



# FORM 990 DISCLOSURE

Fiscal Year Ending September 30, 2021



Form 990

Return of Organization Exempt From Income Tax
Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except private foundations)

OMB No. 1545-0047

2020

Open to Public Inspection

Department of the Treasury Internal Revenue Service

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 2020 calendar year, or tax year beginning OCT 1, 2020 and ending SEP 30, 2021

Form sections B through M: B Check if applicable; C Name of organization (Focus on the Family); D Employer identification number (95-3188150); E Telephone number (719-531-3400); F Name and address of principal officer (James D Daly); G Gross receipts (\$132,060,439); H(a) Is this a group return? (Yes); H(b) Are all subordinates included? (Yes); I Tax-exempt status (501(c)(3)); J Website (www.focusonthefamily.com); K Form of organization (Corporation); L Year of formation (1977); M State of legal domicile (CA)

Part I Summary

Table with 3 columns: Line number, Description, and Amount. Rows include: 1-7a Activities & Governance; 8-12 Revenue; 13-19 Expenses; 20-22 Net Assets or Fund Balances.

Part II Signature Block

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

Signature fields for Officer (Daniel R Mellema, CFO / Treasurer) and Preparer (Ted R. Batson, Jr., Capin Crouse LLP). Includes fields for name, signature, date, and PTIN.

May the IRS discuss this return with the preparer shown above? See instructions [X] Yes [ ] No

# NOT REQUIRED TO FILE WITH IRS

## Part III Statement of Program Service Accomplishments

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

**1** Briefly describe the organization's mission:  
Focus on the Family shares the Gospel of Jesus Christ while promoting biblical family values.

**2** Did the organization undertake any significant program services during the year which were not listed on the prior Form 990 or 990-EZ?  Yes  No  
If "Yes," describe these new services on Schedule O.

**3** Did the organization cease conducting, or make significant changes in how it conducts, any program services?  Yes  No  
If "Yes," describe these changes on Schedule O.

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

**4a** (Code: \_\_\_\_\_) (Expenses \$ 28,394,930. including grants of \$ 346,434.) (Revenue \$ 3,384,472.)  
Parenting - Equipping parents to raise spiritually and emotionally healthy children, as we help parents navigate through family crises, protect their children from harmful influences, and raise them with a thriving faith.

**4b** (Code: \_\_\_\_\_) (Expenses \$ 27,516,040. including grants of \$ 1,424,307.) (Revenue \$ 6,573,966.)  
Marriage - Build strength and resilience in marriages, as we help couples prepare for marriage, understand God's unique design for their relationships, and overcome daily challenges. We also operate the Focus Marriage Institute (FMI) where we offer the Hope Restored program.

**4c** (Code: \_\_\_\_\_) (Expenses \$ 16,370,454. including grants of \$ 149,979.) (Revenue \$ 3,265,655.)  
Evangelism and Discipleship - Evangelize and represent the Gospel, so that those who have not heard the message of salvation are introduced to Jesus Christ and invited to become part of His family, Christians are bolstered in their daily walk, strengthened in their Biblical worldview, and Christ is magnified in the culture.

**4d** Other program services (Describe on Schedule O.)  
(Expenses \$ 15,958,773. including grants of \$ 1,273,750.) (Revenue \$ 1,384,857.)

**4e** Total program service expenses **88,240,197.**

# NOT REQUIRED TO FILE WITH IRS

## Part IV Checklist of Required Schedules

	Yes	No
<b>1</b> Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? <i>If "Yes," complete Schedule A</i> .....	X	
<b>2</b> Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ? .....		X
<b>3</b> Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i> .....		X
<b>4 Section 501(c)(3) organizations.</b> Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? <i>If "Yes," complete Schedule C, Part II</i> .....	X	
<b>5</b> Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? <i>If "Yes," complete Schedule C, Part III</i> .....		X
<b>6</b> Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? <i>If "Yes," complete Schedule D, Part I</i> .....		X
<b>7</b> Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i> .....		X
<b>8</b> Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i> .....	X	
<b>9</b> 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? <i>If "Yes," complete Schedule D, Part IV</i> .....		X
<b>10</b> Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i> .....	X	
<b>11</b> If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable.		
<b>a</b> Did the organization report an amount for land, buildings, and equipment in Part X, line 10? <i>If "Yes," complete Schedule D, Part VI</i> .....	X	
<b>b</b> Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i> .....	X	
<b>c</b> Did the organization report an amount for investments - program related in Part X, line 13, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VIII</i> .....		X
<b>d</b> Did the organization report an amount for other assets in Part X, line 15, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part IX</i> .....		X
<b>e</b> Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i> .....	X	
<b>f</b> Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? <i>If "Yes," complete Schedule D, Part X</i> .....		X
<b>12a</b> Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i> .....		X
<b>b</b> Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i> .....	X	
<b>13</b> Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i> .....		X
<b>14a</b> Did the organization maintain an office, employees, or agents outside of the United States? .....		X
<b>b</b> Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i> .....	X	
<b>15</b> Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i> .....	X	
<b>16</b> 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? <i>If "Yes," complete Schedule F, Parts III and IV</i> .....		X
<b>17</b> Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? <i>If "Yes," complete Schedule G, Part I</i> .....	X	
<b>18</b> Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i> .....	X	
<b>19</b> Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i> .....		X
<b>20a</b> Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i> .....		X
<b>b</b> If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return? .....		
<b>21</b> 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? <i>If "Yes," complete Schedule I, Parts I and II</i> .....	X	

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

	Yes	No
<b>22</b> Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i> .....	X	
<b>23</b> 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? <i>If "Yes," complete Schedule J</i> .....	X	
<b>24a</b> Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than \$100,000 as of the last day of the year, that was issued after December 31, 2002? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25a</i> .....		X
<b>b</b> Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception? .....		
<b>c</b> Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds? .....		
<b>d</b> Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year? .....		
<b>25a Section 501(c)(3), 501(c)(4), and 501(c)(29) organizations.</b> Did the organization engage in an excess benefit transaction with a disqualified person during the year? <i>If "Yes," complete Schedule L, Part I</i> .....		X
<b>b</b> Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? <i>If "Yes," complete Schedule L, Part I</i> .....		X
<b>26</b> 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> .....		X
<b>27</b> Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i> .....		X
<b>28</b> Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions, for applicable filing thresholds, conditions, and exceptions):		
<b>a</b> A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>b</b> A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>c</b> A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i> .....		X
<b>29</b> Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> .....	X	
<b>30</b> Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i> .....		X
<b>31</b> Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i> .....		X
<b>32</b> Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i> .....		X
<b>33</b> Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301.7701-2 and 301.7701-3? <i>If "Yes," complete Schedule R, Part I</i> .....	X	
<b>34</b> Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i> .....	X	
<b>35a</b> Did the organization have a controlled entity within the meaning of section 512(b)(13)? .....	X	
<b>b</b> If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i> .....	X	
<b>36 Section 501(c)(3) organizations.</b> Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> .....		X
<b>37</b> Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? <i>If "Yes," complete Schedule R, Part VI</i> .....		X
<b>38</b> Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? .....	X	

**Note:** All Form 990 filers are required to complete Schedule O

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

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

	Yes	No
<b>1a</b> Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable .....		
<b>b</b> Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable .....		
<b>c</b> Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners? .....	X	

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

		Yes	No
<b>2a</b>	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		
	<b>2a</b> 734		
<b>b</b>	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	X	
	<b>Note:</b> If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)		
<b>3a</b>	Did the organization have unrelated business gross income of \$1,000 or more during the year?	X	
<b>b</b>	If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O	X	
<b>4a</b>	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	X	
<b>b</b>	If "Yes," enter the name of the foreign country <b>Costa Rica</b> See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).		
<b>5a</b>	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?		X
<b>b</b>	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		X
<b>c</b>	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?		
<b>6a</b>	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		X
<b>b</b>	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
<b>7</b>	<b>Organizations that may receive deductible contributions under section 170(c).</b>		
<b>a</b>	Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?		X
<b>b</b>	If "Yes," did the organization notify the donor of the value of the goods or services provided?		
<b>c</b>	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		X
<b>d</b>	If "Yes," indicate the number of Forms 8282 filed during the year		
	<b>7d</b>		
<b>e</b>	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?		X
<b>f</b>	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?		X
<b>g</b>	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?		
<b>h</b>	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?		
<b>8</b>	<b>Sponsoring organizations maintaining donor advised funds.</b> Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?		
<b>9</b>	<b>Sponsoring organizations maintaining donor advised funds.</b>		
<b>a</b>	Did the sponsoring organization make any taxable distributions under section 4966?		
<b>b</b>	Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?		
<b>10</b>	<b>Section 501(c)(7) organizations.</b> Enter:		
<b>a</b>	Initiation fees and capital contributions included on Part VIII, line 12	<b>10a</b>	
<b>b</b>	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	<b>10b</b>	
<b>11</b>	<b>Section 501(c)(12) organizations.</b> Enter:		
<b>a</b>	Gross income from members or shareholders	<b>11a</b>	
<b>b</b>	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	<b>11b</b>	
<b>12a</b>	<b>Section 4947(a)(1) non-exempt charitable trusts.</b> Is the organization filing Form 990 in lieu of Form 1041?	<b>12a</b>	
<b>b</b>	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	<b>12b</b>	
<b>13</b>	<b>Section 501(c)(29) qualified nonprofit health insurance issuers.</b>		
<b>a</b>	Is the organization licensed to issue qualified health plans in more than one state? <b>Note:</b> See the instructions for additional information the organization must report on Schedule O.	<b>13a</b>	
<b>b</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	<b>13b</b>	
<b>c</b>	Enter the amount of reserves on hand	<b>13c</b>	
<b>14a</b>	Did the organization receive any payments for indoor tanning services during the tax year?	<b>14a</b>	X
<b>b</b>	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O	<b>14b</b>	
<b>15</b>	Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year? If "Yes," see instructions and file Form 4720, Schedule N.	<b>15</b>	X
<b>16</b>	Is the organization an educational institution subject to the section 4968 excise tax on net investment income? If "Yes," complete Form 4720, Schedule O.	<b>16</b>	X

