) JULIAN T. OTTLEY | 5.00 | | | | | | | | | |
| SENIOR VP, REGION 7 | 1.00 | X | | | | | | 0 | 0. | 0 |
| 27) ROBERT J. GOKEY | 5.00 | | | | | | | | | |
| SENIOR VP, REGION 8 | 1.00 | X | | | | | | 0 | 0. | 0 |
| 28) CHRISTINE THOMAS | 5.00 | | | | | | | | | |
| SENIOR VP, CONSERVATION PROG | 1.00 | X | | | | | | 0 | 0. | 0 |
| 29) HAROLD CANNON, JR. | 5.00 | | | | | | | | | |
| SENIOR VP, YOUTH & EDUCATION | 1.00 | X | | | | | | 0 | 0. | 0 |
| 30) JOE MAZON | 5.00 | | | | | | | | | |
| SENIOR VP, DEVELOPMENT | 6.00 | X | | | | | | 0 | 0. | 0 |
| 31) ROBERT S. HESTER | 5.00 | | | | | | | | | |
| SENIOR VP, STRATEGIC PLANNING | 1.00 | X | | | | | | 0 | 0. | 0 |
| 32) JIM TALBERT | 5.00 | | | | | | | | | |
| SENIOR VP, EVENT AND VOL MGMT | 1.00 | X | | | | | | 0 | 0. | 0 |
| 33) TOM JERNIGAN | 5.00 | | | | | | | | | |
| SENIOR VP, CORP RELATIONS | 1.00 | X | | | | | | 0 | 0. | 0 |
| 34) SCOTT STAMERJOHN | 5.00 | | | | | | | | | |
| SENIOR VP, MARKETING/COMM | 1.00 | X | | | | | | 0 | 0. | 0 |
| 35) KATHY CHRISTIAN | 5.00 | | | | | | | | | |
| SENIOR VP, MEMBERSHIP | 1.00 | Х | | | | | | 0 | 0. | 0 |
| 36) AL MONTNA | 5.00 | | | | | | | | | |
| SENIOR VP, PUBLIC POLICY | 1.00 | X | | | | | | 0 | 0. | 0 |
| 1b Sub-total | | | | | _ | | > | 0. | 0. | 0. |
| c Total from continuation sheets to Part VII, S | Section A | | | | | | \blacktriangleright | | | |
| d Total (add lines 1b and 1c) | | | | | | | > | | | |
| 2 Total number of individuals (including but not | | hose | liste | d al | bov | e) who | o re | ceived more than | \$100,000 of | |
| reportable compensation from the organization | on ▶ | 146 | 5 | | | | | | | |
| | | | | | | | | | | Yes No |
| 3 Did the organization list any former office | cer, directo | r, or | tru | ıste | e, | key e | emp | loyee, or highes | t compensated | |
| employee on line 1a? If "Yes," complete Scheo | | | | | | | | | | 3 X |
| 4 For any individual listed on line 1a, is the | sum of ren | ortab | ole c | com | ner | satio | n ai | nd other compens | sation from the | |
| organization and related organizations gr | eater than | \$15 | 50.0 | 00? |) It | "Yes | s." | complete Schedu | le J for such | |
| individual | | | | | | | | | | 4 X |
| 5 Did any person listed on line 1a receive or | | | | | | | | | | |
| for services rendered to the organization? If "Y | | | | | | | | | | 5 X |
| 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 |
|-------------------------------|-----------------------------|----------------------------|
| | | |
| | | |
| | | |
| | | |
| | | |

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

Form **990** (2019)

Page 8 Form 990 (2019) Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

| (A) | (B) | | | (0 | C) | | | (D) | (E) | | (F) | |
|------------------------------------------------------------------------------------------------|-------------------------------|--------------------------------|-----------------------|-------------|--------------|------------------------------|-------------|----------------------|---------------------------|---|-----------------------|-----|
| Name and title | Average | (-1 | | | sition | . 46 | | Reportable | Reportable | | stimated | |
| | hours per week (list any | , | | | | e than c is both | | compensation from | compensation from related | | nount of other | i |
| | hours for | | | d a c | | tor/trust | ee) | the | organizations | | pensati | on |
| | related | Ind or c | Inst | Officer | Key | Hig | Former | organization | (W-2/1099-MISC) | | om the | |
| | organizations below dotted | ividu | lituti | cer | em | hest | mer | (W-2/1099-MISC) | | _ | anizatio d related | |
| | line) | tor to | ona | | Key employee | ee t cor | | | | | a related | |
| | , | Individual trustee or director | Institutional trustee | | /ee | Highest compensated employee | | | | | | |
| | | e e | stee | | | nsat | | | | | | |
| | | | | | | ied. | | | | | | |
| 37) GARY SALMON | 5.00 | | | | | | | | | | | |
| SENIOR VP, TECHNOLOGY | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 38) JAMES GIBSON, JR. | 5.00 | | | | | | | | | | | |
| SENIOR VP, RISK MANAGEMENT | 1.00 | X | | | | | | 0 | 0. | Ì | | 0 |
| 39) EDWARD MAY | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 1 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 40) JAN YOUNG | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 1 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 41) MARK SCHLEGEL | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 2 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 42) STEVE CHRISTIAN | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 2 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 43) RUTH HOEFS | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 3 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 44) NELS SWENSON | 5.00 | | | | | | | | | · | | |
| REGIONAL VP, REGION 3 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 45) KEN CARROLL | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 4 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 46) JAY OWEN | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 4 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 47) BRIAN GARRELS | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 5 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 4h Cub total | | | | | | | | 0. | 0. | | | 0. |
| c Total from continuation sheets to Part VII, S | | | | | | | | | | | | |
| d Total (add lines 1b and 1c) | | | | | | | | | | | | |
| 2 Total number of individuals (including but not | | | | | | | o re | ceived more than | \$100 000 of | | | |
| reportable compensation from the organizatio | | 146 | | u u | 500 | o, w | 0 10 | ocived more than | φ100,000 01 | | | |
| | | | | | | | | | | | Yes | No |
| 2 Did the organization list any former office | or directo | | 40. | ıoto | • | kov. c | . . | lovos or bighos | t componented | | 103 | 110 |
| 3 Did the organization list any former office employee on line 1a? If "Yes," complete Sched | iule I for su | oi, Oi ch inc | III. Iivid | มรเย บอไ | e, | кеу є | emp | noyee, or nignes | i compensaled | 3 | X | |
| | | | | | | | | | | 3 | | |
| 4 For any individual listed on line 1a, is the | | | | | | | | | | | | |
| organization and related organizations gr | | | | | | | | | | 4 | X | |
| individual | | | | | | | | | | 4 | 21 | |
| 5 Did any person listed on line 1a receive or for services rendered to the organization? If "Y | | | | | | | | | | 5 | | X |
| ioi services rendered to the organization? If Y | es, comple | 1 0 OC | ieul | iiG J | , 101 | SUCIT | μer | ouii . | | J | 1 | |

Section B. Independent Contractors

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 |
|-------------------------------|-----------------------------|---------------------|
| | | |
| | | |
| | | |
| | | |
| | | |

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

Form **990** (2019)

Form 990 (2019) Page 8 Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

| (A) | (B) | | | (0 | C) | | | (D) | (E) | | (F) | |
|------------------------------------------------------------------------------------------|-----------------------------|--------------------------------|-----------------------|---------|--------------|------------------------------|---------|----------------------|---------------------------|------|------------------------|----|
| Name and title | Average | (40.00 | 4 1 | | sition | | | Reportable | Reportable | | timated | |
| | hours per week (list any | , | | | | e than c is both | | compensation from | compensation from related | | ount of other | |
| | hours for | | | d a d | | tor/trust | ee) | the | organizations | | pensati | on |
| | related | or o | Ins | Officer | <u>\$</u> | Hig | Former | organization | (W-2/1099-MISC) | | om the | |
| | organizations | ividu | l ti | icer | / em | hes | mer | (W-2/1099-MISC) | | _ | anizatio | |
| | below dotted line) | ctor | ione | | Key employee | ee t co | | | | | d related inization | |
| | 11110) | Individual trustee or director | Institutional trustee | | yee | Highest compensated employee | | | | orge | mzatioi | 10 |
| | | ee | ste | | | nsa | | | | | | |
| | | | Ψ | | | ted | | | | | | |
| 48) TAMMI KIRCHER | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 5 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 49) WILLIAM J. EBERT | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 6 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 50) JAMES E. VACHRIS, JR. | 5.00 | | | | | | | | | | | |
| REGIONAL VP, REGION 6 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 51) JAY TAYLOR | 5.00 | | | | | | | | | | | |
| REGIONAL VP REGION 7 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 52) DAN ROSS | 5.00 | | | | | | | | | | | |
| REGIONAL VP REGION 7 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 53) RICHARD GODFREY | 5.00 | | | | | | | | | | | |
| REGIONAL VP REGION 8 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 54) BOB FILBERT | 5.00 | | | | | | | | | | | |
| REGIONAL VP REGION 8 | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 55) PAUL R. BONDERSON | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 56) JARED BROWN | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 57) GEORGE H. DUNKLIN, JR. | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 58) DOUGLAS D. FREY | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | Х | | | | | | 0 | 0. | | | 0 |
| 1b Sub-total | | | | | | | | 0. | 0. | | | 0. |
| c Total from continuation sheets to Part VII, S | Section A | | • • | • • | • • | | • | | | | | |
| d Total (add lines 1b and 1c) | - | | | | | | • | | | | | |
| 2 Total number of individuals (including but not | | | | | | | o re | ceived more than | \$100,000 of | | | |
| reportable compensation from the organizatio | | 146 | | | | , | | | , | | | |
| | | | | | | | | | | | Yes | No |
| 3 Did the organization list any former office | er directo | r or | tri | iste | ٩ | kev e | mn | olovee or highes | t compensated | | | |
| employee on line 1a? If "Yes," complete Sched | lule J for suc | ch ind | lividi | ual | Ο, | NOy C | ,,,,, | | ···· | 3 | Х | |
| | | | | | | | | | | | | |
| 4 For any individual listed on line 1a, is the organization and related organizations gr | | | | | | | | | | | | |
| individual | | | | | | | | | | 4 | Х | |
| 5 Did any person listed on line 1a receive or | | | | | | | | | | | | |
| for services rendered to the organization? <i>If "</i> Y | | | | | | | | | | 5 | | X |

Section B. Independent Contractors

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 |
|-------------------------------|-----------------------------|---------------------|
| | | |
| | | |
| | | |
| | | |
| | | |

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

Form **990** (2019)

Page 8 Form 990 (2019) Section A. Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees (continued)

| Name and title | Average hours per week (list any hours for related organizations | box, | unles | Pos heck ss pe | erson | e than o is both tor/trust | an | Reportable compensation from the organization (W-2/1099-MISC) | Reportable compensation from related organizations (W-2/1099-MISC) | other compensation from the organization and related | | f on n |
|--------------------------------------------------|------------------------------------------------------------------|--------------------------------|--------------|----------------------|--------|----------------------------------|-------------|---------------------------------------------------------------|--------------------------------------------------------------------|------------------------------------------------------------------|----------|--------------|
| | below dotted line) | Individual trustee or director | onal trustee | | ployee | Highest compensated employee | | | | l | nization | |
| 59) JERRY HARRIS | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 60) JEFF HEIDELBAUER | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 61) DAVE HINMAN | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 62) LARRY JENSEN | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 63) JAMES KONKEL | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 64) NICK LICHENSTEIN | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 65) MIKE MCSHANE | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 66) CONNIE PARKER | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 67) SAM SMOLIK | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 68) RONAL ROBERSON | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 69) PEPPER SNYDER | 5.00 | | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | | 0 |
| 1b Sub-total | | | | | | | | 0. | 0. | | | 0. |
| c Total from continuation sheets to Part VII, S | Section A | | | | | | > | | | | | |
| d Total (add lines 1b and 1c) | | | | | | | > | | | | | |
| 2 Total number of individuals (including but not | limited to t | hose | liste | d a | bov | e) who | o re | ceived more than | \$100,000 of | | | |
| reportable compensation from the organization | n ► | 146 | 5 | | | | | | | | | |
| | | | | | | | | | | | Yes | No |
| 3 Did the organization list any former office | cer, directo | r, or | tru | uste | e, | key e | emp | loyee, or highes | t compensated | | | |
| employee on line 1a? If "Yes," complete Sched | | | | | | | | | | 3 | X | ı |
| 4 For any individual listed on line 1a, is the | sum of rer | ortah | ole d | com | ner | nsatio | n ai | nd other compens | sation from the | | | |
| organization and related organizations gr | eater than | \$15 | 0.0 | 00? | P It | "Yes | s." | complete Schedu | le J for such | | | |
| individual | | | | | | | | | | 4 | Х | |
| 5 Did any person listed on line 1a receive or | | | | | | | | | | | | |
| for services rendered to the organization? If "Y | | | | | | | | | | 5 | T | X |
| Section B. Independent Contractors | | | | | | | | · · · · · · · · · · · · · · · · · · · | | | | |

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 |
|-------------------------------|-----------------------------|---------------------|
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| | | |

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

Form **990** (2019)

| Part VII Section A. Officers, Directors, Tru | istees, Ke | y En | plo | yee | es, | and F | ligi | hest Compensat | ed Employees (c | ontinuea) | |
|-------------------------------------------------------------------------------------------------------------------------------|-------------------------------|--------------------------------|---------------|---------|--------------|------------------------------|----------|----------------------|---------------------------|------------------------|-------|
| (A) | (B) | | | (0 | C) | | | (D) | (E) | (F) | |
| Name and title | Average | ١,, | | Pos | | | | Reportable | Reportable | Estimate | |
| | hours per week (list any | , | | | | e than o | | compensation from | compensation from related | amount other | of |
| | hours for | 1 | | | | or/truste | | the | organizations | compensa | ation |
| | related | Ind or o | Ins | Officer | ₹ e | Hig em | Former | organization | (W-2/1099-MISC) | from th | ie |
| | organizations below dotted | ividu | tituti | icer | em (| hest | mer | (W-2/1099-MISC) | | organiza | |
| | line) | ot al t | Institutional | | Key employee | t cor | | | | and relat organizat | |
| | <u> </u> | Individual trustee or director | tru | | ee | npe | | | | Ü | |
| | | 96 | trustee | | | Highest compensated employee | | | | | |
| | | | | | | ed. | | | | | |
| 70) JOE STOUGH | 5.00 | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | |
| 71) JON WILLS | 5.00 | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | |
| 72) MIKE WOODWARD | 5.00 | | | | | | | | | | |
| AT-LARGE MEMBER OF THE BOD | 1.00 | X | | | | | | 0 . | 0. | | |
| 73) DAVID BLOM | 5.00 | , | | | | | | | | | |
| DUCKS UNLIMITED CANADA | 6.00 | X | | | | | | 0 . | 0. | | |
| 74) ROGER D'ESCHAMBAULT | 5.00 | | | | | | | | | | |
| DUCKS UNLIMITED CANADA | 6.00 | X | | | | | | 0 . | 0. | | |
| 75) KEVIN HARRIS | 5.00 | | | | | | | | | | |
| DUCKS UNLIMITED CANADA | 6.00 | X | | | | | | 0 . | 0. | | |
| 76) WILLIAM C. ANSELL | 5.00 | 37 | | | | | | | 0 | | |
| DUMAC 77.) TOUR HOMKE | | X | | | | | | 0 . | 0. | | - |
| 77) JOHN TOMKE | 5.00 | 3.7 | | | | | | | 0 | | |
| DUMAC | 6.00 | X | | | | | | 0 . | 0. | | |
| | | - | | | | | | | | | |
| | | | | | | | | | | | |
| | | | | | | | | | | | |
| 1b Sub-total | | | | | | | • | 0. | 0. | | 0 |
| 1b Sub-total c Total from continuation sheets to Part VII, S | ection A | | | • • | | | • | | | | |
| d Total (add lines 1b and 1c) | - | | | | | | • | | | | |
| 2 Total number of individuals (including but not | | | | | | | re | ceived more than | \$100,000 of | | |
| reportable compensation from the organization | | 146 | | | | <u></u> | | | | | |
| | | | | | | | | | | Yes | s No |
| 3 Did the organization list any former offic | er, directo | r, or | tru | ıste | e, | key e | mp | oloyee, or highes | t compensated | | |
| employee on line 1a? If "Yes," complete Schedu | | | | | | | | | | 3 X | |
| 4 For any individual listed on line 1a, is the | sum of ren | ortab | ole d | com | per | sation | n ar | nd other compens | sation from the | | |
| organization and related organizations gre | | | | | | | | | | | |
| individual | | | | | | | | | | 4 X | |
| 5 Did any person listed on line 1a receive or | accrue co | mpen | satio | on f | ron | n any | un | related organization | on or individual | | |
| for services rendered to the organization? If "Ye | es," comple | te Sch | nedu | ıle J | for | such | per | son | | 5 | X |
| Section B. Independent Contractors | | | | | | | | | | | |
| Complete this table for your five highest com compensation from the organization. Report of year. | | | | | | | | | | | |

| (A) Name and business address | (B) Description of services | (C) Compensation |
|-------------------------------|-----------------------------|----------------------------|
| | | |
| | | |
| | | |
| | | |
| | | |