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

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

**Section A. Governing Body and Management**

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

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

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

**Section C. Disclosure**

- 17** List the states with which a copy of this Form 990 is required to be filed  None
- 18** Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.  
 Own website     Another's website     Upon request     Other (explain on Schedule O)
- 19** Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.
- 20** State the name, address, and telephone number of the person who possesses the organization's books and records   
 Daniel R Mellema - 719-531-3400  
 8605 Explorer Dr, Colorado Springs, CO 80920

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

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

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

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

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

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) James D Daly President / CEO	45.00 1.00	X		X				322,947.	0.	37,869.
(2) Ken Windebank Chief Operating Officer	45.00 1.00				X			252,148.	0.	36,170.
(3) Daniel R Mellema Treasurer / CFO	45.00 1.00			X				222,906.	0.	27,500.
(4) Joel Vaughan Chief Staff Officer	45.00				X			196,908.	0.	32,823.
(5) Timothy Sawer Chief Marketing and Content Officer	45.00				X			182,145.	0.	31,244.
(6) Tim Goeglein Vice President	45.00					X		170,909.	0.	31,462.
(7) John Fuller Vice President	45.00					X		149,694.	0.	30,194.
(8) Greg Smalley Vice President	45.00					X		145,094.	0.	25,387.
(9) Kurt Leander Vice President	45.00					X		143,886.	0.	29,493.
(10) Mark Pyatt Vice President	40.00					X		140,033.	0.	29,506.
(11) Robert Wood Former Chief Information Officer	45.00						X	140,879.	0.	0.
(12) Greg King Chairman / Board Member	5.00 1.00	X		X				0.	0.	0.
(13) Patricia Esser Vice Chairman / Board Member	5.00 1.00	X		X				0.	0.	0.
(14) Jim DeWitt Board member	5.00	X						0.	0.	0.
(15) Richard S. Lytle Board member	5.00	X						0.	0.	0.
(16) Ruben Mendoza Board member	5.00	X						0.	0.	0.
(17) Steve Pierik Board member	5.00	X						0.	0.	0.



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

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) Al Pittman Board member	5.00	X					0.	0.	0.	
(19) Stephen Quinn Board member	5.00	X					0.	0.	0.	
(20) Dr. Deryck J van Rensburg Board member	5.00	X					0.	0.	0.	
(21) Christine Arnzen (part year) Board member	5.00	X					0.	0.	0.	
(22) Emily Chang (part year) Board member	5.00	X					0.	0.	0.	
(23) Lee Torrence (part year) Board member	5.00	X					0.	0.	0.	
(24) Stu Mendelsohn Secretary	5.00 1.00			X			0.	0.	0.	
<b>1b Subtotal</b>							2,067,549.	0.	311,648.	
<b>c Total from continuation sheets to Part VII, Section A</b>							0.	0.	0.	
<b>d Total (add lines 1b and 1c)</b>							2,067,549.	0.	311,648.	

**2** Total number of individuals (including but not limited to those listed above) who received more than \$100,000 of reportable compensation from the organization 45

	Yes	No
<b>3</b> Did the organization list any <b>former</b> officer, director, trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	X	
<b>4</b> For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? <i>If "Yes," complete Schedule J for such individual</i>	X	
<b>5</b> Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? <i>If "Yes," complete Schedule J for such person</i>		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
Ambassador Advertising Agency 1641 Langley, Irvine, CA 92614	Airtime and Advertising	7,854,787.
Japs-Olson Company, 7500 Excelsior Blvd, St Louis Park, MN 55426	Printing Services	3,231,859.
Salem Media Group Inc 4880 Santa Rosa Rd, Camarillo, CA 93012	Airtime	2,854,089.
Fox News Network LLC 1211 Avenue of the Americas 2nd Flr, New Yo	Advertising	1,032,880.
Royle Printing Co 745 South Bird St, Sun Prairie, WI 53590	Printing Services	1,025,030.

**2** Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 52

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## Part VIII Statement of Revenue

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

			(A)	(B)	(C)	(D)	
			Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514	
<b>Contributions, Gifts, Grants and Other Similar Amounts</b>	<b>1 a</b> Federated campaigns .....	<b>1a</b>	325,856.				
	<b>b</b> Membership dues .....	<b>1b</b>					
	<b>c</b> Fundraising events .....	<b>1c</b>	10,342,436.				
	<b>d</b> Related organizations .....	<b>1d</b>					
	<b>e</b> Government grants (contributions) .....	<b>1e</b>					
	<b>f</b> All other contributions, gifts, grants, and similar amounts not included above ...	<b>1f</b>	98,461,858.				
	<b>g</b> Noncash contributions included in lines 1a-1f	<b>1g</b>	\$ 3,093,443.				
	<b>h Total.</b> Add lines 1a-1f .....			109,130,150.			
<b>Program Service Revenue</b>	<b>2 a</b> Event income	<b>Business Code</b>					
		900099	6,216,937.	6,216,937.			
	<b>b</b> Focus Newspaper Column	511110	25,005.	25,005.			
	<b>c</b> .....						
	<b>d</b> .....						
	<b>e</b> .....						
	<b>f</b> All other program service revenue .....	512000					
	<b>g Total.</b> Add lines 2a-2f .....			6,241,942.			
<b>Other Revenue</b>	<b>3</b> Investment income (including dividends, interest, and other similar amounts) .....		1,017,028.			1,017,028.	
	<b>4</b> Income from investment of tax-exempt bond proceeds .....						
	<b>5</b> Royalties .....		1,919,881.			1,919,881.	
	<b>6 a</b> Gross rents .....	<b>6a</b>	(i) Real	1,078,871.	340.		
			(ii) Personal				
	<b>b</b> Less: rental expenses ...	<b>6b</b>	0.	0.			
	<b>c</b> Rental income or (loss)	<b>6c</b>	1,078,871.	340.			
	<b>d</b> Net rental income or (loss) .....			1,079,211.	340.	1,078,871.	
	<b>7 a</b> Gross amount from sales of assets other than inventory	<b>7a</b>	(i) Securities	1,998,959.			
			(ii) Other				
	<b>b</b> Less: cost or other basis and sales expenses .....	<b>7b</b>	1,990,911.	178,091.			
	<b>c</b> Gain or (loss) .....	<b>7c</b>	8,048.	<178,091.>			
<b>d</b> Net gain or (loss) .....			<170,043.>		<170,043.>		
<b>8 a</b> Gross income from fundraising events (not including \$ 10,342,436. of contributions reported on line 1c). See Part IV, line 18 .....	<b>8a</b>		62,800.				
<b>b</b> Less: direct expenses .....	<b>8b</b>	1,528,120.					
<b>c</b> Net income or (loss) from fundraising events .....			<1,465,320.>		<1,465,320.>		
<b>9 a</b> Gross income from gaming activities. See Part IV, line 19 .....	<b>9a</b>						
<b>b</b> Less: direct expenses .....	<b>9b</b>						
<b>c</b> Net income or (loss) from gaming activities .....							
<b>10 a</b> Gross sales of inventory, less returns and allowances .....	<b>10a</b>		9,602,591.				
<b>b</b> Less: cost of goods sold .....	<b>10b</b>	1,854,313.					
<b>c</b> Net income or (loss) from sales of inventory .....			7,748,278.	7,748,278.			
<b>Miscellaneous Revenue</b>	<b>11 a</b> Tenant Svc Inc	<b>Business Code</b>					
		531390	379,791.		379,791.		
	<b>b</b> Advertising	541800	56,324.		56,324.		
	<b>c</b> Joint Venture Loss	900099	<47,131.>			<47,131.>	
	<b>d</b> All other revenue .....	900099	618,893.	618,730.	163.		
	<b>e Total.</b> Add lines 11a-11d .....			1,007,877.			
<b>12 Total revenue.</b> See instructions .....			126,509,004.	14,608,950.	436,618.	2,333,286.	

# NOT REQUIRED TO FILE WITH IRS

**Part IX Statement of Functional Expenses**

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

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

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
<b>1</b> Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21 ...	1,256,869.	1,256,869.		
<b>2</b> Grants and other assistance to domestic individuals. See Part IV, line 22 .....	1,469,351.	1,469,351.		
<b>3</b> Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16 .....	468,250.	468,250.		
<b>4</b> Benefits paid to or for members .....				
<b>5</b> Compensation of current officers, directors, trustees, and key employees .....	1,354,730.	1,133,206.	104,321.	117,203.
<b>6</b> Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B) .....				
<b>7</b> Other salaries and wages .....	38,414,279.	32,061,630.	3,038,203.	3,314,446.
<b>8</b> Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions) .....	1,295,946.	1,081,648.	102,500.	111,798.
<b>9</b> Other employee benefits .....	7,507,227.	6,439,153.	398,789.	669,285.
<b>10</b> Payroll taxes .....	2,731,595.	2,338,942.	146,563.	246,090.
<b>11</b> Fees for services (nonemployees):				
<b>a</b> Management .....				
<b>b</b> Legal .....	393,587.	317,544.	76,043.	
<b>c</b> Accounting .....	58,400.		58,400.	
<b>d</b> Lobbying .....				
<b>e</b> Professional fundraising services. See Part IV, line 17 .....	186,335.			186,335.
<b>f</b> Investment management fees .....				
<b>g</b> Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch. O.) .....	6,233,966.	5,987,926.	161,316.	84,724.
<b>12</b> Advertising and promotion .....	7,092,932.	6,142,633.	4,220.	946,079.
<b>13</b> Office expenses .....	868,799.	560,683.	175,138.	132,978.
<b>14</b> Information technology .....	5,335,431.	4,057,295.	1,000,448.	277,688.
<b>15</b> Royalties .....	692,324.	692,324.		
<b>16</b> Occupancy .....	3,649,862.	3,236,598.	338,970.	74,294.
<b>17</b> Travel .....	988,845.	678,895.	20,885.	289,065.
<b>18</b> Payments of travel or entertainment expenses for any federal, state, or local public officials ...				
<b>19</b> Conferences, conventions, and meetings .....	385,790.	311,609.	44,641.	29,540.
<b>20</b> Interest .....				
<b>21</b> Payments to affiliates .....				
<b>22</b> Depreciation, depletion, and amortization .....	4,227,331.	3,297,419.	810,728.	119,184.
<b>23</b> Insurance .....	557,799.		557,799.	
<b>24</b> 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.)				
<b>a</b> Radio, TV & Film .....	10,151,482.	10,051,310.		100,172.
<b>b</b> Postage & Shipping .....	2,698,863.	2,401,445.	40,823.	256,595.
<b>c</b> Printing & Publications .....	2,281,747.	1,879,703.	8,050.	393,994.
<b>d</b> Misc Project Expense .....	2,281,539.	2,240,097.	2,933.	38,509.
<b>e</b> All other expenses .....	305,749.	135,667.	165,072.	5,010.
<b>25</b> Total functional expenses. Add lines 1 through 24e	102,889,028.	88,240,197.	7,255,842.	7,392,989.
<b>26</b> Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation.				
Check here <input checked="" type="checkbox"/> if following SOP 98-2 (ASC 958-720)	11,995,378.	10,366,441.	0.	1,628,937.

# NOT REQUIRED TO FILE WITH IRS

**Part X Balance Sheet**

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

				(A)		(B)
				Beginning of year		End of year
<b>Assets</b>	<b>1</b> Cash - non-interest-bearing .....			3,561.	<b>1</b>	4,699.
	<b>2</b> Savings and temporary cash investments .....			17,133,740.	<b>2</b>	40,740,506.
	<b>3</b> Pledges and grants receivable, net .....			101,367.	<b>3</b>	367,846.
	<b>4</b> Accounts receivable, net .....			873,998.	<b>4</b>	769,282.
	<b>5</b> 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 .....				<b>5</b>	
	<b>6</b> Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B) .....				<b>6</b>	
	<b>7</b> Notes and loans receivable, net .....			2,223,327.	<b>7</b>	1,653,138.
	<b>8</b> Inventories for sale or use .....			1,096,316.	<b>8</b>	1,243,584.
	<b>9</b> Prepaid expenses and deferred charges .....			4,992,218.	<b>9</b>	4,599,354.
	<b>10a</b> Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D .....	<b>10a</b>	105,800,540.			
	<b>b</b> Less: accumulated depreciation .....	<b>10b</b>	72,457,776.			
	<b>11</b> Investments - publicly traded securities .....			31,588,307.	<b>10c</b>	33,342,764.
	<b>12</b> Investments - other securities. See Part IV, line 11 .....			2,459,397.	<b>11</b>	997,581.
	<b>13</b> Investments - other securities. See Part IV, line 11 .....			9,756,794.	<b>12</b>	11,974,434.
	<b>14</b> Investments - program-related. See Part IV, line 11 .....			77,125.	<b>13</b>	172,595.
	<b>15</b> Intangible assets .....				<b>14</b>	
<b>16</b> Other assets. See Part IV, line 11 .....			1,005,277.	<b>15</b>	1,288,362.	
<b>16</b> <b>Total assets.</b> Add lines 1 through 15 (must equal line 33) .....			71,311,427.	<b>16</b>	97,154,145.	
<b>Liabilities</b>	<b>17</b> Accounts payable and accrued expenses .....			8,349,543.	<b>17</b>	9,624,448.
	<b>18</b> Grants payable .....				<b>18</b>	
	<b>19</b> Deferred revenue .....			5,128,806.	<b>19</b>	4,991,017.
	<b>20</b> Tax-exempt bond liabilities .....				<b>20</b>	
	<b>21</b> Escrow or custodial account liability. Complete Part IV of Schedule D .....				<b>21</b>	
	<b>22</b> Loans and other payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons .....				<b>22</b>	
	<b>23</b> Secured mortgages and notes payable to unrelated third parties .....				<b>23</b>	
	<b>24</b> Unsecured notes and loans payable to unrelated third parties .....				<b>24</b>	
	<b>25</b> Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D .....			2,422,975.	<b>25</b>	2,213,386.
	<b>26</b> <b>Total liabilities.</b> Add lines 17 through 25 .....			15,901,324.	<b>26</b>	16,828,851.
<b>Net Assets or Fund Balances</b>	<b>Organizations that follow FASB ASC 958, check here</b> <input checked="" type="checkbox"/>					
	<b>and complete lines 27, 28, 32, and 33.</b>					
	<b>27</b> Net assets without donor restrictions .....			42,007,583.	<b>27</b>	62,997,612.
	<b>28</b> Net assets with donor restrictions .....			13,402,520.	<b>28</b>	17,327,682.
	<b>Organizations that do not follow FASB ASC 958, check here</b> <input type="checkbox"/>					
	<b>and complete lines 29 through 33.</b>					
	<b>29</b> Capital stock or trust principal, or current funds .....				<b>29</b>	
	<b>30</b> Paid-in or capital surplus, or land, building, or equipment fund .....				<b>30</b>	
<b>31</b> Retained earnings, endowment, accumulated income, or other funds .....				<b>31</b>		
<b>32</b> Total net assets or fund balances .....			55,410,103.	<b>32</b>	80,325,294.	
<b>33</b> Total liabilities and net assets/fund balances .....			71,311,427.	<b>33</b>	97,154,145.	

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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

<b>1</b>	Total revenue (must equal Part VIII, column (A), line 12)	<b>1</b>	126,509,004.
<b>2</b>	Total expenses (must equal Part IX, column (A), line 25)	<b>2</b>	102,889,028.
<b>3</b>	Revenue less expenses. Subtract line 2 from line 1	<b>3</b>	23,619,976.
<b>4</b>	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	<b>4</b>	55,410,103.
<b>5</b>	Net unrealized gains (losses) on investments	<b>5</b>	<661,321.>
<b>6</b>	Donated services and use of facilities	<b>6</b>	
<b>7</b>	Investment expenses	<b>7</b>	
<b>8</b>	Prior period adjustments	<b>8</b>	
<b>9</b>	Other changes in net assets or fund balances (explain on Schedule O)	<b>9</b>	1,956,536.
<b>10</b>	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	<b>10</b>	80,325,294.

## Part XII Financial Statements and Reporting

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

	Yes	No
<b>1</b> Accounting method used to prepare the Form 990: <input type="checkbox"/> Cash <input checked="" type="checkbox"/> Accrual <input type="checkbox"/> Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.		
<b>2a</b> Were the organization's financial statements compiled or reviewed by an independent accountant? _____ If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis		X
<b>b</b> Were the organization's financial statements audited by an independent accountant? _____ If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both: <input type="checkbox"/> Separate basis <input checked="" type="checkbox"/> Consolidated basis <input type="checkbox"/> Both consolidated and separate basis	X	
<b>c</b> If "Yes" to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? _____ If the organization changed either its oversight process or selection process during the tax year, explain on Schedule O.	X	
<b>3a</b> As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133? _____		X
<b>b</b> If "Yes," did the organization undergo the required audit or audits? If the organization did not undergo the required audit or audits, explain why on Schedule O and describe any steps taken to undergo such audits _____		



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

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

### Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
<b>1</b> Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.") .....	75,156,766.	75,738,768.	82,633,920.	84,106,021.	109,130,150.	426,765,625.
<b>2</b> Tax revenues levied for the organization's benefit and either paid to or expended on its behalf .....						
<b>3</b> The value of services or facilities furnished by a governmental unit to the organization without charge .....						
<b>4 Total.</b> Add lines 1 through 3 .....	75,156,766.	75,738,768.	82,633,920.	84,106,021.	109,130,150.	426,765,625.
<b>5</b> The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f) .....						
<b>6 Public support.</b> Subtract line 5 from line 4.						426,765,625.

### Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) 2020	(f) Total
<b>7</b> Amounts from line 4 .....	75,156,766.	75,738,768.	82,633,920.	84,106,021.	109,130,150.	426,765,625.
<b>8</b> Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources .....	3,216,125.	3,454,674.	3,278,707.	2,996,734.	4,015,780.	16,962,020.
<b>9</b> Net income from unrelated business activities, whether or not the business is regularly carried on .....						
<b>10</b> Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.) .....	582,418.	789,881.	<331,127.>	477,901.	634,399.	2,153,472.
<b>11 Total support.</b> Add lines 7 through 10						445,881,117.
<b>12</b> Gross receipts from related activities, etc. (see instructions) .....					12	68,510,344.
<b>13 First 5 years.</b> If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and <b>stop here</b> .....						<input type="checkbox"/>

### Section C. Computation of Public Support Percentage

<b>14</b> Public support percentage for 2020 (line 6, column (f), divided by line 11, column (f)).....	<b>14</b>	95.71 %
<b>15</b> Public support percentage from 2019 Schedule A, Part II, line 14 .....	<b>15</b>	95.78 %
<b>16a 33 1/3% support test - 2020.</b> If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....	<input checked="" type="checkbox"/>	
<b>b 33 1/3% support test - 2019.</b> If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and <b>stop here.</b> The organization qualifies as a publicly supported organization .....	<input type="checkbox"/>	
<b>17a 10% -facts-and-circumstances test - 2020.</b> If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization .....	<input type="checkbox"/>	
<b>b 10% -facts-and-circumstances test - 2019.</b> If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the facts-and-circumstances test, check this box and <b>stop here.</b> Explain in Part VI how the organization meets the facts-and-circumstances test. The organization qualifies as a publicly supported organization .....	<input type="checkbox"/>	
<b>18 Private foundation.</b> If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions .....	<input type="checkbox"/>	

# NOT REQUIRED TO FILE WITH IRS

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

(Complete only if you checked the box on line 10 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

### Section A. Public Support

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

### Section B. Total Support

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

**14 First 5 years.** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and **stop here** .....

### Section C. Computation of Public Support Percentage

<b>15</b> Public support percentage for 2020 (line 8, column (f), divided by line 13, column (f)) .....	<b>15</b>	%
<b>16</b> Public support percentage from 2019 Schedule A, Part III, line 15 .....	<b>16</b>	%

### Section D. Computation of Investment Income Percentage

<b>17</b> Investment income percentage for 2020 (line 10c, column (f), divided by line 13, column (f)) .....	<b>17</b>	%
<b>18</b> Investment income percentage from 2019 Schedule A, Part III, line 17 .....	<b>18</b>	%

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

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

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



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## Part IV Supporting Organizations

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

### Section A. All Supporting Organizations

	Yes	No
<b>1</b> Are all of the organization's supported organizations listed by name in the organization's governing documents? <i>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.</i>		
<b>2</b> Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? <i>If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).</i>		
<b>3a</b> Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? <i>If "Yes," answer lines 3b and 3c below.</i>		
<b>b</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)? <i>If "Yes," describe in Part VI when and how the organization made the determination.</i>		
<b>c</b> Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? <i>If "Yes," explain in Part VI what controls the organization put in place to ensure such use.</i>		
<b>4a</b> Was any supported organization not organized in the United States ("foreign supported organization")? <i>If "Yes," and if you checked box 12a or 12b in Part I, answer lines 4b and 4c below.</i>		
<b>b</b> Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? <i>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.</i>		
<b>c</b> 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)? <i>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.</i>		
<b>5a</b> Did the organization add, substitute, or remove any supported organizations during the tax year? <i>If "Yes," answer lines 5b and 5c below (if applicable). Also, provide detail in Part VI, including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).</i>		
<b>b</b> <b>Type I or Type II only.</b> Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
<b>c</b> <b>Substitutions only.</b> Was the substitution the result of an event beyond the organization's control?		
<b>6</b> 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? <i>If "Yes," provide detail in Part VI.</i>		
<b>7</b> 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? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
<b>8</b> Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? <i>If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).</i>		
<b>9a</b> 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))? <i>If "Yes," provide detail in Part VI.</i>		
<b>b</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? <i>If "Yes," provide detail in Part VI.</i>		
<b>c</b> 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? <i>If "Yes," provide detail in Part VI.</i>		
<b>10a</b> 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)? <i>If "Yes," answer line 10b below.</i>		
<b>b</b> Did the organization have any excess business holdings in the tax year? <i>(Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)</i>		

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## Part IV Supporting Organizations (continued)

	Yes	No
<b>11</b> Has the organization accepted a gift or contribution from any of the following persons?		
<b>a</b> A person who directly or indirectly controls, either alone or together with persons described in lines 11b and 11c below, the governing body of a supported organization?		
<b>11a</b>		
<b>b</b> A family member of a person described in line 11a above?		
<b>11b</b>		
<b>c</b> A 35% controlled entity of a person described in line 11a or 11b above? If "Yes" to line 11a, 11b, or 11c, provide detail in Part VI.		
<b>11c</b>		

### Section B. Type I Supporting Organizations

	Yes	No
<b>1</b> Did the governing body, members of the governing body, officers acting in their official capacity, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's officers, 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 officers, directors, or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.		
<b>1</b>		
<b>2</b> 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.		
<b>2</b>		

### Section C. Type II Supporting Organizations

	Yes	No
<b>1</b> 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).		
<b>1</b>		

### Section D. All Type III Supporting Organizations

	Yes	No
<b>1</b> Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
<b>1</b>		
<b>2</b> 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).		
<b>2</b>		
<b>3</b> By reason of the relationship described in line 2, above, did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.		
<b>3</b>		

### Section E. Type III Functionally Integrated Supporting Organizations

<b>1</b> Check the box next to the method that the organization used to satisfy the Integral Part Test during the year (see instructions).			
<b>a</b> <input type="checkbox"/> The organization satisfied the Activities Test. Complete line 2 below.			
<b>b</b> <input type="checkbox"/> The organization is the parent of each of its supported organizations. Complete line 3 below.			
<b>c</b> <input type="checkbox"/> The organization supported a governmental entity. Describe in Part VI how you supported a governmental entity (see instructions).			
<b>2</b> Activities Test. Answer lines 2a and 2b below.			
<b>a</b> Did substantially all of the organization's activities during the tax year directly further the exempt purposes of the supported organization(s) to which the organization was responsive? If "Yes," then in Part VI identify those supported organizations and explain how these activities directly furthered their exempt purposes, how the organization was responsive to those supported organizations, and how the organization determined that these activities constituted substantially all of its activities.		Yes	No
<b>2a</b>			
<b>b</b> Did the activities described in line 2a, above, 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.			
<b>2b</b>			
<b>3</b> Parent of Supported Organizations. Answer lines 3a and 3b below.			
<b>a</b> Did the organization have the power to regularly appoint or elect a majority of the officers, directors, or trustees of each of the supported organizations? If "Yes" or "No" provide details in Part VI.			
<b>3a</b>			
<b>b</b> Did the organization exercise a substantial degree of direction over the policies, programs, and activities of each of its supported organizations? If "Yes," describe in Part VI the role played by the organization in this regard.			
<b>3b</b>			

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

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

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	<b>Adjusted Net Income</b> (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	<b>Total</b> (add lines 1a, 1b, and 1c)	1d	
e	<b>Discount</b> claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 0.015 of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by 0.035.	6	
7	Recoveries of prior-year distributions	7	
8	<b>Minimum Asset Amount</b> (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 0.85 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	<b>Distributable Amount.</b> Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

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

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

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

# NOT REQUIRED TO FILE WITH IRS

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

Schedule A, Part II, Line 10, Explanation for Other Income:

Miscellaneous

2016 Amount: \$ 582,418.

2017 Amount: \$ 789,881.

2018 Amount: \$ -331,127.

2019 Amount: \$ 477,901.

2020 Amount: \$ 571,599.

Event fees

2020 Amount: \$ 62,800.

Part I - Explanation of church status

Focus on the Family was organized in California under the Nonprofit Religious Corporation Law exclusively for religious purposes. We are presently classified by the IRS under IRC Section 170(b)(1)(A)(i) as a church and as an exempt organization under Section 501(c)(3).

According to the IRS, Focus on the Family is not required to file IRS Form 990 and we have elected not to file. Consequently, our Form 990 is not subject to Public Inspection, however, we plan to post a pro-forma 990 on our website and make copies available to donors.

# NOT REQUIRED TO FILE WITH IRS

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

## Political Campaign and Lobbying Activities

OMB No. 1545-0047

**2020**

Department of the Treasury  
Internal Revenue Service

For Organizations Exempt From Income Tax Under section 501(c) and section 527  
**▶ Complete if the organization is described below. ▶ Attach to Form 990 or Form 990-EZ.**  
**▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.**

Open to Public Inspection

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

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

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

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

**If the organization answered "Yes," on Form 990, Part IV, line 5 (Proxy Tax) (See separate instructions) or Form 990-EZ, Part V, line 35c (Proxy Tax) (See separate instructions), then**

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

Name of organization <i>Focus on the Family</i>	Employer identification number 95-3188150
--	--

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

- 1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.
- 2 Political campaign activity expenditures ..... ▶ \$ \_\_\_\_\_
- 3 Volunteer hours for political campaign activities ..... \_\_\_\_\_

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

- 1 Enter the amount of any excise tax incurred by the organization under section 4955 ..... ▶ \$ \_\_\_\_\_
- 2 Enter the amount of any excise tax incurred by organization managers under section 4955 ..... ▶ \$ \_\_\_\_\_
- 3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? .....  Yes  No
- 4a Was a correction made? .....  Yes  No
- b If "Yes," describe in Part IV.