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

Form **990** (2019)

Part VIII Statement of Revenue

| | | Check if Schedule O contains a respon | nse or note to an | y line in this Part V | /III | | |
|--------------------------------------------------------|---------|------------------------------------------------------------------------|-------------------|-----------------------|----------------------------------------|--------------------------------------|---------------------------------------------------------------|
| | | | | (A) Total revenue | (B) Related or exempt function revenue | (C) Unrelated business revenue | (D) Revenue excluded from tax under sections 512-514 |
| ts | 1a | Federated campaigns 1a | 203,454. | | | | |
| Contributions, Gifts, Grants and Other Similar Amounts | b | Membership dues 1b | 22,107,960. | | | | |
| اع ق | С | Fundraising events 1c | | | | | |
| ifts ar / | d | Related organizations 1d | 35,576,381. | | | | |
| ⊒,G | е | Government grants (contributions) 1e | 100,251,726. | | | | |
| Sir | f | All other contributions, gifts, grants, | | | | | |
| uti e | | and similar amounts not included above . 1f | 11,571,803. | | | | |
| 흔히 | g | Noncash contributions included in | | | | | |
| ig b | | lines 1a-1f 1g | \$ 5,376,339. | | | | |
| ع <u>د</u> | h | Total. Add lines 1a-1f | <u> </u> | 169,711,324. | | | |
| | | | Business Code | | | | |
| Program Service Revenue | 2a | CONTRACT FEES | 541900 | 9,659,940. | | | 9,659,940. |
| e S | b | | | | | | |
| n S | С | | | | | | |
| e a | d | | | | | | |
| δ _F | е | | | | | | |
| ₫ | f | All other program service revenue | | | | | |
| | g | Total. Add lines 2a-2f | | 9,659,940. | | | |
| | 3 | Investment income (including dividends, | | | | | |
| | | other similar amounts) | | 1,239,983. | | | 1,239,983. |
| | 4 | Income from investment of tax-exempt bond | | 0. | | | |
| | 5 | Royalties | (ii) Personal | 2,257,031. | | | 2,257,031. |
| | _ | | (II) Personal | | | | |
| | 6a | Gross rents 6a | | | | | |
| | b | Less: rental expenses 6b | | | | | |
| | C | Rental income or (loss) 6c | | 0. | | | |
| | d 7a | Net rental income or (loss) | (ii) Other | 0. | | | |
| | ı a | sales of assets | () Galler | | | | |
| | | other than inventory 7a 11,684,808. | 110,990. | | | | |
| a | b | Less: cost or other basis | | | | | |
| evenue | ~ | and sales expenses 7b 11,183,812. | 74,930. | | | | |
| e e | С | Gain or (loss) 7c 500,996. | 36,060. | | | | |
| 2 | d | Net gain or (loss) | | 537,056. | | | 537,056. |
| Other | 8a | Gross income from fundraising | | | | | |
| 0 | | events (not including \$ | | | | | |
| | | of contributions reported on line | | | | | |
| | | 1c). See Part IV, line 18 8a | 0. | | | | |
| | b | Less: direct expenses 8b | 0. | | | | |
| | С | Net income or (loss) from fundraising events | | 0. | | | |
| | 9a | Gross income from gaming | | | | | |
| | | activities. See Part IV, line 19 9a | 0. | | | | |
| | b | Less: direct expenses 9b | 0. | | | | |
| | С | Net income or (loss) from gaming activities | | 0. | | | |
| | 10a | Gross sales of inventory, less | | | | | |
| | | returns and allowances | | | | | |
| | b | Less: cost of goods sold Net income or (loss) from sales of inventory | | 0. | | | |
| - | | The modifie of (1033) from sales of inventory. | Business Code | 0. | | | |
| snc | 4.4 | ADVERTISING REVENUE | 511120 | 1,964,115. | | 1,964,115. | |
| nue | 11a | SALTOTAG AND | 511120 | 1,701,113. | | 1,204,113. | |
| elle | b | | | | | | |
| Miscellaneous Revenue | c d | All other revenue | | | | | |
| Σ | е | Total. Add lines 11a-11d | | 1,964,115. | | | |
| | 12 | Total revenue. See instructions | | 185,369,449. | | 1,964,115. | 13,694,010. |
| JSA 9E105 | 1 2.000 | | | | | | Form 990 (2019) |
| | | 91KD 1985 | V 19- | -7.7F | 2220383 | | |

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 | | | | | | | | | | | |
|-----------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------|-----------------|-----------------------|-------------|--|--|--|--|--|--|
| <u>Do</u> | not include amounts reported on lines 6b, 7b, | <u> </u> | (B) | | (D) | | | | | | |
| | 9b, and 10b of Part VIII. | (A) Total expenses | Program service | (C) Management and | Fundraising | | | | | | |
| | | | expenses | general expenses | expenses | | | | | | |
| 1 | Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 | 0. | | | | | | | | | |
| 2 | Grants and other assistance to domestic individuals. See Part IV, line 22 | 0. | | | | | | | | | |
| 3 | Grants and other assistance to foreign | | | | | | | | | | |
| | organizations, foreign governments, and foreign | | | | | | | | | | |
| | individuals. See Part IV, lines 15 and 16 | 14,512,925. | 14,512,925. | | | | | | | | |
| 4 | Benefits paid to or for members | 0. | | | | | | | | | |
| 5 | Compensation of current officers, directors, trustees, and key employees | 4,030,430. | 1,056,129. | 2,367,265. | 607,036. | | | | | | |
| 6 | Compensation not included above to disqualified | | | | | | | | | | |
| | persons (as defined under section 4958(f)(1)) and | | | | | | | | | | |
| | persons described in section 4958(c)(3)(B) | 0. | | | | | | | | | |
| 7 | Other salaries and wages | 45,652,042. | 31,707,263. | 1,621,005. | 12,323,774. | | | | | | |
| 8 | Pension plan accruals and contributions (include | | | | | | | | | | |
| | section 401(k) and 403(b) employer contributions) | 4,616,325. | 3,205,732. | 210,567. | 1,200,026. | | | | | | |
| 9 | Other employee benefits | 7,021,962. | 5,100,148. | 244,029. | 1,677,785. | | | | | | |
| 10 | Payroll taxes | 3,243,859. | 2,306,204. | 100,295. | 837,360. | | | | | | |
| 11 | Fees for services (nonemployees): | | | | | | | | | | |
| а | Management | 0. | | | | | | | | | |
| | Legal | 25,834. | | 15,774. | 10,060. | | | | | | |
| С | Accounting | 232,489. | | 232,489. | | | | | | | |
| d | Lobbying | 0. | | | | | | | | | |
| | Professional fundraising services. See Part IV, line 17. | 293,027. | | | 293,027. | | | | | | |
| f | Investment management fees | 0. | | | | | | | | | |
| g | Other. (If line 11g amount exceeds 10% of line 25, column | | | | | | | | | | |
| | (A) amount, list line 11g expenses on Schedule O.) | 3,787,232. | 2,176,874. | 725,098. | 885,260. | | | | | | |
| 12 | Advertising and promotion | 2,305,536. | 435,441. | 47,803. | 1,822,292. | | | | | | |
| 13 | Office expenses | 2,067,686. | 1,624,084. | 158,417. | 285,185. | | | | | | |
| 14 | Information technology | 4,128,605. | 2,429,014. | 182,444. | 1,517,147. | | | | | | |
| 15 | Royalties | 0. | | | | | | | | | |
| 16 | Occupancy | 2,822,968. | 1,871,481. | 303,594. | 647,893. | | | | | | |
| 17 | Travel | 3,764,261. | 1,637,748. | 38,800. | 2,087,713. | | | | | | |
| 18 | Payments of travel or entertainment expenses | | | | | | | | | | |
| | for any federal, state, or local public officials | 0. | | | | | | | | | |
| 19 | Conferences, conventions, and meetings | 50,344. | 50,344. | | | | | | | | |
| 20 | Interest | 331,833. | 240,803. | 91,030. | | | | | | | |
| 21 | Payments to affiliates | 0. | 0.617.005 | 155 100 | 107.017 | | | | | | |
| 22 | Depreciation, depletion, and amortization | 2,921,299. | 2,615,883. | 177,498. | 127,918. | | | | | | |
| 23 | Insurance | 817,059. | 499,019. | 68,609. | 249,431. | | | | | | |
| 24 | Other expenses. Itemize expenses not covered | | | | | | | | | | |
| | above (List miscellaneous expenses on line 24e. If | | | | | | | | | | |
| | line 24e amount exceeds 10% of line 25, column | | | | | | | | | | |
| | (A) amount, list line 24e expenses on Schedule O.) | 4 061 625 | 0.005.040 | 10.012 | 0 146 554 | | | | | | |
| - | POSTAGE AND SHIPPING | 4,261,635. | 2,095,848. | 19,013. | 2,146,774. | | | | | | |
| - | PRINTING AND PUBLICATION | 4,332,999. | 2,774,800. | 7,425. | 1,550,774. | | | | | | |
| • | HABITAT DEVELOPMENT | 93,723,205. | 93,723,205. | | 4 275 774 | | | | | | |
| d | PREMIUMS | 4,375,774. | | | 4,375,774. | | | | | | |
| | All other expenses | 306,579. | 170 060 045 | ((11 155 | 306,579. | | | | | | |
| | Total functional expenses. Add lines 1 through 24e Joint costs. Complete this line only if the | 209,625,908. | 170,062,945. | 6,611,155. | 32,951,808. | | | | | | |
| 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 ▶ X if | | | | | | | | | | |
| | following SOP 98-2 (ASC 958-720) | 20,884,000. | 9,398,000. | | 11,486,000. | | | | | | |
| | | | | | | | | | | | |

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Part X Balance Sheet

| | | Check if Schedule O contains a response or note to any line in this Pa | | | |
|----------------------|------|-----------------------------------------------------------------------------------------------|--------------------------|------|---------------------------|
| | | | (A) Beginning of year | | (B) End of year |
| | 1 | Cash - non-interest-bearing | 1,682,851. | 1 | 1,496,484. |
| | 2 | Savings and temporary cash investments | 51,313,276. | 2 | 59,456,965. |
| | 3 | Pledges and grants receivable, net | 64,918,230. | 3 | 59,232,843. |
| | 4 | Accounts receivable, net | 67,983,517. | 4 | 59,183,620. |
| | 5 | Loans and other receivables from 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 | 0. | 5 | 0 . |
| | 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) | 0. | 6 | 0. |
| ts | 7 | Notes and loans receivable, net | 0. | 7 | 0. |
| Assets | 8 | Inventories for sale or use | 4,266,462. | 8 | 7,138,149. |
| Ą | 9 | Prepaid expenses and deferred charges | 5,667,258. | 9 | 3,209,168. |
| | 10 a | Land, buildings, and equipment: cost or other | | | |
| | | basis. Complete Part VI of Schedule D 10a 49,677,420. | | | |
| | b | Less: accumulated depreciation | 19,079,514. | 10c | 18,188,901. |
| | 11 | Investments - publicly traded securities | 12,401,275. | 11 | 11,646,050. |
| | 12 | Investments - other securities. See Part IV, line 11 | 0. | 12 | 0. |
| | 13 | Investments - program-related. See Part IV, line 11. | 0. | 13 | 0. |
| | 14 | Intangible assets | 0. | 14 | 0. |
| | 15 | Other assets. See Part IV, line 11 | 1,211,949. | 15 | 1,213,079. |
| | 16 | Total assets. Add lines 1 through 15 (must equal line 33) | 228,524,332. | 16 | 220,765,259. |
| | 17 | Accounts payable and accrued expenses | 20,642,594. | 17 | 16,000,913. |
| | 18 | Grants payable | 0. | 18 | 0. |
| | 19 | Deferred revenue. | 11,095,929. | 19 | 28,138,871. |
| | 20 | Tax-exempt bond liabilities. | 0. | 20 | 0. |
| | 21 | Escrow or custodial account liability. Complete Part IV of Schedule D. | 0. | 21 | 0. |
| S | 22 | Loans and other payables to any current or former officer, director, | | | |
| Liabilities | | trustee, key employee, creator or founder, substantial contributor, or 35% | | | |
| ē | | controlled entity or family member of any of these persons | 0. | 22 | 0. |
| Ë | 23 | Secured mortgages and notes payable to unrelated third parties | 0. | 23 | 0. |
| | 24 | Unsecured notes and loans payable to unrelated third parties | 0. | 24 | 0. |
| | 25 | Other liabilities (including federal income tax, payables to related third | | 24 | |
| | | parties, and other liabilities not included on lines 17-24). Complete Part X | | | |
| | | of Schedule D | 15,231,717. | 25 | 24,746,584. |
| | 26 | Total liabilities. Add lines 17 through 25 | 46,970,240. | 26 | 68,886,368. |
| " | | Organizations that follow FASB ASC 958, check here ► X | | 20 | |
| Š | | and complete lines 27, 28, 32, and 33. | | | |
| a | 27 | Net assets without donor restrictions | 33,725,919. | 27 | 23,242,424. |
| B | 28 | Net assets with donor restrictions | 147,828,173. | 28 | 128,636,467. |
| Fund Balances | | Organizations that do not follow FASB ASC 958, check here ▶ and complete lines 29 through 33. | | | |
| Assets or | 29 | Capital stock or trust principal, or current funds | | 29 | |
| ets | 30 | Paid-in or capital surplus, or land, building, or equipment fund. | | 30 | |
| SS | 31 | Retained earnings, endowment, accumulated income, or other funds. | | 31 | |
| ĭ. | 32 | Total net assets or fund balances | 181,554,092. | 32 | 151,878,891. |
| Net | 33 | Total liabilities and net assets/fund balances | 228,524,332. | 33 | 220,765,259. |
| | 55 | Total maximiles and not assets/fully balances, , , , , , , , , , , , , , , , , , , | 220,321,332. | _ JJ | Form 990 (2019) |