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

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

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

For Paperwork Reduction Act Notice, see the Instructions for Form 990 or 990-EZ. Schedule C (Form 990 or 990-EZ) 2020

# NOT REQUIRED TO FILE WITH IRS

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

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

<b>Limits on Lobbying Expenditures</b> (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals												
<b>1a</b> Total lobbying expenditures to influence public opinion (grassroots lobbying) .....														
<b>b</b> Total lobbying expenditures to influence a legislative body (direct lobbying) .....														
<b>c</b> Total lobbying expenditures (add lines 1a and 1b) .....														
<b>d</b> Other exempt purpose expenditures .....														
<b>e</b> Total exempt purpose expenditures (add lines 1c and 1d) .....														
<b>f</b> Lobbying nontaxable amount. Enter the amount from the following table in both columns.														
<table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th style="width:35%;">If the amount on line 1e, column (a) or (b) is:</th> <th style="width:65%;">The lobbying nontaxable amount is:</th> </tr> </thead> <tbody> <tr> <td>Not over \$500,000</td> <td>20% of the amount on line 1e.</td> </tr> <tr> <td>Over \$500,000 but not over \$1,000,000</td> <td>\$100,000 plus 15% of the excess over \$500,000.</td> </tr> <tr> <td>Over \$1,000,000 but not over \$1,500,000</td> <td>\$175,000 plus 10% of the excess over \$1,000,000.</td> </tr> <tr> <td>Over \$1,500,000 but not over \$17,000,000</td> <td>\$225,000 plus 5% of the excess over \$1,500,000.</td> </tr> <tr> <td>Over \$17,000,000</td> <td>\$1,000,000.</td> </tr> </tbody> </table>	If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e.	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.	Over \$17,000,000	\$1,000,000.		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:													
Not over \$500,000	20% of the amount on line 1e.													
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000.													
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000.													
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000.													
Over \$17,000,000	\$1,000,000.													
<b>g</b> Grassroots nontaxable amount (enter 25% of line 1f) .....														
<b>h</b> Subtract line 1g from line 1a. If zero or less, enter -0- .....														
<b>i</b> Subtract line 1f from line 1c. If zero or less, enter -0- .....														
<b>j</b> If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? .....		<input type="checkbox"/> Yes <input type="checkbox"/> No												

**4-Year Averaging Period Under Section 501(h)**  
(Some organizations that made a section 501(h) election do not have to complete all of the five columns below. See the separate instructions for lines 2a through 2f.)

<b>Lobbying Expenditures During 4-Year Averaging Period</b>					
Calendar year (or fiscal year beginning in)	(a) 2017	(b) 2018	(c) 2019	(d) 2020	(e) Total
<b>2a</b> Lobbying nontaxable amount					
<b>b</b> Lobbying ceiling amount (150% of line 2a, column(e))					
<b>c</b> Total lobbying expenditures					
<b>d</b> Grassroots nontaxable amount					
<b>e</b> Grassroots ceiling amount (150% of line 2d, column (e))					
<b>f</b> Grassroots lobbying expenditures					

# NOT REQUIRED TO FILE WITH IRS

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

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

	(a)		(b)
	Yes	No	Amount
<b>1</b> During the year, did the filing organization attempt to influence foreign, national, state, or local legislation, including any attempt to influence public opinion on a legislative matter or referendum, through the use of:			
<b>a</b> Volunteers? .....		X	
<b>b</b> Paid staff or management (include compensation in expenses reported on lines 1c through 1i)? ..	X		
<b>c</b> Media advertisements? .....		X	
<b>d</b> Mailings to members, legislators, or the public? .....	X		1,216.
<b>e</b> Publications, or published or broadcast statements? .....	X		37,837.
<b>f</b> Grants to other organizations for lobbying purposes? .....		X	
<b>g</b> Direct contact with legislators, their staffs, government officials, or a legislative body? .....		X	
<b>h</b> Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means? .....		X	
<b>i</b> Other activities? .....		X	
<b>j</b> Total. Add lines 1c through 1i .....			39,053.
<b>2a</b> Did the activities in line 1 cause the organization to be not described in section 501(c)(3)? .....		X	
<b>b</b> If "Yes," enter the amount of any tax incurred under section 4912 .....			
<b>c</b> If "Yes," enter the amount of any tax incurred by organization managers under section 4912 .....			
<b>d</b> If the filing organization incurred a section 4912 tax, did it file Form 4720 for this year? .....			

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

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

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

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

**Part IV Supplemental Information**

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

Part II-B, Line 1 Activities

Focus on the Family took part in activities to oppose New Jersey Public

Question 1 legalizing recreational marijuana, South Dakota Constitutional

Amendment A and Measure 26 to legalize recreational and medical marijuana

and Montana CI-118 and I-190 - marijuana legalization initiatives.

Focus on the Family took part in activities to support Colorado



# NOT REQUIRED TO FILE WITH IRS

**Part IV** Supplemental Information *(continued)*

Proposition 115 to ban abortions after 22 weeks, Louisiana "Love Life"

Amendment 1, Washington Referendum 90 to protect children and keep

education policy local and supported state legislation to protect gender

confused children.

# NOT REQUIRED TO FILE WITH IRS

## SCHEDULE D (Form 990)

Department of the Treasury  
Internal Revenue Service

## Supplemental Financial Statements

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

▶ Attach to Form 990.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

# 2020

Open to Public Inspection

Name of the organization Focus on the Family Employer identification number 95-3188150

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

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

### Part II Conservation Easements. Complete if the organization answered "Yes" 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

Protection of natural habitat  Preservation of a certified historic structure

Preservation of open space

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

	Held at the End of the Tax Year
a Total number of conservation easements .....	2a
b Total acreage restricted by conservation easements .....	2b
c 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 .....	2d

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

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

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? .....

Yes  No

6 Staff and volunteer hours devoted to monitoring, inspecting, handling of violations, and enforcing conservation easements during the year ▶ \_\_\_\_\_

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

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and section 170(h)(4)(B)(ii)? .....

Yes  No

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

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

1a If the organization elected, as permitted under FASB ASC 958, not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide in Part XIII the text of the footnote to its financial statements that describes these items.

b If the organization elected, as permitted under FASB ASC 958, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items:

(i) Revenue included on Form 990, Part VIII, line 1 .....

(ii) Assets included in Form 990, Part X .....

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under FASB ASC 958 relating to these items:

a Revenue included on Form 990, Part VIII, line 1 .....

b Assets included in Form 990, Part X .....

# NOT REQUIRED TO FILE WITH IRS

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

- 3** Using the organization's acquisition, accession, and other records, check any of the following that make significant use of its collection items (check all that apply):
- a**  Public exhibition
  - b**  Scholarly research
  - c**  Preservation for future generations
  - d**  Loan or exchange program
  - e**  Other \_\_\_\_\_
- 4** Provide a description of the organization's collections and explain how they further the organization's exempt purpose in Part XIII.
- 5** During the year, did the organization solicit or receive donations of art, historical treasures, or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?  Yes  No

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

- 1a** Is the organization an agent, trustee, custodian or other intermediary for contributions or other assets not included on Form 990, Part X?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII and complete the following table:
- |  | Amount    |
|--|-----------|
| <b>c</b> Beginning balance             | <b>1c</b> |
| <b>d</b> Additions during the year     | <b>1d</b> |
| <b>e</b> Distributions during the year | <b>1e</b> |
| <b>f</b> Ending balance                | <b>1f</b> |
- 2a** Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability?  Yes  No
- b** If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII

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

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
<b>1a</b> Beginning of year balance	367,820.	348,973.	185,500.	175,773.	164,575.
<b>b</b> Contributions	100,000.		150,000.		
<b>c</b> Net investment earnings, gains, and losses	78,744.	18,847.	13,473.	9,727.	11,198.
<b>d</b> Grants or scholarships					
<b>e</b> Other expenditures for facilities and programs					
<b>f</b> Administrative expenses					
<b>g</b> End of year balance	546,564.	367,820.	348,973.	185,500.	175,773.

- 2** Provide the estimated percentage of the current year end balance (line 1g, column (a)) held as:
- a** Board designated or quasi-endowment  \_\_\_\_\_ %
  - b** Permanent endowment  100.0000 %
  - c** Term endowment  \_\_\_\_\_ %
- The percentages on lines 2a, 2b, and 2c should equal 100%.
- 3a** Are there endowment funds not in the possession of the organization that are held and administered for the organization by:
- |   | Yes                      | No                                  |
|---|--------------------------|-------------------------------------|
| <b>(i)</b> Unrelated organizations  | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| <b>(ii)</b> Related organizations   | <input type="checkbox"/> | <input checked="" type="checkbox"/> |
| <b>b</b> If "Yes" on line 3a(ii), are the related organizations listed as required on Schedule R? | <input type="checkbox"/> | <input type="checkbox"/>            |
- 4** Describe in Part XIII the intended uses of the organization's endowment funds.

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

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

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
<b>1a</b> Land	1,528,562.	5,785,405.		7,313,967.
<b>b</b> Buildings		63,083,650.	43,924,276.	19,159,374.
<b>c</b> Leasehold improvements				
<b>d</b> Equipment		26,454,247.	22,641,011.	3,813,236.
<b>e</b> Other		8,948,676.	5,892,489.	3,056,187.
<b>Total.</b> Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				33,342,764.

# NOT REQUIRED TO FILE WITH IRS

**Part VII Investments - Other Securities.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11b. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A) Gift Annuities - CA	334,866.	Cost
(B) Gift Annuities - Natl	10,501,223.	Cost
(C) Other Investments	1,138,345.	Cost
(D)		
(E)		
(F)		
(G)		
(H)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 12.)	11,974,434.	

**Part VIII Investments - Program Related.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11c. See Form 990, Part X, line 13.

(a) Description of investment	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
<b>Total.</b> (Col. (b) must equal Form 990, Part X, col. (B) line 13.)		

**Part IX Other Assets.**

Complete if the organization answered "Yes" on Form 990, Part IV, line 11d. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1)	
(2)	
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 15.)	

**Part X Other Liabilities.**

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

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) Deferred Annuities	2,213,386.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
<b>Total.</b> (Column (b) must equal Form 990, Part X, col. (B) line 25.)	2,213,386.

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 ...

# NOT REQUIRED TO FILE WITH IRS

## Part XI Reconciliation of Revenue per Audited Financial Statements With Revenue per Return.

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

<b>1</b>	Total revenue, gains, and other support per audited financial statements	<b>1</b>	131,186,652.
<b>2</b>	Amounts included on line 1 but not on Form 990, Part VIII, line 12:		
<b>a</b>	Net unrealized gains (losses) on investments	<b>2a</b>	<661,321.
<b>b</b>	Donated services and use of facilities	<b>2b</b>	
<b>c</b>	Recoveries of prior year grants	<b>2c</b>	
<b>d</b>	Other (Describe in Part XIII.)	<b>2d</b>	5,338,969.
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>	<b>2e</b>	4,677,648.
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>	<b>3</b>	126,509,004.
<b>4</b>	Amounts included on Form 990, Part VIII, line 12, but not on line 1:		
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b>	
<b>b</b>	Other (Describe in Part XIII.)	<b>4b</b>	
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>	<b>4c</b>	0.
<b>5</b>	Total revenue. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 12.)	<b>5</b>	126,509,004.

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

Complete if the organization answered "Yes" on Form 990, Part IV, line 12a.

<b>1</b>	Total expenses and losses per audited financial statements	<b>1</b>	106,271,461.
<b>2</b>	Amounts included on line 1 but not on Form 990, Part IX, line 25:		
<b>a</b>	Donated services and use of facilities	<b>2a</b>	
<b>b</b>	Prior year adjustments	<b>2b</b>	
<b>c</b>	Other losses	<b>2c</b>	
<b>d</b>	Other (Describe in Part XIII.)	<b>2d</b>	3,382,433.
<b>e</b>	Add lines <b>2a</b> through <b>2d</b>	<b>2e</b>	3,382,433.
<b>3</b>	Subtract line <b>2e</b> from line <b>1</b>	<b>3</b>	102,889,028.
<b>4</b>	Amounts included on Form 990, Part IX, line 25, but not on line 1:		
<b>a</b>	Investment expenses not included on Form 990, Part VIII, line 7b	<b>4a</b>	
<b>b</b>	Other (Describe in Part XIII.)	<b>4b</b>	
<b>c</b>	Add lines <b>4a</b> and <b>4b</b>	<b>4c</b>	0.
<b>5</b>	Total expenses. Add lines <b>3</b> and <b>4c</b> . (This must equal Form 990, Part I, line 18.)	<b>5</b>	102,889,028.

## Part XIII Supplemental Information.

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

Part III, line 4:

Paintings and sculptures created by Christian artists are on display throughout the organization's buildings. These works of art reflect the artist's expression of the beauty of God's creation and the expression of God's love in our relationships with Him and other Christians.

Part V, line 4:

This is a permanent endowment with no restriction on the use of any earned income.

The end of the year balance indicated on Schedule D, Part V, Line 1g, consists of a permanent endowment of \$341,000 (also classified as

# NOT REQUIRED TO FILE WITH IRS

**Part XIII** Supplemental Information *(continued)*

Permanently Restricted Net Assets on Form 990, Part X, Line 29) and

accumulated undesignated endowment earnings of \$205,564.

Part XI, Line 2d - Other Adjustments:

Present value adjustment (gift annuities)	1,956,536.
Cost of goods sold	1,854,313.
Fundraising event expenses	1,528,120.
Total to Schedule D, Part XI, Line 2d	5,338,969.

Part XII, Line 2d - Other Adjustments:

Cost of goods sold	1,854,313.
Fundraising event expenses	1,528,120.
Total to Schedule D, Part XII, Line 2d	3,382,433.

# NOT REQUIRED TO FILE WITH IRS

## SCHEDULE F (Form 990)

Department of the Treasury  
Internal Revenue Service

## 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](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

# 2020

Open to Public  
Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

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

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

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

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

(a) Region	(b) Number of offices in the region	(c) Number of employees, agents, and independent contractors in the region	(d) Activities conducted in 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
Central America and the Caribbean	0	0	Grants to recipients located in the region		91,196.
East Asia and the Pacific	0	0	Grants to recipients located in the region		168,030.
Middle East and North Africa	0	0	Grants to recipients located in the region		176,000.
Sub-Saharan Africa	0	0	Grants to recipients located in the region		33,024.
<b>3 a</b> Subtotal .....	0	0			468,250.
<b>b</b> Total from continuation sheets to Part I .....	0	0			0.
<b>c Totals</b> (add lines 3a and 3b) .....	0	0			468,250.

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

Schedule F (Form 990) 2020

# NOT REQUIRED TO FILE WITH IRS

**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)
		Central America and the Caribbean	Radio broadcasting, values education, parenting help, evangelism and App	91,196.	Wire Transfer	0.		
		East Asia and the Pacific	Strengthening marriages, values education, and family ministry	139,145.	Wire Transfer	3,285.	Books and materials	FMV
		Middle East and North Africa	Worldview training, values education, and strengthening marriages	176,000.	Wire Transfer	0.		
		East Asia and the Pacific	Values education and parenting help	17,800.	Wire Transfer	0.		
		Sub-Saharan Africa	Family ministry and orphan care work	32,994.	Wire Transfer	30.	Books and materials	FMV

**2** Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as a tax exempt 501(c)(3) organization by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter ..... ▶ \_\_\_\_\_ 5

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

See Part V for Column (d) descriptions





# NOT REQUIRED TO FILE WITH IRS

## Part IV Foreign Forms

- 1 Was the organization a U.S. transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926)* .....  Yes  No
- 2 Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to separately file Form 3520, Annual Return To Report Transactions With Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A; don't file with Form 990)* .....  Yes  No
- 3 Did the organization have an ownership interest in a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons With Respect to Certain Foreign Corporations (see Instructions for Form 5471)* .....  Yes  No
- 4 Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? *If "Yes," the organization may be required to file Form 8621, Information Return by a Shareholder of a Passive Foreign Investment Company or Qualified Electing Fund (see Instructions for Form 8621)* .....  Yes  No
- 5 Did the organization have an ownership interest in a foreign partnership during the tax year? *If "Yes," the organization may be required to file Form 8865, Return of U.S. Persons With Respect to Certain Foreign Partnerships (see Instructions for Form 8865)* .....  Yes  No
- 6 Did the organization have any operations in or related to any boycotting countries during the tax year? *If "Yes," the organization may be required to separately file Form 5713, International Boycott Report (see Instructions for Form 5713; don't file with Form 990)* .....  Yes  No

# NOT REQUIRED TO FILE WITH IRS

## **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.

Part I, Line 2:

Focus on the Family monitors the activities and uses of provided funds through quarterly impact reports and review of financial reports.

Part I, line 3:

Focus on the Family accounts for foreign expenditures according to the accrual basis of accounting using expense reports and other appropriate documentation.