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| Part XI | Reconciliation of Net Assets | | | | | |
|----------|----------------------------------------------------------------------------------------------------------------------------------------|--------|------|------|------|-----|
| | Check if Schedule O contains a response or note to any line in this Part XI | | | | | X |
| 1 Tota | revenue (must equal Part VIII, column (A), line 12) | 1 | | 85,3 | | |
| 2 Tota | expenses (must equal Part IX, column (A), line 25) | 2 | | 09,6 | | |
| 3 Reve | enue less expenses. Subtract line 2 from line 1 | 3 | | 24,2 | | |
| 4 Net a | assets or fund balances at beginning of year (must equal Part X, line 32, column (A)) | 4 | 1 | 81,5 | | |
| 5 Net u | unrealized gains (losses) on investments | 5 | | -4 | 51,4 | |
| 6 Dona | ated services and use of facilities | 6 | | | | 0. |
| 7 Inves | stment expenses | 7 | | | | 0. |
| 8 Prior | period adjustments | 8 | | | | 0. |
| | r changes in net assets or fund balances (explain on Schedule O) | 9 | | -4,9 | 67,3 | 34. |
| | assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line | | | | | |
| | olumn (B)) | 10 | 1. | 51,8 | 78,8 | 91. |
| Part XII | Financial Statements and Reporting | | | | | |
| | Check if Schedule O contains a response or note to any line in this Part XII | | | | | Ш |
| | | | | | Yes | No |
| | unting method used to prepare the Form 990: Cash X Accrual Other | | | | | |
| | e organization changed its method of accounting from a prior year or checked "Other," ex | (plain | ı ın | | | |
| | edule O. | | | | | Х |
| | e the organization's financial statements compiled or reviewed by an independent accountant? | | | 2a | | |
| | es," check a box below to indicate whether the financial statements for the year were com | piled | lor | | | |
| revie | wed on a separate basis, consolidated basis, or both: | | | | | |
| | Separate basis | | | 26 | х | |
| | e the organization's financial statements audited by an independent accountant? | | | 2b | | |
| | es," check a box below to indicate whether the financial statements for the year were audit rate basis, consolidated basis, or both: | ed o | n a | | | |
| Sepa | Separate basis X Consolidated basis Both consolidated and separate basis | | | | | |
| 16 1134 | | | | | | |
| | es" to line 2a or 2b, does the organization have a committee that assumes responsibility for ove | _ | | 2c | Х | |
| | udit, review, or compilation of its financial statements and selection of an independent accountal | | | 20 | | |
| | e organization changed either its oversight process or selection process during the tax year, ex | piain | on | | | |
| | edule O. | th in | tho | | | |
| | result of a federal award, was the organization required to undergo an audit or audits as set for le Audit Act and OMB Circular A-133? | ui in | ше | 3a | Х | |
| | e Audit Act and OMB Circular A-133? | arac | the | " | | |
| | ired audit or audits, explain why on Schedule O and describe any steps taken to undergo such au | _ | | 3b | Х | |

Form **990** (2019)

SCHEDULE A (Form 990 or 990-EZ)

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.

OMB No. 1545-0047 Open to Public Inspection

Employer identification number

Department of the Treasury Internal Revenue Service Name of the organization

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

| DUC | CKS | UNLIMITED, | INC. | | | | | 13-56437 | 99 |
|------|--------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------|------------------------------------------------|----------------------------------------------------------------|-------------------------------------------------------------------------------|--------------------------------------|----------------------------------|--------------------------------------------------|-------------------------|
| Pa | Part I Reason for Public Charity Status (All organizations must complete this part.) See instructions. | | | | | | | | |
| The | orga | anization is not a | a private fou | ndation because it | is: (For lines 1 through | gh 12, ch | eck only | one box.) | |
| 1 | | A church, convention of churches, or association of churches described in section 170(b)(1)(A)(i). | | | | | | | |
| 2 | | A school descr | ibed in secti | on 170(b)(1)(A)(ii) | . (Attach Schedule E | (Form 99 | 90 or 990 |)-EZ).) | |
| 3 | | A hospital or a | cooperative | hospital service o | rganization described | in sectio | n 170(b) | (1)(A)(iii). | |
| 4 | | A medical rese | arch organiz | zation operated in | conjunction with a ho | spital de | scribed ir | n section 170(b)(1)(A) | (iii). Enter the |
| | | hospital's name | e, city, and st | tate: | | | | | |
| 5 | | An organization | n operated f | for the benefit of | a college or universit | ty owne | d or ope | rated by a governme | ental unit described in |
| | | section 170(b) | (1)(A)(iv). (C | Complete Part II.) | | | | | |
| 6 | | A federal, state | e, or local go | vernment or gove | rnmental unit describe | d in sect | ion 170(| b)(1)(A)(v). | |
| 7 | Х | An organization | n that norma | ally receives a sub | stantial part of its su | ipport fr | om a go | vernmental unit or fro | om the general publi |
| | | described in se | ction 170(b) | (1)(A)(vi). (Compl | ete Part II.) | | | | |
| 8 | | A community tr | ust describe | ed in section 170(b | o)(1)(A)(vi). (Complete | Part II.) | | | |
| 9 | | An agricultural | research or | ganization describe | ed in section 170(b)(1 |)(A)(ix) | operated | I in conjunction with a | land-grant college |
| | | or university or | a non-land- | grant college of ag | griculture (see instruct | tions). E | nter the i | name, city, and state o | f the college or |
| | | university: | | | | | | | |
| 10 | | receipts from a support from g acquired by the | ictivities rela ross investm organizatio | ted to its exempt f nent income and u n after June 30, 1 | unctions - subject to nrelated business tax 975. See section 509 | certain e able inco (a)(2). (0 | xception me (less Complete | , | n 331/3% of its |
| 11 | Щ | _ | _ | • | usively to test for publi | - | | | |
| 12 | | _ | _ | | - | - | | e functions of, or to o | |
| | | | - | · · | | | | section 509(a)(2). S | |
| | | | | = | | | - | zation and complete lin | _ |
| а | L | | | • | • | • | | orted organization(s), | |
| | | | _ | | | | ajority of | the directors or truste | es of the |
| | | | - | = | e Part IV, Sections A | | !41- '4- | | (-) hh: |
| b | | | | • | | | | supported organization | |
| | | | | | | the sam | e persor | ns that control or man | age the supported |
| _ | | | - | = | , Sections A and C. | ممالمه | | n with and functional | مانان المعمومة ما يناله |
| С | L | | | | | | | n with, and functional | ny integrated with, |
| | | | - | | s). You must comple | | | | tad arganization(a) |
| d | | | - | | | • | | ection with its suppor oution requirement and | • , , |
| | | | - | • | omplete Part IV, Sect | • | | • | a an altentiveness |
| е | | | | | - | | | nat it is a Type I, Type I | I Type III |
| C | | | _ | | ionally integrated sup | | | | і, туре ііі |
| f | Fn | | | | | | nganizai | | |
| a | | | | | orted organization(s). | | | | |
| | | ame of supported or | | (ii) EIN | (iii) Type of organization | (iv) Is the | organization | (v) Amount of monetary | (vi) Amount of |
| | ., | | - | , , | (described on lines 1-10 | | ur governing | support (see | other support (see |
| | | | | | above (see instructions)) | Yes | ment? | instructions) | instructions) |
| /A\ | | | | | | | | | |
| (A) | | | | | | | | | |
| (B) | | | | | | | | | |
| (C) | | | | | | | | | |
| (D) | | | | | | | | | |
| (E) | | | | | | | | | |
| Tota | ıl | | | | | | | | |

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Schedule A (Form 990 or 990-EZ) 2019 Page **2**

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

| Sect | ion A. Public Support | | | | | | |
|---------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------------|
| Caler | ndar year (or fiscal year beginning in) | (a) 2015 | (b) 2016 | (c) 2017 | (d) 2018 | (e) 2019 | (f) Total |
| | Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") | 196,348,424. | 178,852,701. | 179,009,835. | 185,854,156. | 169,711,324. | 909,776,440. |
| | Tax revenues levied for the organization's benefit and either paid to or expended on its behalf | | | | | | 0. |
| | The value of services or facilities furnished by a governmental unit to the organization without charge | | | | | | 0. |
| 4 | Total. Add lines 1 through 3 | 196,348,424. | 178,852,701. | 179,009,835. | 185,854,156. | 169,711,324. | 909,776,440. |
| | 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) | | | | | | 49,177,887. |
| $\overline{}$ | Public support. Subtract line 5 from line 4 | | | | | | 860,598,553. |
| | ion B. Total Support | () 0045 | # N 0 0 4 0 | () 00.47 | (1) 00 (0 | | |
| _ | ndar year (or fiscal year beginning in) | (a) 2015 | (b) 2016 | (c) 2017 | (d) 2018 | (e) 2019 | (f) Total |
| | Amounts from line 4 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources | 196,348,424. 3,250,905. | 178,852,701. 3,391,611. | 179,009,835. 3,129,105. | 185,854,156. 3,710,121. | 169,711,324. 3,497,014. | 909,776,440. 16,978,756. |
| | Net income from unrelated business activities, whether or not the business is regularly carried on | | | | | | 0. |
| | Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) ATCH 1 | 8,679. | 1,690. | 742. | 2,178. | 171. | 13,460. |
| 11 | Total support. Add lines 7 through 10 | | | | | | 926,768,656. |
| 12 | Gross receipts from related activities, etc. (s | see instructions) . | | | | 12 | |
| | First five years. If the Form 990 is f organization, check this box and stop here | | | | | | |
| | ion C. Computation of Public Sup | • | | | | | |
| | Public support percentage for 2019 (li | | - | | | 14 | 92.86 % 95.62 % |
| | Public support percentage from 2018 | • | • | | | 15 | |
| | 331/3% support test - 2019. If the or | _ | | | | | |
| | box and stop here. The organization q | | | | | | |
| | 331/3% support test - 2018. If the organization | | | | | | |
| | this box and stop here . The organizati 10%-facts-and-circumstances test - 2 | - | | - | | | |
| | 10% or more, and if the organization | | | | | | |
| | Part VI how the organization meets t | | | | | - | - |
| | organization | | | - | - | - | ▶ □ |
| b | 10%-facts-and-circumstances test - 2 | 2018. If the org | ganization did no | ot check a box | on line 13, 16 | a, 16b, or 17a, | and line |
| | 15 is 10% or more, and if the orga | anization meets | the "facts-and | l-circumstances' | test, check th | nis box and st o | op here. |
| | 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 | | | | | | |
| | · - | | | | | | ▶ □ |

Schedule A (Form 990 or 990-EZ) 2019 Page 3

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

(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.)

| Sec | tion A. Public Support | | | | | | |
|------|----------------------------------------------------------------------------------------|-----------------------|----------------------|--------------------|----------------|-----------------------------------------------|------------|
| Cale | ndar year (or fiscal year beginning in) | (a) 2015 | (b) 2016 | (c) 2017 | (d) 2018 | (e) 2019 | (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 | | | | | <u> </u> | |
| 5 | The value of services or facilities | | | | | | |
| | furnished by a governmental unit to the | | | | | | |
| | organization without charge | | | | | | |
| 6 | Total. Add lines 1 through 5 | | | | | | |
| 7 a | Amounts included on lines 1, 2, and 3 | | | | | | |
| | received from disqualified persons | | | | | <u> </u> | |
| 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 | | | | | <u> </u> | |
| С | Add lines 7a and 7b | | | | | | |
| 8 | Public support. (Subtract line 7c from | | | | | | |
| | line 6.) | | | | | | |
| Sec | tion B. Total Support | | | | | | |
| Cale | ndar year (or fiscal year beginning in) | (a) 2015 | (b) 2016 | (c) 2017 | (d) 2018 | (e) 2019 | (f) Total |
| 9 | Amounts from line 6 | | | | | | |
| 10 a | 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 | | | | | | |
| С | Add lines 10a and 10b | | | | | | |
| 11 | Net income from unrelated business | <u> </u> | | | | | |
| | activities not included in line 10b, whether | | | | | | |
| | or not the business is regularly carried on | | | | | <u> </u> | |
| 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 five years. If the Form 990 is for | or the organiza | tion's first, seco | nd, third, fourth, | or fifth tax y | ear as a section | 501(c)(3) |
| | organization, check this box and stop here . | <u> </u> | <u></u> . | <u> </u> | <u></u> | <u> </u> | ▶ 🔲 |
| Sec | tion C. Computation of Public Supp | ort Percenta | ge | | | | |
| 15 | Public support percentage for 2019 (line 8, | column (f), divid | led by line 13, colu | mn (f)) | | 15 | % |
| 16 | Public support percentage from 2018 Sche | dule A, Part III, lir | ne 15 | <u> </u> | <u></u> . | 16 | % |
| Sec | tion D. Computation of Investment | Income Perd | centage | | | | |
| 17 | Investment income percentage for 2019 (lin | ie 10c, column (| f), divided by line | 13, column (f)) | | 17 | % |
| 18 | Investment income percentage from 2018 S | | | | | 18 | % |
| 19 a | 331/3% support tests - 2019. If the org | | | | | ore than 331/3 % | , and line |
| | 17 is not more than 331/3%, check this | _ | | | | | |
| b | 331/3% support tests - 2018. If the orga | - | _ | • | • | • | |
| | line 18 is not more than 331/3 %, check | | | | · | | |
| 20 | Private foundation. If the organization d | | • | • | | | |

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Schedule A (Form 990 or 990-EZ) 2019 Page 4

Part IV Supporting Organizations

(Complete only if you checked a box in line 12 on Part I. If you checked 12a of Part I, complete Sections A and B. If you checked 12b of Part I, complete Sections A and C. If you checked 12c of Part I, complete Sections A, D, and E. If you checked 12d of Part I, complete Sections A and D, and complete Part V.)

Section A. All Supporting Organizations

- 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.
- 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).
- **3a** Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below.
- **b** Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in **Part VI** when and how the organization made the determination.
- c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in **Part VI** what controls the organization put in place to ensure such use.
- 4a Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.
- **b** Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If "Yes," describe in **Part VI** how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.
- c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in **Part VI** what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.
- 5a Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in **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).
- **b** Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?
- c Substitutions only. Was the substitution the result of an event beyond the organization's control?
- 6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (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.
- 7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as 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).
- 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).
- 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.
- **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.**
- 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.**
- 10 a 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 10b below.
 - Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, t determine whether the organization had excess business holdings.)

| | | Yes | NO |
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Schedule A (Form 990 or 990-EZ) 2019

Schedule A (Form 990 or 990-EZ) 2019

| Part | V Supporting Organizations (continued) | | | - 5 - |
|---------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|---------------------------------------|-------|
| · ait | Capporting Organizations (Continuou) | | Yes | Nο |
| 11 | Has the organization accepted a gift or contribution from any of the following persons? | | 100 | 110 |
| | A person who directly or indirectly controls, either alone or together with persons described in (b) and (c) | | | |
| - | below, the governing body of a supported organization? | 11a | | |
| b | A family member of a person described in (a) above? | 11b | | |
| | A 35% controlled entity of a person described in (a) or (b) above? If "Yes" to a, b, or c, provide detail in Part VI. | 11c | | |
| | on B. Type I Supporting Organizations | | | |
| | | | Yes | No |
| 1 | Did the directors, trustees, or membership of one or more supported organizations have the power to | | | |
| • | regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the | | | |
| | tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or | | | |
| | controlled the organization's activities. If the organization had more than one supported organization, | | | |
| | describe how the powers to appoint and/or remove directors or trustees were allocated among the supported | | | |
| | organizations and what conditions or restrictions, if any, applied to such powers during the tax year. | 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 | | |
| Secti | on 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). | _ | | |
| Sooti | on D. All Type III Supporting Organizations | 1 | | |
| Section | on 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 | | 163 | 140 |
| | 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 (2), did the organization's supported organizations have a | | | |
| | significant voice in the organization's investment policies and in directing the use of the organization's | | | |
| | income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's | | | |
| | supported organizations played in this regard. | 3 | | |
| Secti | on 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 ins | structi | ons). | |
| а | 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. | | | |
| С | The organization supported a governmental entity. Describe in Part VI how you supported a government entity (see | instru | | |
| 2 | Activities Test. Answer (a) and (b) below. | | Yes | NO |
| а | 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 | 20 | | |
| | that these activities constituted substantially all of its activities. | 2a | | |
| b | Did the activities described in (a) constitute activities that, but for the organization's involvement, one or more | | | |
| | of the organization's supported organization(s) would have been engaged in? If "Yes," explain in Part VI the | | | |
| | reasons for the organization's position that its supported organization(s) would have engaged in these activities but for the organization's involvement. | 2b | | |
| _ | - | 20 | | |
| 3 | Parent of Supported Organizations. <i>Answer (a) and (b) below.</i> Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or | | | |
| а | trustees of each of the supported organizations? <i>Provide details in Part VI.</i> | 3a | | |
| b | Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each | Ju | | |
| | of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard. | 3b | | |
| | | | | |