Part II, Column (d):

Region: Central America and the Caribbean

(d) Purpose of Grant: Radio broadcasting, values education, parenting help, evangelism and App development and distribution



# NOT REQUIRED TO FILE WITH IRS

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

		(a) Event #1	(b) Event #2	(c) Other events None	(d) Total events (add col. (a) through col. (c))
		Vision Summit (event type)	Golf Challenge (event type)	(total number)	
Revenue	<b>1</b> Gross receipts .....	10,342,436.	62,800.		10,405,236.
	<b>2</b> Less: Contributions .....	10,342,436.			10,342,436.
	<b>3</b> Gross income (line 1 minus line 2) .....		62,800.		62,800.
Direct Expenses	<b>4</b> Cash prizes .....				
	<b>5</b> Noncash prizes .....				
	<b>6</b> Rent/facility costs .....	508,234.	4,500.		512,734.
	<b>7</b> Food and beverages .....	335,964.			335,964.
	<b>8</b> Entertainment .....	187,324.			187,324.
	<b>9</b> Other direct expenses .....	479,155.	12,943.		492,098.
	<b>10</b> Direct expense summary. Add lines 4 through 9 in column (d) .....				1,528,120.
<b>11</b> Net income summary. Subtract line 10 from line 3, column (d) .....				<1,465,320.>	

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

		(a) Bingo	(b) Pull tabs/instant bingo/progressive bingo	(c) Other gaming	(d) Total gaming (add col. (a) through col. (c))
Revenue	<b>1</b> Gross revenue .....				
Direct Expenses	<b>2</b> Cash prizes .....				
	<b>3</b> Noncash prizes .....				
	<b>4</b> Rent/facility costs .....				
	<b>5</b> Other direct expenses .....				
	<b>6</b> Volunteer labor .....	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	<input type="checkbox"/> Yes _____ % <input type="checkbox"/> No	
	<b>7</b> Direct expense summary. Add lines 2 through 5 in column (d) .....				
	<b>8</b> Net gaming income summary. Subtract line 7 from line 1, column (d) .....				

**9** Enter the state(s) in which the organization conducts gaming activities: \_\_\_\_\_  
**a** Is the organization licensed to conduct gaming activities in each of these states?  Yes  No  
**b** If "No," explain: \_\_\_\_\_

**10a** Were any of the organization's gaming licenses revoked, suspended, or terminated during the tax year?  Yes  No  
**b** If "Yes," explain: \_\_\_\_\_

# NOT REQUIRED TO FILE WITH IRS

- 11 Does the organization conduct gaming activities with nonmembers?  Yes  No
- 12 Is the organization a grantor, beneficiary or trustee of a trust, or a member of a partnership or other entity formed to administer charitable gaming?  Yes  No
- 13 Indicate the percentage of gaming activity conducted in:
  - a The organization's facility 

<b>13a</b>		%
<b>13b</b>		%
  - b An outside facility 

<b>13a</b>		%
<b>13b</b>		%
- 14 Enter the name and address of the person who prepares the organization's gaming/special events books and records:

Name ▶ \_\_\_\_\_

Address ▶ \_\_\_\_\_

- 15a Does the organization have a contract with a third party from whom the organization receives gaming revenue?  Yes  No

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

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

Name ▶ \_\_\_\_\_

Address ▶ \_\_\_\_\_

- 16 Gaming manager information:

Name ▶ \_\_\_\_\_

Gaming manager compensation ▶ \$ \_\_\_\_\_

Description of services provided ▶ \_\_\_\_\_

- Director/officer       Employee       Independent contractor

- 17 Mandatory distributions:

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

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

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

Part I, Line 2b, Column (v):

Focus on the Family has a contract with MDS Communications Corp to

provide planning and management consulting including conducting

telemarketing fundraising campaigns.



# NOT REQUIRED TO FILE WITH IRS

**SCHEDULE I**  
**(Form 990)**

Department of the Treasury  
Internal Revenue Service

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

Complete if the organization answered "Yes" on Form 990, Part IV, line 21 or 22.  
▶ **Attach to Form 990.**  
▶ **Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.**

OMB No. 1545-0047

# 2020

**Open to Public  
Inspection**

Name of the organization Employer identification number  
Focus on the Family 95-3188150

**Part I** **General Information on Grants and Assistance**

- 1** Does the organization maintain records to substantiate the amount of the grants or assistance, the grantees' eligibility for the grants or assistance, and the selection criteria used to award the grants or assistance?  **Yes**  **No**
- 2** Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

**Part II** **Grants and Other Assistance to Domestic Organizations and Domestic Governments.** Complete if the organization answered "Yes" on Form 990, Part IV, line 21, for any recipient that received more than \$5,000. Part II can be duplicated if additional space is needed.

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
Alpha Pregnancy Care Center Inc. 159B Remsen St Cohoes, NY 12407	14-1703551	501(c)(3)	0.	21,556.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Pregnancy Resource Center of the Valleys Inc. - 22 Liberty St - Bath, NY 14810	16-1509256	501(c)(3)	9,883.	51,756.	Purchase Price	Two Ultrasound Machines	Provide Medical Equipment and training
Sacramento Life Center 2316 Bell Executive Ln Sacramento, CA 95825	23-7182685	501(c)(3)	7,958.	0.			Provide Training
Hope in Northern Virginia Inc. 7297 Lee Highway Suite L Falls Church, VA 22042	23-7189096	501(c)(3)	0.	30,200.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Pregnancy Help Center of Chesterfield - 2675 Osborne Rd - Chester, VA 23831	27-2475403	501(c)(3)	10,000.	0.			Provide Training and Program Support
Alternate Avenues Resource Center 17057 Foothill Blvd, Ste 204 Fontana, CA 92335	33-0482936	501(c)(3)	21,000.	13,080.	Purchase Price	Ultrasound 4D Probes	Provide Medical Equipment, Training and Operating Ass't

**2** Enter total number of section 501(c)(3) and government organizations listed in the line 1 table ▶ 44.

**3** Enter total number of other organizations listed in the line 1 table ▶ 0.

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

Schedule I (Form 990) 2020



# NOT REQUIRED TO FILE WITH IRS

**Part II** Continuation of Grants and Other Assistance to Domestic Organizations and Domestic Governments (Schedule I (Form 990), Part II.)

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Aid for Women Inc 8 S Michigan Ave, Ste 1418 Chicago, IL 60603	36-2988483	501(c)(3)	29,126.	0.			Provide Training and Operating Ass't
We Care Pregnancy Center 403 N 5th St DeKalb, IL 60115	36-4205052	501(c)(3)	32,620.	30,200.	Purchase Price	Ultrasound Machine	Provide Medical Equipment, Training and Operating Ass't
Living Alternatives Pregnancy Resource Center - 1780 W Merchant St - Kankakee, IL 60901	37-1182626	501(c)(3)	10,016.	0.			Provide Training
Muskegon Pregnancy Services 1175 Wells Ave Muskegon, MI 49442	38-2611744	501(c)(3)	24,500.	0.			Provide Training and Operating Ass't
The Human Choice of Iowa 1355 50th St, Ste 400 West Des Moines, IA 50266	45-3790483	501(c)(3)	8,377.	0.			Provide Training
Southside Crisis Pregnancy Center 1101 E 3rd St Farmville, WA 23901	54-1254898	501(c)(3)	0.	21,556.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Hope Women's Center 2740 Virginia Pkwy, #200 McKinney, TX 75071	56-2530679	501(c)(3)	14,000.	37,750.	Purchase Price	Ultrasound Machine	Provide Medical Equipment and Operating Ass't
First Step Women's Center 215 S Grand Ave W, Ste A Springfield, IL 62704	56-2669746	501(c)(3)	7,248.	0.			Provide training
DayBreak Inc. 1601 St Julian Pl Columbia, SC 29204	57-0760670	501(c)(3)	0.	21,556.	Purchase Price	Ultrasound Machine	Provide Medical Equipment

# NOT REQUIRED TO FILE WITH IRS

<b>Part II</b> Continuation of Grants and Other Assistance to Domestic Organizations and Domestic Governments (Schedule I (Form 990), Part II.)							
(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Sound Choice Pregnancy Clinic 1316 Wynnton Ct Columbus, GA 31906	58-0908581	501(c)(3)	1,000.	32,628.	Purchase Price	3D Probes	Provide Medical Equipment and training
Crisis Pregnancy Center of Central Arkansas Inc. - 2003 Fedley Dr - North Little Rock, AR 72114	58-1795647	501(c)(3)	2,000.	24,844.	Purchase Price	Ultrasound Machine	Provide Medical Equipment and training
PRC Medical of Douglas County 3030 Chapel Hill Rd Douglasville, GA 30135	58-1821544	501(c)(3)	5,051.	63,997.	Purchase Price	Ultrasound Machine	Provide Medical Equipment and Training
Choices Women's Clinic Inc 1851 W Colonial Dr Orlando, FL 32804	59-2343999	501(c)(3)	5,785.	0.			Provide Training
Pregnancy Care Center of Plant City - 304 N Collins St - Plant City, FL 33563	59-3139161	501(c)(3)	0.	20,650.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
A Beacon of Light 6201 W Main St, Ste 150 Maryville, IL 62062	61-1842730	501(c)(3)	10,000.	0.			Provide Training and Program Support
St Joseph's Helpers of Pulaski County - 2 Office Park Dr - Little Rock, AR 72211	71-0669058	501(c)(3)	0.	30,925.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
First Choice Health Services 2801 Coffee Rd, Ste A5 Modesto, CA 95355	77-0239794	501(c)(3)	5,303.	0.			Provide Training
Pregnancy Help Center of Galveston, Inc. - 1601 23rd St - Galveston, TX 77550	82-2360835	501(c)(3)	11,366.	0.			Provide Training

# NOT REQUIRED TO FILE WITH IRS

**Part II** Continuation of Grants and Other Assistance to Domestic Organizations and Domestic Governments (Schedule I (Form 990), Part II.)