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| Part V Type III Non-Functionally Integrated 509(a)(3) Supporting Organ | nization | s | <u> </u> |
|---------------------------------------------------------------------------------------------------|----------------|-----------------------------|-----------------------------|
| 1 Check here if the organization satisfied the Integral Part Test as a qualifying | g trust or | n Nov. 20, 1970 (expla | in in Part VI). See |
| instructions. All other Type III non-functionally integrated supporting organization | zations r | nust complete Sectio | ns 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): | | | |
| 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 1-1/2% 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 .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-functionall | y integra | ited Type III supporting | g organization (see |
| instructions). | - | | , |

Schedule A (Form 990 or 990-EZ) 2019

Page 7 Schedule A (Form 990 or 990-EZ) 2019 Type III Non-Functionally Integrated 509(a)(3) Supporting Organizations (continued)

| Secti | Section D - Distributions | | | | | |
|-------|-----------------------------------------------------------------|-----------------------------|----------------------------------------|-------------------------------------------|--|--|
| 1 | Amounts paid to supported organizations to accomplish ex | kempt purposes | | | | |
| 2 | Amounts paid to perform activity that directly furthers exen | npt purposes of support | ed | | | |
| | organizations, in excess of income from activity | | | | | |
| 3 | Administrative expenses paid to accomplish exempt purpo | ses of supported organi | zations | | | |
| 4 | Amounts paid to acquire exempt-use assets | | | | | |
| 5 | Qualified set-aside amounts (prior IRS approval required) | | | | | |
| 6 | Other distributions (describe in Part VI). See instructions. | | | | | |
| 7 | Total annual distributions. Add lines 1 through 6. | | | | | |
| 8 | Distributions to attentive supported organizations to which | the organization is resp | onsive | | | |
| | (provide details in Part VI). See instructions. | | | | | |
| 9 | Distributable amount for 2019 from Section C, line 6 | | | | | |
| 10 | Line 8 amount divided by line 9 amount | | | | | |
| | Section E - Distribution Allocations (see instructions) | (i) Excess Distributions | (ii) Underdistributions Pre-2019 | (iii) Distributable Amount for 2019 | | |
| 1 | Distributable amount for 2019 from Section C, line 6 | | | | | |
| 2 | Underdistributions, if any, for years prior to 2019 | | | | | |
| | (reasonable cause required - explain in Part VI). See | | | | | |
| | instructions. | | | | | |
| 3 | Excess distributions carryover, if any, to 2019 | | | | | |
| а | From 2014 | | | | | |
| b | From 2015 | | | | | |
| С | From 2016 | | | | | |
| d | From 2017 | | | | | |
| е | From 2018 | | | | | |
| f | Total of lines 3a through e | | | | | |
| g | Applied to underdistributions of prior years | | | | | |
| h | Applied to 2019 distributable amount | | | | | |
| i | Carryover from 2014 not applied (see instructions) | | | | | |
| j | Remainder. Subtract lines 3g, 3h, and 3i from 3f. | | | | | |
| 4 | Distributions for 2019 from | | | | | |
| | Section D, line 7: | | | | | |
| а | Applied to underdistributions of prior years | | | | | |
| b | Applied to 2019 distributable amount | | | | | |
| С | Remainder. Subtract lines 4a and 4b from 4. | | | | | |
| 5 | Remaining underdistributions for years prior to 2019, if | | | | | |
| | any. Subtract lines 3g and 4a from line 2. For result | | | | | |
| | greater than zero, explain in Part VI. See instructions. | | | | | |
| 6 | Remaining underdistributions for 2019. Subtract lines 3h | | | | | |
| | and 4b from line 1. For result greater than zero, explain in | | | | | |
| | Part VI. See instructions. | | | | | |
| 7 | Excess distributions carryover to 2020. Add lines 3j | | | | | |
| | and 4c. | | | | | |
| 8 | Breakdown of line 7: | | | | | |
| а | Excess from 2015 | | | | | |
| | Excess from 2016 | | | | | |
| C | Excess from 2017 | | | | | |
| d | Excess from 2018 | | | | | |
| e | Excess from 2019 | | | | | |
| | | | | | | |

Schedule A (Form 990 or 990-EZ) 2019

Part V

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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.)

| | | | | | ATTACHMENT 1 | |
|---------------------|----------------|--------|------|--------|--------------|---------|
| SCHEDULE A, PART II | - OTHER INCOME | | | | | |
| | | | | | | |
| DESCRIPTION | 2015 | 2016 | 2017 | 2018 | 2019 | TOTAL |
| | | | | | | |
| APPS SALES | 675. | | | | | 675. |
| | | | | | | |
| OTHER | 8,004. | 1,690. | 742. | 2,178. | 171. | 12,785. |
| | | | | | | |
| TOTALS | 8,679. | 1,690. | 742. | 2,178. | 171. | 13,460. |

Schedule B (Form 990, 990-EZ,

or 990-PF)
Department of the Treasury
Internal Revenue Service

Schedule of Contributors

► Attach to Form 990, Form 990-EZ, or Form 990-PF. ► Go to www.irs.gov/Form990 for the latest information. OMB No. 1545-0047

2019

| Name of the organization | | Employer identification number | | | |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|--|--|--|
| DUCKS UNLIMITED, INC. | | | | | |
| | | 13-5643799 | | | |
| Organization type (check one): | | | | | |
| Filers of: | Section: | | | | |
| Form 990 or 990-EZ | X 501(c)(3) (enter number) organization | | | | |
| [| 4947(a)(1) nonexempt charitable trust not treated as a private fou | Indation | | | |
| [| 527 political organization | | | | |
| Form 990-PF [| 501(c)(3) exempt private foundation | | | | |
|] | 4947(a)(1) nonexempt charitable trust treated as a private foundate | tion | | | |
| [| 501(c)(3) taxable private foundation | | | | |
| Chack if your organization is cover | red by the General Rule or a Special Rule . | | | | |
| , , |), or (10) organization can check boxes for both the General Rule and a S | Special Rule. See | | | |
| General Rule | | | | | |
| | g Form 990, 990-EZ, or 990-PF that received, during the year, contributoreperty) from any one contributor. Complete Parts I and II. See instruction butions. | | | | |
| Special Rules | | | | | |
| regulations under sectio 13, 16a, or 16b, and tha | cribed in section 501(c)(3) filing Form 990 or 990-EZ that met the 33 1 ns 509(a)(1) and 170(b)(1)(A)(vi), that checked Schedule A (Form 990 at received from any one contributor, during the year, total contributions amount on (i) Form 990, Part VIII, line 1h; or (ii) Form 990-EZ, line 1. C | or 990-EZ), Part II, line s of the greater of (1) | | | |
| contributor, during the y | cribed in section 501(c)(7), (8), or (10) filing Form 990 or 990-EZ that reger, total contributions of more than \$1,000 exclusively for religious, chourposes, or for the prevention of cruelty to children or animals. Complet | naritable, scientific, | | | |
| 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 <i>exclusively</i> 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 <i>exclusively</i> religious, charitable, etc., purpose. Don't complete any of the parts unless the General Rule applies to this organization because it received <i>nonexclusively</i> religious, charitable, etc., contributions | | | | | |
| totaling \$5,000 or more during the year | | | | | |

For Paperwork Reduction Act Notice, see the instructions for Form 990, 990-EZ, or 990-PF.

Schedule B (Form 990, 990-EZ, or 990-PF) (2019)

Schedule B (Form 990, 990-EZ, or 990-PF) (2019)

Name of organization DUCKS UNLIMITED, INC.

Employer identification number 13-5643799

| | | | 15 3043777 |
|------------|----------------------------------------------------------|-------------------------------------|-------------------------------------------------------------------------|
| Part I | Contributors (see instructions). Use duplicate copies of | of Part I if additional space is ne | eded. |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 1_ | | \$\$ | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 2 | | \$24,986,810. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 3_ | | \$4,750,039. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 4 | | \$7,560,147. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 5_ | | \$10,256,389. | Person X 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.)

Х

Х

6

\$

5,314,797.

Schedule B (Form 990, 990-EZ, or 990-PF) (2019)

Name of organization DUCKS UNLIMITED, INC.

Employer identification number 13-5643799

| Part I | Contributors (see instructions). Use duplicate copies | s of Part I if additional space is ne | eeded. |
|------------|-------------------------------------------------------|---------------------------------------|-------------------------------------------------------------------------|
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 7 | | \$6,465,198. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 8_ | | \$5,102,171. | Person Payroll Noncash (Complete Part II for noncash contributions.) |
| (a) No. | (b) Name, address, and ZIP + 4 | (c) Total contributions | (d) Type of contribution |
| 9 | | \$ 3,988,417. | 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 DUCKS UNLIMITED, INC.

Employer identification number 13-5643799

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 | | |
|---------------------------|----------------------------------------------|-------------------------------------------|----------------------|--|--|
| 6 | MARKETABLE SECURITIES | | | | |
| | | \$5,031,262. | 09/05/2019 | | |
| (a) No. from Part I | (b) Description of noncash property given | (c) FMV (or estimate) (See instructions.) | (d) Date received | | |
| | | \$ | | | |
| | | Ψ | | | |
| (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 | | |
| | | | | | |
| | | \$ | | | |

Page 4 Schedule B (Form 990, 990-EZ, or 990-PF) (2019) Name of organization DUCKS UNLIMITED, INC. **Employer identification number** 13-5643799 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. from (b) Purpose of gift (c) Use of gift (d) Description of how gift is held Part I (e) Transfer of gift Transferee's name, address, and ZIP + 4 Relationship of transferor to transferee (a) No. from (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 (b) Purpose of gift (c) Use of gift (d) Description of how gift is held Part I (e) Transfer of gift Transferee's name, address, and ZIP + 4 Relationship of transferor to transferee (a) No. (b) Purpose of gift (c) Use of gift (d) Description of how gift is held from Part I (e) Transfer of gift Transferee's name, address, and ZIP + 4 Relationship of transferor to transferee

Schedule B (Form 990, 990-EZ, or 990-PF) (2019)

SCHEDULE C (Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

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

OMB No. 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service

► 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.

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.

| | e organization answered "Yes," (see separate instructions), ther | on Form 990, Part IV, line 5 (Proxy | rax) (see separate in | istructions) or Form 990-1 | :Z, Part V, line 35c (Prox |
|------|---------------------------------------------------------------------|------------------------------------------------------------------------|-----------------------|-------------------------------|----------------------------------------------------|
| • | Section 501(c)(4), (5), or (6) orga | anizations: Complete Part III. | | | |
| Nam | e of organization | | | Employer ide | ntification number |
| DUC | KS UNLIMITED, INC. | | | 13-5643 | 3799 |
| Par | t I-A Complete if the c | organization is exempt under | section 501(c) or i | is a section 527 organ | nization. |
| 1 | Provide a description of the | organization's direct and indirect p | oolitical campaign ac | ctivities in Part IV. (see in | structions for |
| | definition of "political campa | nign activities") | | | |
| 2 | Political campaign activity e | xpenditures (see instructions) | | ▶ \$ | |
| 3 | Volunteer hours for political | campaign activities (see instruction | ns) | | |
| Par | <u>-</u> | organization is exempt under s | | | |
| 1 | | cise tax incurred by the organizatio | | | |
| 2 | | cise tax incurred by organization m | | | |
| 3 | = | a section 4955 tax, did it file Form | • | | |
| | | | | | Yes No |
| | If "Yes," describe in Part IV. | | | | |
| Par | t I-C Complete if the c | organization is exempt under | section 501(c), ex | cept section 501(c)(3 |). |
| 1 | | xpended by the filing organization | | | |
| | | | | | |
| 2 | | g organization's funds contributed | | | |
| | | es | | | |
| 3 | | enditures. Add lines 1 and 2. Ent | | | |
| | line 17b | | | ▶\$ | |
| 4 | | e Form 1120-POL for this year? and employer identification numb | | | |
| 5 | | s. For each organization listed, en | | | |
| | | tributions received that were prom | | | |
| | | nd or a political action committee (l | | | |
| | (a) Name | (b) Address | (c) EIN | (d) Amount paid from | (e) Amount of political |
| | | | | filing organization's | contributions received and |
| | | | | funds. If none, enter -0 | promptly and directly |
| | | | | | delivered to a separate political organization. If |
| | | | | | none, enter -0 |
| (1) | | | | | |
| (') | | | - | | |
| (2) | | | | | |
| (2) | | | | | |
| (3) | | | | | |
| (0) | | | - | | |
| (4) | | | | | |
| · ·/ | | | 1 | | |
| (5) | | | | | |
| / | | | 1 | | |
| (6) | | | | | |
| . , | | | 1 | | |

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

Schedule C (Form 990 or 990-EZ) 2019

| P | | mplete if the org | janizati | on is exen | npt under section | n 501(c)(3) and | filed Form 5768 (ele | ction under | | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------|--------------------------------|-----------------|--------------------------|--------------------------------------------|------------------------------------|--------------------------------------------------------------|--------------|-------------|--|--|
| A | Check ▶ | if the filing organiz | | | affiliated group (and excess lobbying expe | | ach affiliated group mem | nber's name, | | | |
| В | Check ▶ | if the filing organiz | ation ch | ecked box A | A and "limited contro | ol" provisions app | ly. | | | | |
| | (Т | | | ying Expendence | ditures nts paid or incurred. |) | (a) Filing (b) Affiliated organization's totals group totals | | | | |
| 1a Total lobbying expenditures to influence public opinion (grassroots 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 columns. | | | | | ng) | | | | | | |
| | If the amount | on line 1e, column (a |) or (b) is: | The lobbying | g nontaxable amount | is: | | | | | |
| | Not over \$500 | | | | amount on line 1e. | | | | | | |
| | Over \$500,000 | 0 but not over \$1,000 | 0,000 | \$100,000 pl | us 15% of the excess | over \$500,000. | | | | | |
| | Over \$1,000,0 | 000 but not over \$1,5 | 00,000 | \$175,000 pl | us 10% of the excess | over \$1,000,000. | | | | | |
| | Over \$1,500,0 | 000 but not over \$17, | 000,000 | \$225,000 pl | us 5% of the excess of | over \$1,500,000. | | | | | |
| | Over \$17,000, | ,000 | | \$1,000,000 | | | | | | | |
| 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- j If there is an amount other than zero on either line 1h or line 1i, did the organization reporting section 4911 tax for this year? | | | | | | | | Yes No | _ _ _ | | |
| | (Some | organizations tha | t made a See | section 50 the separa | te instructions for I | t have to compl ines 2a through | | nns below. | | | |
| _ | | | Lobb | ying Exper | nditures During 4-Y | ear Averaging Pe | riod | ı | _ | | |
| | | ar (or fiscal year ning in) | (a) | 2016 | (b) 2017 | (c) 2018 | (d) 2019 | (e) Total | | | |
| 28 | a Lobbying nont | axable amount | | | | | | | | | |
| | b Lobbying ceiling (150% of line 2 | | | | | | | | | | |
| _ | Total lobbying | expenditures | | | | | | | | | |
| _ | d Grassroots no | ntaxable amount | | | | | | | | | |
| _ | Grassroots cei (150% of line | • | | | | | | | | | |
| f | Grassroots lob | obying expenditures | | | | | | | | | |

Schedule C (Form 990 or 990-EZ) 2019

| Pai | t II-B Complete if the organization is exempt under section 501(c)(3) and has NO (election under section 501(h)). | T file | d For | m 5768 | | |
|----------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|---------|--------------|-----------------------|-------|
| | | (a) | | (b) | | |
| For each "Yes," response on lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity. | | | | | 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: | | | | | |
| а | Volunteers? | X | | | | |
| b | Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?. | X | | | | |
| С | Media advertisements? | | Х | | | |
| d | Mailings to members, legislators, or the public? | X | | | | 7,315 |
| е | Publications, or published or broadcast statements? | X | | | 19 | 6,223 |
| f | Grants to other organizations for lobbying purposes? | L | Х | | | 0 005 |
| g | Direct contact with legislators, their staffs, government officials, or a legislative body? | X | | | | 9,885 |
| h | Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? | X | 37 | | | 4,296 |
| i | Other activities? | | X | | 0.1 | 7 710 |
| j | Total. Add lines 1c through 1i | | 37 | | 81 | 7,719 |
| 2a | Did the activities in line 1 cause the organization to be not described in section $501(c)(3)$? | | X | | | |
| b | If "Yes," enter the amount of any tax incurred under section 4912 | | | | | |
| c d | If "Yes," enter the amount of any tax incurred by organization managers under section 4912 If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? | | | | | |
| | t III-A Complete if the organization is exempt under section 501(c)(4), section 501 | (c)(5) | , or s | ection | | |
| | 501(c)(6). | | | | | |
| | | | | Г | Ye | s 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 Pot | Did the organization agree to carry over lobbying and political campaign activity expenditures from till-B Complete if the organization is exempt under section 501(c)(4), section 501 | | | | 3 | |
| rai | t III-B Complete if the organization is exempt under section 501(c)(4), section 501 501(c)(6) and if either (a) BOTH Part III-A, lines 1 and 2, are answered "No" | | | | ino 3 i | |
| | answered "Yes." | UK (L |) Fai | t III-74, II | III C 3, I | 3 |
| 1 | Dues, assessments and similar amounts from members | | | 1 | | |
| 2 | Section 162(e) nondeductible lobbying and political expenditures (do not include amount | unts (| of | | | |
| | political expenses for which the section 527(f) tax was paid). | | | | | |
| а | Current year | | | 2a | | |
| b | Carryover from last year | | | 2b | | |
| С | Total | | | 2c | | |
| 3 | Aggregate amount reported in section 6033(e)(1)(A) notices of nondeductible section 162(e) du | | | 3 | | |
| 4 | If notices were sent and the amount on line 2c exceeds the amount on line 3, what portion | n of th | ne | | | |
| | excess does the organization agree to carryover to the reasonable estimate of nondeductible le | obbyir | ng | | | |
| | and political expenditure next year? | | | 4 | | |
| 5 | Taxable amount of lobbying and political expenditures (see instructions) | | | 5 | | |
| | t IV Supplemental Information | | | | A 1: | 4 1 |
| | ride the descriptions required for Part I-A, line 1; Part I-B, line 4; Part I-C, line 5; Part II-A (affiliate see instructions); and Part II-B, line 1. Also, complete this part for any additional information. | d grou | up list |); Part II- | ·A, lines | 1 and |
| SEI | PAGE 4 | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |
| | | | | | | |

Schedule C (Form 990 or 990-EZ) 2019

Part IV Supplemental Information (continued)

SCHEDULE C, PART II-B, LINE 1A-1I

DUCKS UNLIMITED MAINTAINS A PUBLIC POLICY PRESENCE IN WASHINGTON, DC
BECAUSE OF THE CRITICAL IMPORTANCE OF PUBLIC POLICY TO MAINTAINING
WETLANDS AND ECOSYSTEMS THAT SUPPORT MIGRATORY WATERFOWL. DUCKS UNLIMITED
(DU) WORKS TO EDUCATE THE PUBLIC, DU'S MEMBERS, AND VOLUNTEERS AND
OFFICIALS AT VARIOUS LEVELS OF GOVERNMENT REGARDING THE POTENTIAL IMPACT
OF LEGISLATION ON WETLANDS, WATER AND WILDLIFE. ON OCCASION, DU ALSO
MAKES GRANTS TO OTHER ORGANIZATIONS WHO ARE ENGAGED IN SIMILAR
LOBBYING/EDUCATIONAL EFFORTS. DUCKS UNLIMITED, INC. DOES NOT PARTICIPATE
IN OR INTERVENE IN ANY POLITICAL CAMPAIGN ON BEHALF OF OR IN OPPOSITION
TO ANY CANDIDATE AND IT IS AGAINST DUCKS UNLIMITED, INC. POLICY TO DO SO.

4191KD 1985

SCHEDULE D (Form 990)

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.

OMB No. 1545-0047 Open to Public Inspection

Department of the Treasury Internal Revenue Service ► Go to www.irs.gov/Form990 for instructions and the latest information. Name of the organization Employer identification number

| DUC | KS UNLIMITED, INC. | 13-5643799 |
|-----|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------|
| Pa | rt 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 | |
| 2 | Aggregate value of contributions to (during year) | |
| 3 | Aggregate value of grants from (during year) | |
| 4 | Aggregate value at end of year | |
| 5 | Did the organization inform all donors and donor advisors in writing that the assets held | in donor advised |
| | funds are the organization's property, subject to the organization's exclusive legal control? . | Yes No |
| 6 | Did the organization inform all grantees, donors, and donor advisors in writing that grant fu | unds can be used |
| | only for charitable purposes and not for the benefit of the donor or donor advisor, or for a | ny other purpose |
| | conferring impermissible private benefit? | Yes No |
| Pa | rt 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 (for example, recreation or education) Preservation | of a historically important land area |
| | | of a certified historic structure |
| | Preservation of open space | |
| 2 | Complete lines 2a through 2d if the organization held a qualified conservation contribution in | |
| | easement on the last day of the tax year. | Held at the End of the Tax Year |
| а | Total number of conservation easements | 2a |
| b | Total acreage restricted by conservation easements | 2b |
| С | Number of conservation easements on a certified historic structure included in (a) | 2c |
| d | Number of conservation easements included in (c) acquired after 7/25/06, and not on a | |
| | historic structure listed in the National Register | |
| 3 | Number of conservation easements modified, transferred, released, extinguished, or terminal | nated by the organization during the |
| | tax year 🕨 | |
| 4 | Number of states where property subject to conservation easement is located ▶ | |
| 5 | Does the organization have a written policy regarding the periodic monitoring, inspecti | - |
| _ | violations, and enforcement of the conservation easements it holds? | |
| 6 | Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing | conservation easements during the year |
| 7 | Amount of our angeling working inspecting bondling of violations and enforcing a | |
| 7 | Amount of expenses incurred in monitoring, inspecting, handling of violations, and enforcing co | onservation easements during the year |
| 8 | Does each conservation easement reported on line 2(d) above satisfy the requirements of section | on 170/h)//)/R)/i) |
| 0 | | |
| a | and section 170(h)(4)(B)(ii)? | |
| • | balance sheet, and include, if applicable, the text of the footnote to the organization's financi | |
| | organization's accounting for conservation easements. | |
| Pa | rt III Organizations Maintaining Collections of Art, Historical Treasures, or Other | r 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 | e statement and balance sheet works |
| | of art, historical treasures, or other similar assets held for public exhibition, education, service, provide in Part XIII the text of the footnote to its financial statements that describes the | or research in furtherance of public |
| h | If the organization elected, as permitted under FASB ASC 958, to report in its revenue si | |
| b | art, historical treasures, or other similar assets held for public exhibition, education, or rese 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 a | assets for financial gain, provide the |
| | following amounts required to be reported under FASB ASC 958 relating to these items: | 10.040 |
| a | Revenue included on Form 990, Part VIII, line 1. | ▶ \$ 10,843. |
| b | Assets included in Form 990, Part X | → \$ 1,806,579. |

Schedule D (Form 990) 2019

Page 2 Schedule D (Form 990) 2019

| Pa | rt III Organizations Maintain | ing Collections of | Art, Historical Tr | easures, or | Other Simila | r Assets (c | ontinue | | age = |
|--------|-----------------------------------------|-------------------------------|-----------------------|-----------------------|------------------------------|---------------|-----------|---------|--------------|
| 3 | Using the organization's acquisiti | on, accession, and o | other records, chec | k any of the | e following tha | t make sign | ificant ι | ise o | f its |
| | collection items (check all that app | oly): | | | | | | | |
| а | X Public exhibition | | d Loan | or exchange | program | | | | |
| b | Scholarly research | | e X Other | UTILIZE | D IN EVENT | SYSTEM | | | |
| С | X Preservation for future gene | erations | | | | | | | |
| 4 | Provide a description of the orga | nization's collections | and explain how | they further | the organizati | on's exempt | purpos | e in | Part |
| | XIII. | | | | | | | | |
| 5 | During the year, did the organizati | on solicit or receive o | donations of art, his | orical treasu | ıres, or other si | milar | | | |
| | assets to be sold to raise funds rat | her than to be mainta | ained as part of the | organizatior | 's collection? . | [| Yes | X | No |
| Pa | rt IV Escrow and Custodial | Arrangements. | | | | _ | | | |
| | Complete if the organiz | ation answered "Ye | es" on Form 990, | Part IV, line | 9, or reported | d an amoun | t on Fo | rm | |
| | 990, Part X, Iine 21. | | | | | | | | |
| 1 a | Is the organization an agent, trust | ee, custodian or othe | er intermediary for | contributions | or other assets | not | | | |
| | included on Form 990, Part X? | | | | | [| Yes | | No |
| b | If "Yes," explain the arrangement | | | | | | | | |
| | | | | | | Amount | | | |
| С | Beginning balance | | | 1c | | | | | |
| d | Additions during the year | | | 1d | | | | | |
| е | Distributions during the year | | | | | | | | |
| f | Ending balance | | | 1f | | | | | |
| 2a | Did the organization include an ar | nount on Form 990, | Part X, line 21, for | escrow or cu | stodial accoun | t liability? | Yes | | No |
| b | If "Yes," explain the arrangement | in Part XIII. Check h | ere if the explanatio | n has been p | rovided on Part | XIII | | | |
| Pa | rt V Endowment Funds. | | | | | | | | |
| | Complete if the organiz | ation answered "Ye | es" on Form 990, | Part IV, line | 10. | | | | |
| | | (a) Current year | (b) Prior year | (c) Two yea | rs back (d) Thre | ee years back | (e) Four | years I | back |
| 1 a | Beginning of year balance | 56,805,629. | 54,462,885. | 47,718 | ,695. 44,1 | 186,427. | 36,3 | 313, | 643. |
| | Contributions | 1,739,696. | 1,595,094. | 5,367 | ,133. | 508,297. | 9,9 | 910, | 252. |
| | Net investment earnings, gains, | | | | | | | | |
| C | and losses | 1,365,502. | 4,849,307. | 3,999 | ,551. 4,9 | 976,090. | _ [| 558, | 085. |
| ч | Grants or scholarships | | | | | | | | |
| | Other expenditures for facilities | | | | | | | | |
| C | and programs | 3,917,664. | 4,101,657. | 2,622 | ,494. 1,9 | 952,120. | 1,4 | 179, | 383. |
| | Administrative expenses | | | | | | | | |
| ' | End of year balance | 55,993,163. | 56,805,629. | 54,462 | ,885. 47, | 718,694. | 44,1 | L86, | 427. |
| g 2 | Provide the estimated percentage | of the current year | and halance (line 1e | column (a)) | hold as: | | | | |
| a | Board designated or quasi-endow | ment \triangleright 32.0000 |) % | , column (a)) | neiu as. | | | | |
| | Permanent endowment ► 56. | 0000 % | _ ` ` | | | | | | |
| С | Term endowment ▶ 12.0000 | | | | | | | | |
| | The percentages on lines 2a, 2b, | | 100%. | | | | | | |
| 3a | Are there endowment funds not in | | | are held an | d administered | for the | | | |
| | organization by: | · | • | | | | [| Yes | No |
| | (i) Unrelated organizations | | | | | | 3a(i) | | X |
| | (ii) Related organizations | | | | | | 3a(ii) | Х | |
| b | If "Yes" on line 3a(ii), are the relati | ted organizations liste | d as required on Sci | nedule R? | | | 3b | Х | |
| 4 | Describe in Part XIII the intended | uses of the organiza | tion's endowment fu | nds. | | | | | |
| | rt VI Land, Buildings, and Eq | uipment. | | | : | | | | |
| | Complete if the organize | ation answered "Y | | | | | | | |
| | Description of property | (a) Cost or (inves | | or other basis other) | (c) Accumulated depreciation | i (d) | Book va | lue | |
| 1a | Land | , | | 405,264. | | | 1,40 | 05,2 | 64. |
| b | Buildings | | | 724,131. | 8,849,02 | 4. | 3,87 | | |
| c | Leasehold improvements | | | 903,493. | 7,592,76 | | 7,31 | | |
| d | Equipment | | | 544,532. | 15,046,72 | | 5,59 | | |
| | Other | | -57 | , , , , , , | -,, | | - , - , | , , | |
| | I. Add lines 1a through 1e. (Colum | | n 990. Part X. colum | n (B), line 10 | Dc.) | • | 18,18 | 38.9 | 01. |

Page 3 Schedule D (Form 990) 2019

| Part VII | Investments - Other Securities. Complete if the organization answered | l "Ves" on Form 990 | Part IV line 11h See Form 990 | Part X line 12 |
|----------------|-----------------------------------------------------------------------|---------------------|--------------------------------------------------|--------------------|
| | (a) Description of security or category (including name of security) | (b) Book value | (c) Method of valuat Cost or end-of-year mark | tion: |
| (1) Financia | al derivatives | | | |
| | held equity interests | | | |
| | ned equity interests [] [] [] [] [] [] [] | | | |
| (A) | | | | |
| (B) | | | | |
| (C) | | | | |
| (D) | | | | |
| (E) | | | | |
| (F) | | | | |
| (G) | | | | |
| (H) | | | | |
| | n (b) must equal Form 990, Part X, col. (B) line 12.) | | | |
| | Investments - Program Related. | | | |
| Part VIII | Complete if the organization answered | | , Part IV, line 11c. See Form 990 | , Part X, line 13. |
| | (a) Description of investment | (b) Book value | (c) Method of valuat Cost or end-of-year mark | |
| (1) | | | | |
| (2) | | | | |
| (3) | | | | |
| (4) | | | | |
| (5) | | | | |
| (6) | | | | |
| (7) | | | | |
| (8) | | | | |
| (9) | | | | |
| | n (b) must equal Form 990, Part X, col. (B) line 13.) | | | |
| Part IX | Other Assets. | | | |
| I alt IA | Complete if the organization answered | l "Yes" on Form 990 | Part IV line 11d See Form 990 | Part X line 15 |
| | | scription | , 1 41117, 1110 114. 000 1 0111 000 | (b) Book value |
| (1) | (a) De | Scription | | (b) Book value |
| (1) | | | | |
| (2) | | | | |
| (3) | | | | |
| (4) | | | | |
| (5) | | | | |
| (6) | | | | |
| (7) | | | | |
| (8) | | | | |
| (9) | (h) | *** 45 \ | | |
| Part X | umn (b) must equal Form 990, Part X, col. (B) I. Other Liabilities. | ine 15.) | | |
| | Complete if the organization answered | l "Yes" on Form 990 | . Part IV. line 11e or 11f. See For | m 990. Part X. |
| | line 25. | | , , | , , |
| 1. | (a) Descrip | tion of liability | | (b) Book value |
| | ral income taxes | Alon or hability | | (D) Book value |
| <u> </u> | ITABLE REMAINDER TRUST | | | 49,875. |
| | ITABLE GIFT ANNUITY RESERV | | | 1,067,304. |
| | ENSATION AND RELATED ACCRU | | | 5,338,303. |
| <u> </u> | ION AND DEFERRED COMPENSAT | | | 9,787,474. |
| | UED POSTRETIREMENT BENEFIT | | | 752,253. |
| | | | | |
| _ | IGHT-LINE RENT | | | 251,375. |
| _ , , | OF CREDIT | | | 7,500,000. |
| (9) | (h) | | | 24 746 504 |
| ı otal. (Colum | nn (b) must equal Form 990, Part X, col. (B) line 25.) | | <u> </u> | 24,746,584. |

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 FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII JSA 9E1270 1.000 4191KD 1985

2220383

Schedule D (Form 990) 2019 Page 4

| Part | Reconciliation of Revenue per Audited Financial Statements With Revenue per Return Complete if the organization answered "Yes" on Form 990, Part IV, line 12a. | n. | |
|---------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|---------|---------------------------------------|
| 1 | Total revenue, gains, and other support per audited financial statements | 1 | 200,172,997. |
| 2 | Amounts included on line 1 but not on Form 990, Part VIII, line 12: | | |
| а | Net unrealized gains (losses) on investments | | |
| b | Donated services and use of facilities | | |
| С | Recoveries of prior year grants | | |
| d | Other (Describe in Part XIII.) | | 14 000 540 |
| е | Add lines 2a through 2d | 2e | 14,803,548. |
| 3 | Subtract line 2e from line 1 | 3 | 185,369,449. |
| 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 | | |
| b | Other (Describe III) are Alli.) | 4c | |
| с 5 | Add lines 4a and 4b | 5 | 185,369,449. |
| Part | | _ | · · · · · · · · · · · · · · · · · · · |
| | Complete if the organization answered "Yes" on Form 990, Part IV, line 12a. | | |
| 1 | Total expenses and losses per audited financial statements | 1 | 224,880,864. |
| 2 | Amounts included on line 1 but not on Form 990, Part IX, line 25: | | |
| а | Donated services and use of facilities | | |
| b | Prior year adjustments | | |
| С | Other losses | | |
| d | Other (Describe in Part XIII.) | | |
| е | Add lines 2a through 2d | 2e | 15,254,956. |
| 3 | Subtract line 2e from line 1 | 3 | 209,625,908. |
| 4 | Amounts included on Form 990, Part IX, line 25, but not on line 1: | | |
| а | Investment expenses not included on Form 990, Part VIII, line 7b 4a | | |
| b | Other (Describe in Part XIII.) | 4c | |
| с 5 | Add lines 4a and 4b | 5 | 209,625,908. |
| | XIII Supplemental Information. | | ,, |
| Provide | e the descriptions required for Part II, lines 3, 5, and 9; Part III, lines 1a and 4; Part IV, lines 1b and 2b; F | 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 inform | nation | |
| SEE | PAGE 5 | | |
| | | | |
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| | | | |

Part XIII Supplemental Information (continued)

ORGANIZATION'S COLLECTIONS

PART III, LINE 4

WORKS OF ART AND OTHER SIMILAR ASSETS ARE HELD ON DISPLAY AT DUCKS

UNLIMITED OFFICES FOR THE EDUCATION OF MEMBERS, VOLUNTEERS, AND THE

GENERAL PUBLIC OF THE CRITICAL NEED FOR WETLANDS AND ASSOCIATED UPLANDS

HABITAT RESTORATION.

INTENDED USE OF ORGANIZATION'S ENDOWMENT FUNDS

PART V, LINE 4

THE CURRENT FUND BALANCES SUPPORT PROGRAM WORK IN MONITORING EASEMENTS,
LAND ACQUISITIONS, WETLANDS RESTORATION AND RESEARCH. DUCKS UNLIMITED,
INC. WILL WORK WITH PROSPECTIVE DONORS ON THE TERMS AND CONDITIONS OF
OTHER ENDOWMENT FUNDS, INCLUDING NAMED FUNDS, PROVIDED THEY SUPPORT
APPROPRIATE CONSERVATION, PUBLIC POLICY, OR RESEARCH ACTIVITIES.

FIN 48/ASC 740

PART X, LINE 2

DUCKS UNLIMITED, INC. (DUI) AND WETLANDS AMERICA TRUST, INC. (WAT) ARE RECOGNIZED AS ORGANIZATIONS EXEMPT FROM FEDERAL INCOME TAX UNDER SECTION 501(C)(3) OF THE U.S. INTERNAL REVENUE CODE, EXCEPT FOR TAXES ON INCOME FROM ACTIVITIES UNRELATED TO ITS EXEMPT PURPOSES. THE ORGANIZATION DOES NOT HAVE ANY MATERIAL UNRECOGNIZED TAX POSITIONS THAT SHOULD BE RECOGNIZED IN THE FINANCIAL STATEMENTS FOR 2020 OR 2019.

SCHEDULE F (Form 990)

Statement of Activities Outside the United States

► Complete if the organization answered "Yes" on 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 **Open to Public** Inspection

Department of the Treasury Internal Revenue Service Name of the organization

13-5643799

Employer identification number

| DUC | KS UNLIMITED, INC. | | | | 13-56437 | 99 |
|--------------------|----------------------------------------------------------------------------------------------|-------------------------------------------|-------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------|
| Part | General Information of Form 990, Part IV, line 14 | | Outside the | United States. Compl | ete if the organization a | answered "Yes" on |
| | For grantmakers. Does the orgother assistance, the grantees' award the grants or assistance? | eligibility for t | he grants or | assistance, and the selec | ction criteria used to | X Yes No |
| | For grantmakers. Describe in loutside the United States. | Part V the org | anization's pro | ocedures for monitoring | the use of its grants an | d other assistance |
| 3 | Activities per Region. (The follow | ving Part I, line | 3 table can be | e duplicated if additional sp | pace 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 the 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) | NORTH AMERICA | 0. | 0. | GRANTMAKING | CONSERVATION | 14,512,925. |
| (2) | | | | | | |
| (3) | | | | | | |
| (4) | | | | | | |
| (5) | | | | | | |
| (6) | | | | | | |
| (7) | | | | | | |
| (8) | | | | | | |
| | | | | | | |
| <u>(9)</u> (10) | | | | | | |
| (11) | | | | | | |
| (12) | | | | | | |
| (13) | | | | | | |
| (14) | | | | | | |
| (15) | | | | | | |
| (16) | | | | | | |
| | | | | | | |
| (17) 3a | Subtotal | | | | | 14,512,925. |
| b | Total from continuation | | | | | 11,312,323. |
| С | sheets to Part I Totals (add lines 3a and 3b) | | | | | 14,512,925. |

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

Schedule F (Form 990) 2019

DUCKS UNLIMITED, INC.

Schedule F (Form 990) 2019

Page **2**

| Part | 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) | | | NORTH AMERICA | CONSERVATION | 13,604,599. | WIRE | | | | | |
| (2) | | | NORTH AMERICA | CONSERVATION | 908,326. | WIRE | | | | | |
| (3) | | | | | | | | | | | |
| (4) | | | | | | | | | | | |
| (5) | | | | | | | | | | | |
| (6) | | | | | | | | | | | |
| (7) | | | | | | | | | | | |
| (8) | | | | | | | | | | | |
| (9) | | | | | | | | | | | |
| (10) | | | | | | | | | | | |
| (11) | | | | | | | | | | | |
| (12) | | | | | | | | | | | |
| (13) | | | | | | | | | | | |
| (14) | | | | | | | | | | | |
| (15) | | | | | | | | | | | |
| (16) | | | | | | | | | | | |
| | Enter total number of recipient orgaby the IRS, or for which the grantee | or counsel has prov | rided a section 501(c)(3) e | quivalency lette | er | | ▶ | | | | |
| 3 | Enter total number of other organiz | ations or entities | | · | | | ▶ | | 2. | | |

DUCKS UNLIMITED, INC.

Schedule F (Form 990) 2019

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 Part III can be duplicated if additional space is needed. (c) Number of (a) Type of grant or assistance (b) Region (d) Amount of (e) Manner of (f) Amount of (g) Description (h) Method of noncash assistance valuation (book, FMV, recipients cash grant cash of noncash disbursement assistance appraisal, other) (1) (2) (3) _(4) (5) (6) (7) (8) (9) (10)(11) (12) (13)(14)(15)(16)(17) (18)

Schedule F (Form 990) 2019

Part IV Foreign Forms Page 4

| ган | i oreign i ornis | | | |
|-----|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----|---|----|
| 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 | X | 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 | X | 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 | X | 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 | X | 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 | X | 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 | X | No |

Schedule F (Form 990) 2019

9E1277 1.000 4191KD 1985 V 19-7.7F 2220383 Schedule F (Form 990) 2019 Page 5

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).

PROCEDURES FOR MONITORING GRANT FUNDS OUTSIDE THE UNITED STATES

PART I, LINE 2

DUCKS UNLIMITED CANADA (DUC) AND DUCKS UNLIMITED MEXICO (DUMAC) ARE

AFFILIATE ORGANIZATIONS OF DUCKS UNLIMITED, INC. (DUI). AS SUCH, THERE

ARE BOARD MEMBERS OF EACH OF THESE ORGANIZATIONS THAT ARE ALSO STAFF AND

BOARD MEMBERS OF DUI. MONITORING IS ACCOMPLISHED THROUGH PARTICIPATION IN

BOARD MEETINGS AND DETAILED REPORTING OF FINANCIAL RESULTS, WHICH

INCLUDES USES OF GRANTS.

SCHEDULE G (Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

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

OMB No. 1545-0047
2019
Open to Public

Department of the Treasury ► Go to www.irs.gov/Form990 for instructions and the latest information. Inspection Internal Revenue Service Name of the organization Employer identification number DUCKS UNLIMITED, 13-5643799 INC. Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Part I Form 990-EZ filers are not required to complete this part. Indicate whether the organization raised funds through any of the following activities. Check all that apply. 1 Mail solicitations Solicitation of non-government grants е а Χ X Internet and email solicitations f Solicitation of government grants Χ Phone solicitations X Special fundraising events C X In-person solicitations Did the organization have a written or oral agreement with any individual (including officers, directors, trustees. X | Yes or key employees listed in Form 990, Part VII) or entity in connection with professional fundraising services? 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. (v) Amount paid to (iii) Did fundraiser have (vi) Amount paid to (i) Name and address of individual (iv) Gross receipts (or retained by) custody or control of (or retained by) (ii) Activity or entity (fundraiser) from activity fundraiser listed in organization contributions? col. (i) Yes No 1 ATTACHMENT 1 2 3 6 8 9 10 3,366,738. 292,065 3,079,732. Total 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, VA, WA, WV, WI, WY,

Schedule G (Form 990 or 990-EZ) 2019 Page

Fundraising Events. Complete if the organization answered "Yes" on Form 990, Part IV, line 18, or reported

| | | more than \$15,000 of fundra events with gross receipts gre | | ions and gross incom | e on Form 990-EZ | lines 1 and 6b. List | | | | |
|-----------------|-----------|---------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------|-----------------------------------------------|------------------|--------------------------------------------------|--|--|--|--|
| | | σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ σ | (a) Event #1 | (b) Event #2 | (c) Other events | (d) Total events (add col. (a) through | | | | |
| a) | | | (event type) | (event type) | (total number) | col. (c)) | | | | |
| Revenue | 1 | Gross receipts | | | | | | | | |
| Re | 2 | Less: Contributions Gross income (line 1 minus line 2) | | | | | | | | |
| | _ | | | | | | | | | |
| | 4 | Cash prizes | | | | | | | | |
| • | 5 | Noncash prizes | | | | | | | | |
| Direct Expenses | 6 | Rent/facility costs | | | | | | | | |
| ot Exp | 7 | Food and beverages | | | | | | | | |
| Dire | 8 | Entertainment | | | | | | | | |
| | 9 | Other direct expenses | | | | | | | | |
| Pa | <u>11</u> | Direct expense summary. Add line Net income summary. Subtract lin Gaming. Complete if the orga \$15,000 on Form 990-EZ, lin | ne 10 from line 3, colu anization answered "" | ımn (d) | <u> </u> | reported more than | | | | |
| Revenue | | • • • • • • • • • • • • • • • • • • • | (a) Bingo | (b) Pull tabs/instant bingo/progressive bingo | (c) Other gaming | (d) Total gaming (add col. (a) through col. (c)) | | | | |
| Re | 1 | Gross revenue | | | | | | | | |
| ses | | Cash prizes | | | | | | | | |
| Expenses | 3 | Noncash prizes | | | | | | | | |
| Direct E | 4 | Rent/facility costs | | | | | | | | |
| | 5 | Other direct expenses | | | | | | | | |
| | | Volunteer labor | Yes % | Yes% No | Yes% | | | | | |
| | 7 | Direct expense summary. Add line | es 2 through 5 in colu | mn (d) | | | | | | |
| | Q | Net gaming income summary. Su | ibtract line 7 from line | 1 column (d) | _ | | | | | |
| 9 a | ı | Enter the state(s) in which the orgals the organization licensed to confit "No," explain: | anization conducts ga duct gaming activities | ming activities: in each of these state | es? | Yes No | | | | |
| 10a b | | Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year? Yes No If "Yes," explain: | | | | | | | | |
| | | | | | | | | | | |

Part II

| Sched | lule G (Form 990 or 990-EZ) 2019 |
|----------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 11 12 | Does the organization conduct gaming activities with nonmembers? |
| | formed to administer charitable gaming? |
| 13 | Indicate the percentage of gaming activity conducted in: |
| а | The organization's facility |
| b | An outside facility |
| 14 | Enter the name and address of the person who prepares the organization's gaming/special events books and records: |
| | Name ▶ |
| | Address ▶ |
| 15 a | Does the organization have a contract with a third party from whom the organization receives gaming |
| . | revenue? |
| b | amount of gaming revenue retained by the third party \blacktriangleright \$ |
| С | 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 |
| 17 | Mandatory distributions: |
| а | |
| | retain the state gaming license? Yes No |
| b | Enter the amount of distributions required under state law to be distributed to other exempt organizations |
| Par | or spent in the organization's own exempt activities during the tax year ▶ \$ t IV Supplemental Information. Provide the explanation required by Part I, line 2b, columns (iii) and (v), and |
| rai | Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also provide any additional information (see instructions). |

Schedule G (Form 990 or 990-EZ) 2019

ATTACHMENT 1

| 990 | SCHEDULE | G. | PART | T - | HIGHEST | DATD | FUNDRAISER |
|-----|----------|----|------|-----|---------|------|------------|
| | | | | | | | |

| NAME AND ADDRESS OF FUNDRAISER | ACTIVITY | DID FUNDRAISER HAVE CUSTODY OR CONTROL OF CONTRIBUTIONS? YES NO | GROSS RECEIPTS FROM ACTIVITY | AMOUNT PAID TO (OR RETAINED BY FUNDRAISER | AMOUNT PAID TO (OR RETAINED BY ORGANIZATION |
|-----------------------------------------------------------------|------------------------|-----------------------------------------------------------------|---------------------------------|-------------------------------------------------|---------------------------------------------------|
| ONE & ALL, INC. 2 NORTH LAKE, STE 600 PASADENA CA 91101 | FUNDRAISING COUNSEL | х | 3,322,519. | 247,614. | 3,074,905. |
| PELE RESEARCH 357 LINDSAY ST. WINNIPEG MANITOBA CA R3N 1H2 | CALL CENTER | х | | 5,060. | |
| WALKER CLEANING SERVICE, 1868 MLABAR DR. GERMANTOWN TN 38138 | AUCTION SOLICITATIO | Х | 11,906. | 11,461. | 444. |
| FLATLAND CONSERVATION, LL 915 S. 205TH ST. ELKHORN NE 68022 | AUCTION SOLICITATIO | X | 13,887. | 11,657. | 2,230. |
| CHERYL KLINE 4202 CREEK HILL LANE CORINTH TX 76208 | AUCTION SOLICITATIO | X | 18,426. | 16,273. | 2,153. |

SCHEDULE J (Form 990)

Compensation InformationFor 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

Open to Public Inspection

Department of the Treasury Internal Revenue Service Name of the organization

DUCKS UNLIMITED, INC.

Employer identification number 13-5643799

| Part | Questions Regarding Compensation | | | |
|--------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----|-----|----|
| | | | Yes | No |
| 1a | Check the appropriate box(es) if the organization provided any of the following to or for a person listed 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 Housing allowance or residence for personal use | | | |
| | Travel for companions Payments for business use of personal residence | | | |
| | Tax indemnification and gross-up payments Health or social club dues or initiation fees | | | |
| | Discretionary spending account Personal services (such as 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 | | |
| 2 | Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all | | | |
| | directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line | | | |
| | 1a? | 2 | | |
| 3 | Indicate which, if any, of the following the 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. | | | |
| | X Compensation committee Written employment contract | | | |
| | X Independent compensation consultant X Compensation survey or study | | | |
| | Form 990 of other organizations X 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: | | | |
| а | Receive a severance payment or change-of-control payment? | 4a | | Х |
| b | Participate in, or receive payment from, a supplemental nonqualified retirement plan? | 4b | | X |
| С | Participate in, or receive payment from, an equity-based compensation arrangement? | 4c | | Х |
| | If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III. | | | |
| | | | | |
| _ | Only section 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: | _ | X | |
| a | The organization? | 5a | Λ | Х |
| b | Any related organization? | 5b | | Λ |
| 6 | If "Yes" on line 5a or 5b, describe in Part III. For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any | | | |
| 6 | compensation contingent on the net earnings of: | | | |
| • | The organization? | 6a | Х | |
| a b | Any related organization? | 6b | 21 | Х |
| b | If "Yes" on line 6a or 6b, describe in Part III. | OD | | |
| 7 | | | | |
| 7 | For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III. | 7 | | Х |
| 8 | Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject | - | | |
| - | to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe | | | |
| | in Part III | 8 | | Х |
| 9 | If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in | | | |
| • | Regulations section 53 4958-6(c)? | a | | |

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

Schedule J (Form 990) 2019

DUCKS UNLIMITED, INC.

Schedule J (Form 990) 2019

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 aren't 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.

| | | (B) Breakdown of | W-2 and/or 1099-MIS | SC compensation | (C) Retirement and | (D) Nontaxable | (E) Total of columns | (F) Compensation |
|----------------------------------------|----------------|--------------------------|-------------------------------------|-------------------------------------|-----------------------------|----------------|----------------------|------------------------------------------------------------|
| (A) Name and Title | | (i) Base compensation | (ii) Bonus & incentive compensation | (iii) Other reportable compensation | other deferred compensation | benefits | (B)(i)-(D) | in column (B) reported as deferred on prior Form 990 |
| ADAM PUTNAM | (i) | 257,946. | 8,750. | 743. | 9,461. | 20,057. | 296,957. | 0. |
| 1 ^{CHIEF} EXECUTIVE OFFICER | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| E. NICHOLS WILEY | (i) | 264,062. | 77,568. | 2,815. | 22,618. | 19,775. | 386,838. | 0. |
| 2CHIEF OPERATING OFFICER | G OFFICER (ii) | | 0. | 0. | 0. | 0. | 0. | 0. |
| EARL H. GROCHAU | (i) | 253,919. | 65,143. | 2,838. | 21,550. | 18,359. | 361,809. | 0. |
| 3CAO/CFO/ASST. TREASURER | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| DANIEL P. THIEL | (i) | 248,385. | 56,976. | 2,838. | 24,530. | 19,775. | 352,504. | 0. |
| 4EXEC SEC/COO WAT | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| AMY A. BATSON | (i) | 243,398. | 55,216. | 990. | 22,974. | 16,955. | 339,533. | 0. |
| 5 ^{CHIEF} FUNDRAISING OFFICER | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| CRAIG LESHACK | (i) | 169,166. | 27,051. | 51,613. | 20,909. | 22,415. | 291,154. | 0. |
| 6 DIR OF CONS PROG/INTERIM CCO | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| DARIN BLUNCK | (i) | 158,865. | 22,793. | 637. | 17,514. | 18,359. | 218,168. | 0. |
| 7DIR OF CONS PROG/INTERIM CFO | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| GOVAN S. HORNOR | (i) | 243,918. | 55,650. | 4,356. | 19,283. | 18,359. | 341,566. | 0. |
| 8 ^{CHIEF} INFORMATION OFFICER | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| WAYNE A. DIERKS | (i) | 219,239. | 45,284. | 24,662. | 23,999. | 20,133. | 333,317. | 0. |
| gDIRECTOR OF HUMAN RESOURCES | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| GILDO TORI | (i) | 206,528. | 43,736. | 3,790. | 26,466. | 20,359. | 300,879. | 0. |
| 10 INTERIM CHIEF POLICY OFFICER | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| RICHARD B. SMITH | (i) | 201,862. | 31,958. | 1,283. | 23,979. | 19,775. | 278,857. | 0. |
| 11 NATIONAL DIR OF DEVELOPMENT | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| THOMAS E. MOORMAN | (i) | 185,908. | 47,470. | 2,218. | 26,650. | 21,575. | 283,821. | 0. |
| 12 ^{CHIEF SCIENTIST} | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| H. DALE HALL | (i) | 243,572. | 126,540. | 35,259. | 15,611. | 16,931. | 437,913. | 0. |
| 13 FORMER CHIEF EXECUTIVE OFFICER | (ii) | 0. | 0. | 0. | 0. | 0. | 0. | 0. |
| | (i) | | | | | | | |
| 14 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 15 | (ii) | | | | | | | |
| | (i) | | | | | | | |
| 16 | (ii) | | | | | | | |

DUCKS UNLIMITED, INC.

Schedule J (Form 990) 2019

Part | 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.

PART 5A AND 6A

ALL EMPLOYEES PARTICIPATE IN A VARIABLE COMPENSATION PLAN THAT IS BASED

ON MEETING BUDGETED GOALS FOR REVENUE, INCOME, EXPENSE EFFICIENCY,

MEMBERSHIP AND ACRES PROTECTED.

SCHEDULE L

Transactions With Interested Persons

(Form 990 or 990-EZ) ► Complete if the organization answered "Yes" on Form 990, Part IV, line 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.

OMB No. 1545-0047

Open To Public

Inspection

Department of the Treasury Internal Revenue Service Name of the organization

DUCKS UNLIMITED,

INC.

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

Employer identification number

13-5643799

| 4 | (a) Name of discussified | | (b) Relatio | nship b | etween o | disqualified person | and | (a) Dag | : | af tua a a | | | (d) |) Correcte |
|---------------------------------------------------------|---------------------------------|---------------------------------------------------|---------------------------------------------------|--------------|------------------------------|------------------------------------|------------------|-----------------|------------------|------------|--------|------------------------------|----------|-----------------|
| 1 | (a) Name of disqualified | person | ., | | organiza | | | (c) Des | cription | or trans | action | | Y | es N |
| (1) | | | | | | | | | | | | | | |
| (2) | | | | | | | | | | | | | | |
| (3) | | | | | | | | | | | | | | |
| (4) | | | | | | | | | | | | | | |
| (5) | | | | | | | | | | | | | | |
| (6) | | | | | | | | | | | | | | |
| 3 Part | Complete if the | ax, if any, on li r From Interest organization a | ne 2, above, sted Persons answered "Ye | reimb | oursed n Form | by the organized | zation V, lin | | | • | _ | | he | |
| | organization rep | orted an amo | unt on Form | 990, | Part X | , line 5, 6, or 2 | 2. | | | | | | 1 | |
| (a) | Name of interested person | (b) Relationship with organization | (c) Purpose of loan | fron | an to or n the zation? | (e) Original principal amou | nt | (f) Balance due | (g) In (| default? | by bo | proved pard or nittee? | | ritten ment? |
| | | | | То | From | | | | Yes | No | Yes | No | Yes | No |
| (1) | | | | | | | | | | | | | | |
| (2) | | | | | | | | | | | | | | |
| (3) | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | |
| (4) | | | | | | | | | | | | | | |
| (4) (5) | | | | | | | | | | | | | | |
| (4) (5) (6) | | | | | | | | | | | | | | |
| (4) (5) (6) (7) | | | | | | | | | | | | | | |
| (4) (5) (6) (7) (8) | | | | | | | | | | | | | | |
| (4) (5) (6) (7) (8) (9) | | | | | | | | | | | | | | |
| (4) (5) (6) (7) (8) (9) | | | | | | | | | | | | | | |
| (4) (5) (6) (7) (8) (9) (10) | | | | | | | . ▶ 3 | B | | | | | | |
| (4) (5) (6) (7) (8) (9) (10) | Grants or Assis | tance Benefit | ing Interest | ed Pe | rsons. | | | • | | | | | | |
| (4) (5) (6) (7) (8) (9) (10) Total | | tance Benefit organization a | ing Interest | ed Peres" or | rsons. Form | 990, Part IV, I | ine 27 | • | | (e) | Purpos | se of as | sistance | e |
| (4) (5) (6) (7) (8) (9) (10) Total | Grants or Assis Complete if the | tance Benefit organization a | ing Interesto answered "Ye p between intere | ed Peres" or | rsons. Form | 990, Part IV, I | ine 27 | | | (e) | Purpos | se of as | sistance | e |

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

Schedule L (Form 990 or 990-EZ) 2019

(3) (4) (5) (6) (7) (8) (9) (10)

Schedule L (Form 990 or 990-EZ) 2019 Page 2

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 | organi | aring of ization's nues? |
|-------------------------------|-----------------------------------------------------------------|---------------------------|--------------------------------|--------|--------------------------|
| | | | | Yes | No |
| (1) BRUCE LAURITZEN | RELATED ORG BOD | 600,000. | ROYALTY-AFFINITY CARDS | | Х |
| _(2) | | | | | |
| (3) | | | | | |
| (4) | | | | | |
| (5) | | | | | |
| (6) | | | | | |
| (7) | | | | | |
| (8) | | | | | |
| (9) | | | | | |
| (10) | | | | | |

Part V **Supplemental Information**

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

PART IV, COLUMN (B)

WETLANDS AMERICA TRUST BOARD TRUSTEE BRUCE LAURITZEN IS CHAIRMAN OF THE BOARD OF FIRST NATIONAL BANK OF OMAHA TO WHICH DUCKS UNLIMITED HAS A LICENSING AGREEMENT RELATED TO AFFINITY CARDS. DUCKS UNLIMITED ALSO HAS AN AGREEMENT FOR EMPLOYEE PURCHASING CARDS, WHICH FIRST NATIONAL BANK OF OMAHA SERVICES.

SCHEDULE M (Form 990)

Noncash Contributions

OMB No. 1545-0047

Open to Public Inspection

Department of the Treasury Internal Revenue Service

► 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 instructions and the latest information.

Name of the organization DUCKS UNLIMITED, INC.

13-5643799

Employer identification number

| Par | 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 | Method of noncash cont | | | |
| 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 | | | | | | | |
| 7 | Boats and planes | | | | | | | |
| 8 | Intellectual property | | | | | | | |
| 9 | Securities - Publicly traded | | 17. | 5,376,339. | MARKET VA | LUE | | |
| 10 | Securities - Closely held stock | | | | | | | |
| 11 | Securities - Partnership, LLC, | | | | | | | |
| | or trust interests | | | | | | | |
| 12 | Securities - Miscellaneous | | | | | | | |
| 13 | Qualified conservation | | | | | | | |
| | contribution - Historic | | | | | | | |
| | structures | | | | | | | |
| 14 | Qualified conservation | | | | | | | |
| | contribution - Other | | | | | | | |
| 15 | Real estate - Residential | | | | | | | |
| 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 ►(| | | | | | | |
| 26 | Other ►() Other ►() | | | | | | | |
| 27 | Other ►() | | | | | | | |
| 28 | Other ►() | | | | | | | |
| 29 | Number of Forms 8283 received | by the org | anization during the tax y | ear for contributions for | | | | |
| | which the organization completed F | Form 8283, | Part IV, Donee Acknowledg | ement | 29 | | | 17. |
| | | | | | | | Yes | No |
| 30a | During the year, did the organizat | | | | _ | | | |
| | 28, that it must hold for at least the | • | | | • | | | |
| | to be used for exempt purposes for | | olding period? | | | 30a | | X |
| | If "Yes," describe the arrangement i | | | | | | | |
| 31 | Does the organization have a | • . | | | | | | |
| | contributions? | | | | | 31 | X | |
| 32a | Does the organization hire or use | - | _ | | | | 3.5 | |
| | contributions? | | | | | 32a | X | |
| | If "Yes," describe in Part II. | | | | | | | |
| 33 | If the organization didn't report an describe in Part II. | amount in c | olumn (c) for a type of pro | perty for which column (a) | is checked, | | | |

Schedule M (Form 990) (2019) Page **2**

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.

THIRD PARTY USE

LINE 32B

DUCKS UNLIMITED, INC. UTILIZES THE SERVICES OF A BROKERAGE FIRM TO

PROCESS & LIQUIDATE GIFTS OF MARKETABLE SECURITIES. IT HAS NOT YET

RECEIVED A FORM 8283 FROM DONORS OF CLOSELY-HELD STOCK.

Schedule M (Form 990) (2019)

SCHEDULE O (Form 990 or 990-EZ)

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.

OMB No. 1545-0047

2019

Open to Public Inspection

Department of the Treasury Internal Revenue Service

Name of the organization

► Information about Schedule O (Form 990 or 990-EZ) and its instructions is at www.irs.gov/form990.

Employer identification number 13-5643799

DUCKS UNLIMITED, INC.

PART III, LINE 4D

DUCKS UNLIMITED MAINTAINS A PUBLIC POLICY PRESENCE IN WASHINGTON, DC BECAUSE OF THE CRITICAL IMPORTANCE OF PUBLIC POLICY TO MAINTAINING WETLANDS AND ECOSYSTEMS THAT SUPPORT MIGRATORY WATERFOWL.

990 COMMITTEE DISTRIBUTION

PART VI, LINE 11A

A COPY OF THE 990 IS DISTRIBUTED TO A COMMITTEE MADE UP OF A NUMBER OF KEY BOARD MEMBERS (THE PERSONNEL POLICY COMMITTEE). ONCE APPROVED BY THE PERSONNEL POLICY COMMITTEE, THE 990 IS DISTRIBUTED TO THE FULL BOARD FOR APPROVAL. THE FULL BOARD WILL APPROVE BY A SIMPLE MAJORITY BEFORE THE 990 IS FILED.

COMPLIANCE POLICY

PART VI, LINE 12C

EMPLOYEE COMPLIANCE WITH THE CONFLICT OF INTEREST POLICY IS REGULARLY AND CONSISTENTLY MONITORED VIA AN ANNUAL CONFLICT OF INTEREST SURVEY. ALL EMPLOYEES ARE REQUIRED TO DISCLOSE POTENTIAL CONFLICTS TO AN INDEPENDENT PARTY (THE INTERNAL AUDITOR). IF A CONFLICT IS NOTED DURING THIS PROCESS, IT IS RESOLVED THROUGH DISCUSSIONS WITH UPPER MANAGEMENT, HUMAN RESOURCES, THE EMPLOYEE, HIS/HER DIRECT SUPERVISOR AND THE INTERNAL AUDITOR. BOARD MEMBERS AND COMMITTEE MEMBERS ARE REQUIRED TO PRESENT ANNUALLY ANY POSSIBLE CONFLICTS OF INTEREST TO THE BOARD OF GOVERNANCE COMMITTEE WHO THEN MAKES A RULING ON WHETHER THE CONFLICT OF INTEREST

Name of the organization

DUCKS UNLIMITED, INC.

Employer identification number

13-5643799

REALLY EXISTS. IF THERE IS A CONFLICT, THE COMMITTEE THEN PRESENTS THE FACTS AND SUGGESTED RESOLUTION TO THE BOARD OF DIRECTORS FOR A VOTE.

COMPENSATION DETERMINATION

PART VI, LINE 15A & B

IN 2019 AN INDEPENDENT CONSULTANT SPECIALIZING IN EXECUTIVE COMPENSATION PLANS SURVEYED SIMILAR NOT-FOR-PROFIT ORGANIZATIONS FOR THEIR COMPENSATION PLANS FOR TOP EXECUTIVES. THE SURVEY INCLUDED ANALYSIS ON OTHER OFFICERS AND KEY EMPLOYEES OF THE ORGANIZATION. THE PERSONNEL POLICY COMMITTEE REVIEWED THE RESULTS AND THE SURVEY IS DOCUMENTED IN THE MINUTES TO THE MEETING. THE PERSONNEL POLICY COMMITTEE MAKES RECOMMENDATIONS TO THE BOARD OF DIRECTORS REGARDING SALARY AND BENEFITS.

OFFICER ELECTION PROCESS

PART VI, LINE 6 & 7A

DUCKS UNLIMITED, INC. (DUI) HAS A BOARD OF DIRECTORS AND OFFICERS THAT

ARE ELECTED BY A BODY OF MEMBERS OF DUI - THE COUNCIL OF STATE TRUSTEES

AND NATIONAL DELEGATES. THE OFFICERS OF DUI, OTHER THAN THE CHIEF

EXECUTIVE OFFICER AND EXECUTIVE SECRETARY, SHALL BE ELECTED FROM THE

MEMBERS OF DUI. ONLY THOSE INDIVIDUALS THAT ARE CURRENT MEMBERS OF DUI

SHALL BE ELIGIBLE TO SERVE AS AN OFFICER. THE AFFAIRS OF DUI ARE MANAGED

BY ITS BOARD OF DIRECTORS. UPON DISSOLUTION OR WINDING UP OF DUI, ITS

ASSETS REMAINING AFTER PAYMENT, OR PROVISION FOR PAYMENT, OF ALL DEBTS

AND LIABILITIES OF THIS CORPORATION SHALL BE DISTRIBUTED TO A NONPROFIT

FUND, FOUNDATION OR CORPORATION WHICH IS ORGANIZED AND OPERATED FOR

CHARITABLE PURPOSES AND WHICH HAS ESTABLISHED ITS TAX EXEMPT STATUS UNDER

Name of the organization

DUCKS UNLIMITED, INC.

Employer identification number

13-5643799

SECTION 501(C)(3) OF THE IRS CODE.

PUBLIC AVAILABILITY OF DOCUMENTS AND POLICIES

PART VI, LINE 19

DUCKS UNLIMITED MAKES ITS CONSOLIDATED FINANCIAL STATEMENTS, GOVERNING

DOCUMENTS, AND CONFLICT OF INTEREST POLICY AVAILABLE TO THE PUBLIC ON ITS

WEB SITE (DUCKS.ORG).

PART IV, 11F

DUI AND WAT ARE RECOGNIZED AS ORGANIZATIONS EXEMPT FROM FEDERAL INCOME TAX UNDER 509(A)(1) AS ENTITIES DESCRIBED IN SECTION 501(C)(3) OF THE U.S. INTERNAL REVENUE CODE, EXCEPT FOR TAXES ON INCOME FROM ACTIVITIES UNRELATED TO ITS EXEMPT PURPOSES. DONATIONS TO DUI AND WAT ARE DEDUCTIBLE BY THE DONOR AS CHARITABLE CONTRIBUTIONS FOR FEDERAL INCOME TAX PURPOSES. MANAGEMENT IS NOT AWARE OF ANY COURSE OF ACTION OR SERIES OF EVENTS THAT HAVE OCCURRED THAT MIGHT ADVERSELY AFFECT THIS TAX-EXEMPT STATUS. ANY COURSE OF ACTION OR SERIES OF EVENTS THAT HAVE OCCURRED THAT MIGHT ADVERSELY AFFECT THIS TAX-EXEMPT STATUS.

PART IV, LINE 14A

DUI HAS A TEMPORARY EMPLOYEE RESIDING IN CANADA THAT IS ASSISTING WITH IT CONVERSION.

PART VI, LINE 2

KATHY AND STEVE CHRISTIAN ARE HUSBAND AND WIFE, AND BOTH SERVE ON BOARD OF DIRECTORS.

Schedule O (Form 990 or 990-EZ) 2019 Page **2**

Name of the organization

DUCKS UNLIMITED, INC.

Employer identification number

13-5643799

PART XI, LINE 5

NET UNREALIZED GAINS (LOSSES) ON INVESTMENTS (\$451,408)

PENSION AND POST-RETIREMENT BENEFIT LIABILITY ADJS OTHER THAN NET

PERIODIC COSTS (\$4,967,334)

ATTACHMENT 1

FORM 990, PART III, LINE 4D - OTHER PROGRAM SERVICES

DESCRIPTION GRANTS EXPENSES REVENUE

DUCKS UNLIMITED MAINTAINS A PUBLIC POLICY

PRESENCE IN WASHINGTON, DC BECAUSE OF THE

CRITICAL IMPORTANCE OF PUBLIC POLICY TO

MAINTAINING WETLAND AND ECOSYSTEMS THAT

SUPPORT MIGRATORY WATERFOWL. 3,364,386.

TOTALS 3,364,386.

ATTACHMENT 2

FORM 990, PART VI, LINE 17 - STATES

AL, AK, AZ, AR, CA, CO, CT, DE,

DC,FL,GA,HI,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, VA, WA, WV, WI, WY

ATTACHMENT 3

990, PART VII- COMPENSATION OF THE FIVE HIGHEST PAID IND. CONTRACTORS

NAME AND ADDRESS DESCRIPTION OF SERVICES COMPENSATION

BEN COX COMPANY, LLC P.O. BOX 137 ANDREWS, SC 29510 HABITAT RESTORATION

2220383

1,674,336.

| Name of the organization | Employer identification number |
|--------------------------|--------------------------------|
| DUCKS UNLIMITED, INC. | 13-5643799 |
| | ATTACHMENT 3 (CONT'D) |

990, PART VII- COMPENSATION OF THE FIVE HIGHEST PAID IND. CONTRACTORS

| NAME AND ADDRESS | DESCRIPTION OF SERVICES | COMPENSATION | | | | |
|----------------------------------------------------------------------------|-------------------------|--------------|--|--|--|--|
| BERTUCCI CONTRACTING COMPANY, LLC P.O. BOX 10582 JEFFERSON, LA 70181 | HABITAT RESTORATION | 1,510,662. | | | | |
| LINDENMEYR CENTRAL THREE MANHATTANVILLE RD PURCHASE, NY 10577 | PUBLISHING | 1,029,386. | | | | |
| COMMON CONSTRUCTION, LLC 1906 HWY. 38 W. DES ARC, AR 72040 | HABITAT RESTORATION | 977,779. | | | | |
| LAND PRIDE CONSTRUCTION, LLC 50480 368TH ST. PAYNESVILLE, MN 56362 | HABITAT RESTORATION | 702,311. | | | | |

SCHEDULE R (Form 990)

Department of the Treasury

Internal Revenue Service

Related Organizations and Unrelated Partnerships

 \blacktriangleright 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
2019
Open to Public Inspection

Name of the organization

DUCKS_UNLIMITED, INC.

Employer identification number
13-5643799

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) DUCKS UNLIMITED LANDS, LLC | | | | | |
| ONE WATERFOWL WAY MEMPHIS, TN 38120 | CONSERVATION | TN | -1,452. | 1,769. | DUI |
| (2) | | | | | |
| | | | | | |
| _(3) | | | | | |
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| _(4) | | | | | |
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| _(5) | | | | | |
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| (6) | | | | | |
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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) | · · | (e) Public charity status (if section 501(c)(3)) | (f) Direct controlling entity | Section 5 | g) 512(b)(13) rolled tity? |
|-----------------------------------------------------|--------------------------------|-----------------------------------------------|-----------|--------------------------------------------------|-------------------------------|-----------|-------------------------------------|
| | | | | | | Yes | No |
| (1) WETLANDS AMERICA TRUST, INC. 36-3330394 | | | | | | | |
| ONE WATERFOWL WAY MEMPHIS, TN 38129 | CONSERVATION | DC | 501(C)(3) | 12A, I | DUI | X | |
| (2) DUCKS UNLIMITED GROUP RETURN 91-2009004 | | | | | | | |
| ONE WATERFOWL WAY MEMPHIS, TN 38120 | CONSERVATION | DC | 501(C)(3) | 7 | DUI | X | |
| (3) | | | | | | | |
| | | | | | | | |
| (4) | | | | | | | |
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| (5) | | | | | | | |
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| (6) | | | | | | | |
| | | | | | | | |
| (7) | | | | | | | |
| | 1 | | | | | | |

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

Schedule R (Form 990) 2019

DUCKS UNLIMITED, INC. 13-5643799

Schedule R (Form 990) 2019

| Part III | Identification of Related Organizations Taxable as a Partnership. Complete if the organization answered "Yes" on Form 990, Part IV, line 34, | |
|----------|----------------------------------------------------------------------------------------------------------------------------------------------|--|
| raitiii | 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 | hare of total Share of end-of- | | n) portionate ations? | (i) Code V - UBI amount in box 20 of Schedule K-1 (Form 1065) | 20 managir 1 partner | | (k) Percentage ownership |
|-----------------------------------------------------|-------------------------|-----------------------------------------------|-------------------------------|-----------------------------------------------------------------------------------------|---------------------------------|--------------------------------|-----|-----------------------------|---------------------------------------------------------------------------|-------------------------|----|--------------------------------|
| | | country) | | 000000000000000000000000000000000000000 | | | Yes | No | | Yes | No | |
| (1) | | | | | | | | | | | | |
| | | | | | | | | | | | | |
| (2) | | | | | | | | | | | | |
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| (3) | | | | | | | | | | | | |
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| (4) | | | | | | | | | | | | |
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| (5) | _ | | | | | | | | | | | |
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| (6) | _ | | | | | | | | | | | |
| | | | | | | | | | | | | |
| (7) | _ | | | | | | | | | | | |
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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 | (e) Type of entity (C corp, S corp, or trust) | (f) Share of total | (g) Share of end-of-year assets | (h) Percentage ownership | (i) Section 512(b)(13 controlled entity? |
|----------------------------------------------------|--------------------------------|-----------------------------------------------|---------------------------|-----------------------------------------------|-----------------------|---------------------------------------|--------------------------------|------------------------------------------------------|
| (1) | | | | | | | | Yes No |
| (2) | | | | | | | | |
| (3) | | | | | | | | |
| (4) (5) | | | | | | | | |
| (6) | | | | | | | | |
| (7) | | | | | | | | |

Yes No

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

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

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

| а | Receipt of (i) interest, (ii) annuities, (iii) royalties, or (iv) rent from a controlled entity | | | | 1a | | _X |
|-----|----------------------------------------------------------------------------------------------------------|---------------------------|------------------------------|-------------|----------|----|----|
| b | Gift, grant, or capital contribution to related organization(s) | | | | 1b | Х | |
| С | Gift, grant, or capital contribution from related organization(s) | | | | 1c | X | |
| d | Loans or loan guarantees to or for related organization(s) | | | | 1d | X | |
| | Loans or loan guarantees by related organization(s) | | | | 1e | | X |
| | , , , , , , , , , , , , , , , , , , , , | | | | | | |
| f | Dividends from related organization(s) | | | | 1f | | X |
| а | Sale of assets to related organization(s) | | | | 1g | | X |
| h | Purchase of assets from related organization(s) | | | | 1h | | X |
| i | Exchange of assets with related organization(s) | | | | 1i | | X |
| i | Lease of facilities, equipment, or other assets to related organization(s) | | | | 1j | | X |
| • | , , , , , , , , , , , , , , , , , , , , | | | | | | |
| k | Lease of facilities, equipment, or other assets from related organization(s) | | | | 1k | | X |
| 1 | Performance of services or membership or fundraising solicitations for related organization(s) | | | | 11 | Х | |
| m | Performance of services or membership or fundraising solicitations by related organization(s). | | | | 1m | X | |
| n | Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) | | | | 1n | Х | |
| 0 | Sharing of paid employees with related organization(s) | | | | 10 | Х | |
| | | | | | | | |
| р | Reimbursement paid to related organization(s) for expenses | | | | 1p | | X |
| - | Reimbursement paid by related organization(s) for expenses | | | | 1q | | X |
| · | | | | | | | |
| r | Other transfer of cash or property to related organization(s) | | | | 1r | | X |
| S | Other transfer of cash or property from related organization(s) | | | | 1s | | X |
| 2 | If the answer to any of the above is "Yes," see the instructions for information on who must complete to | this line, including cove | ered relationships and trans | action thre | sholds | S. | |
| | (a) Name of related organization | (b) Transaction | (c) Amount involved | Method | (d) | | _ |
| | Name of related organization | type (a-s) | Amount involved | | unt invo | | 3 |
| | | ,, , | | | | | |
| | | | | | | | |
| (1) | DUCKS UNLIMITED, INC. GROUP RETURN | 1C | 34,826,196. | FMV | | | |
| | | | | | | | |
| (2) | WETLANDS AMERICA TRUST, INC. | 1D | 58,880,958. | FMV | | | |
| | | | | | | | |
| (3) | DUCKS UNLIMITED LANDS, LLC | 1C | 5,325. | FMV | | | |
| | | | | | | | |
| (4) | | | | | | | |
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| (5) | | | | | | | |
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| (6) | | | | | | | |

DUCKS UNLIMITED, INC. 13-5643799

Schedule R (Form 990) 2019

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) | unrelated, excluded | (e) Are all partners section 501(c)(3) organizations? | | (f) Share of total income | (g) Share of end-of-year assets | (h) Disproportionate allocations? | | (i) Code V - UBI amount in box 20 of Schedule K-1 (Form 1065) | (j) General or managing partner? | | (k) Percentage ownership |
|--------------------------------------|-------------------------|-----------------------------------------------|---------------------|-------------------------------------------------------|----|---------------------------------|------------------------------------------|-----------------------------------|----|---------------------------------------------------------------------------|-------------------------------------------|----|--------------------------------|
| | | | sections 512-514) | Yes | No | | | Yes | No | | Yes | No | |
| (1) | | | | | | | | | | | | | |
| (2) | | | | | | | | | | | | | |
| (3) | | | | | | | | | | | | | |
| (4) | | | | | | | | | | | | | |
| (5) | | | | | | | | | | | | | |
| (6) | | | | | | | | | | | | | |
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| (8) | | | | | | | | | | | | | |
| (9) | | | | | | | | | | | | | |
| (10) | | | | | | | | | | | | | |
| (11) | | | | | | | | | | | | | |
| (12) | | | | | | | | | | | | | |
| (13) | | | | | | | | | | | | | |
| (14) | | | | | | | | | | | | | |
| (15) | | | | | | | | | | | | | |
| (40) | | | | | | | | | | | | | |
| (16) | | | | | | | | | | | | | |

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Part VII Supplemental Information

Provide additional information for responses to questions on Schedule R. See instructions.