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Westside Pregnancy Center 201 E Sunset Rd El Paso, TX 79922	84-1841145	501(c)(3)	10,000.	0.			Provide Training
Choices Pregnancy Centers of Greater Phoenix Inc. - 605 E Broadway Rd - Tempe, AZ 85282	86-0536082	501(c)(3)	0.	28,851.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Pregnancy Care Center of Grants Pass - 714 SE 8th St - Grants Pass, OR 97526	93-1025665	501(c)(3)	6,262.	0.			Provide Training
Pregnancy Resource Services of Kitsap County - 1736 NE Riddell Rd, Ste 120 - Bremerton, WA 98310	94-3097958	501(c)(3)	10,000.	0.			Provide Training and Program Support
Sierra Pregnancy & Health 1212 Coloma Way, Ste A Roseville, CA 95661	94-3333691	501(c)(3)	10,273.	0.			Provide Training
College Area Pregnancy Services Inc - 3750 Convoy St - San Diego, CA 92211	33-0782841	501(c)(3)	0.	35,253.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Santa Clarita Valley Pregnancy Center - 25174 Rye Canyon Rd - Santa Clarita, CA 91355	95-4069854	501(c)(3)	7,152.	0.			Provide Training
1st Way Pregnancy Support Services 3714 fairview Ave Johnsburg, IL 60051	36-3988414	501(c)(3)	6,453.	0.			Provide Training
The Rock Wellness Center 2755 Kensington Ave Philadelphia, PA 19134	20-0471983	501(c)(3)	10,000.	0.			Provide Training and Program Support

# NOT REQUIRED TO FILE WITH IRS

**Part II** Continuation of Grants and Other Assistance to Domestic Organizations and Domestic Governments (Schedule I (Form 990), Part II.)

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Life Center Inc. 825 Dundee Ave Elgin, IL 60120	36-3693224	501(c)(3)	7,577.	0.			Provide Training
Destiny for Women Health Center 2805 N Knoxville Ave Peoria, IL 61604	86-2306791	501(c)(3)	10,000.	0.			Provide Training and Program Support
Rezilientkidz 8675 Explorer Dr Colorado Springs, CO 80920	45-2158585	501(c)(3)	150,000.	0.			Provide Program Support
Shaohannah's Hope dba Show Hope 230 Franklin Rd, Ste 11JJ Franklin, TN 37064	32-0011220	501(c)(3)	70,000.	0.			Benevolence, Event Sponsorship and Training
Embrace Grace 700 W Bedford Euleess Rd Ste G Hurst, TX 76053	45-5202711	501(c)(3)	12,000.	0.			Provide Program Support
Motor Racing Outreach 5555 Concord Pkwy South Concord, NC 28027	58-1859610	501(c)(3)	10,000.	0.			Benevolence
March For Life 1317 8th St NW Washington, DC 20001	52-1059820	501(c)(3)	25,000.	0.			Provide Program Support
Live Action 2200 Wilson Blvd, Ste 102 Arlington, VA 22201	47-4347589	501(c)(3)	10,000.	0.			Event Sponsorship
Fox Valley Pregnancy Center 101 E State St South Elgin, IL 60177	36-3554765	501(c)(3)	36,000.	0.			Provide Program Support



# NOT REQUIRED TO FILE WITH IRS

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

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
Counseling assistance and benevolence to individuals	659	1,111,163.	0.		
Grants of books & materials for individuals	27436	0.	358,188.	Book	Books & materials

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

Part I, Line 2:

These requests for financial assistance are for a specific activity that is in agreement with our charitable purpose. We discuss the project involved and how the requested funds are going to be used. We also monitor the activities involved and request follow-up info as necessary.

# NOT REQUIRED TO FILE WITH IRS

## SCHEDULE J (Form 990)

## Compensation Information

OMB No. 1545-0047

# 2020

Open to Public  
Inspection

Department of the Treasury  
Internal Revenue Service

- For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
- ▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 23. ▶ Attach to Form 990.
- ▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

Name of the organization

Focus on the Family

Employer identification number

95-3188150

### Part I Questions Regarding Compensation

**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.

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> First-class or charter travel  | <input type="checkbox"/> Housing allowance or residence for personal use   |
| <input checked="" type="checkbox"/> Travel for companions          | <input type="checkbox"/> Payments for business use of personal residence   |
| <input type="checkbox"/> Tax indemnification and gross-up payments | <input type="checkbox"/> Health or social club dues or initiation fees     |
| <input type="checkbox"/> Discretionary spending account            | <input type="checkbox"/> 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

**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?

**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.

- |   |   |
|---|---|
| <input checked="" type="checkbox"/> Compensation committee          | <input type="checkbox"/> Written employment contract                                |
| <input type="checkbox"/> Independent compensation consultant        | <input checked="" type="checkbox"/> Compensation survey or study                    |
| <input checked="" type="checkbox"/> Form 990 of other organizations | <input checked="" type="checkbox"/> Approval by the board or compensation committee |

**4** During the year, did any person listed on Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:

**a** Receive a severance payment or change-of-control payment?

**b** Participate in or receive payment from a supplemental nonqualified retirement plan?

**c** Participate in or receive payment from an equity-based compensation arrangement?

If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III.

**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:

**a** The organization?

**b** Any related organization?

If "Yes" on line 5a or 5b, describe in Part III.

**6** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:

**a** The organization?

**b** Any related organization?

If "Yes" on line 6a or 6b, describe in Part III.

**7** For persons listed on Form 990, Part VII, Section A, line 1a, did the organization provide any nonfixed payments not described on lines 5 and 6? If "Yes," describe in Part III

**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

**9** If "Yes" on line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?

	Yes	No
<b>1b</b>	X	
<b>2</b>	X	
<b>4a</b>	X	
<b>4b</b>		X
<b>4c</b>		X
<b>5a</b>		X
<b>5b</b>		X
<b>6a</b>		X
<b>6b</b>		X
<b>7</b>	X	
<b>8</b>		X
<b>9</b>		

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

Schedule J (Form 990) 2020

# NOT REQUIRED TO FILE WITH IRS

**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.

(A) Name and Title	(i)	(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) James D Daly President / CEO	(i)	322,690.	230.	27.	17,187.	23,976.	364,110.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) Ken Windebank Chief Operating Officer	(i)	248,841.	3,230.	77.	15,488.	23,315.	290,951.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) Daniel R Mellema Treasurer / CFO	(i)	219,599.	3,230.	77.	13,426.	16,502.	252,834.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) Joel Vaughan Chief Staff Officer	(i)	193,601.	3,230.	77.	12,141.	22,861.	231,910.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) Timothy Sawer Chief Marketing and Content Officer	(i)	181,102.	991.	52.	10,562.	22,215.	214,922.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(6) Tim Goeglein Vice President	(i)	170,627.	230.	52.	10,780.	22,197.	203,886.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(7) John Fuller Vice President	(i)	149,437.	230.	27.	9,512.	22,136.	181,342.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(8) Greg Smalley Vice President	(i)	144,837.	230.	27.	4,705.	22,139.	171,938.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(9) Kurt Leander Vice President	(i)	137,159.	6,665.	62.	8,811.	22,086.	174,783.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(10) Mark Pyatt Vice President	(i)	139,726.	230.	77.	8,824.	22,087.	170,944.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(11) Robert Wood Former Chief Information Officer	(i)	0.	17,856.	123,023.	0.	0.	140,879.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							



# NOT REQUIRED TO FILE WITH IRS

**Part III Supplemental Information**

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

Part I, Line 1a:

Jim Daly has flown first-class for occasional domestic flights upgraded by the airline and for a bona fide business purpose. This is not included in taxable compensation.

Travel for companions was provided to Kurt Leander. The non-business cost of companion travel is included in employee's reportable compensation.

Part I, Line 3:

The Compensation Committee of the Board of Directors determines the compensation of the organization's CEO by reviewing salary data from non-profit religious and non-religious organizations of all sizes (smaller, larger and similar-sized). These deliberations and decisions regarding officer compensation are documented in the Compensation Committee minutes and records. The voting members of this committee are independent directors of the organization.

Part I, Line 4a:

Robert Wood, former Chief Information Officer, received severance pay of

# NOT REQUIRED TO FILE WITH IRS

**Part III** Supplemental Information

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

\$123,023.

Part I, Line 7:

Bonus payments are discretionary and performance related.

# NOT REQUIRED TO FILE WITH IRS

## SCHEDULE M (Form 990)

## Noncash Contributions

OMB No. 1545-0047

# 2020

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](http://www.irs.gov/Form990) for instructions and the latest information.

Name of the organization **Focus on the Family** Employer identification number **95-3188150**

Part I	Types of Property	(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1	Art - Works of art				
2	Art - Historical treasures				
3	Art - Fractional interests				
4	Books and publications				
5	Clothing and household goods	X		8,628	Thrift shop value
6	Cars and other vehicles				
7	Boats and planes				
8	Intellectual property				
9	Securities - Publicly traded	X	291	2,977,229	Fair market value
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 (Commodities)	X	29	106,854	Retail price
26	Other (Office Suppli)	X	4	732	Retail price
27	Other ( )				
28	Other ( )				

29 Number of Forms 8283 received by the organization during the tax year for contributions for which the organization completed Form 8283, Part V, Donee Acknowledgement **29** 0

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

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

Schedule M (Form 990) 2020

# NOT REQUIRED TO FILE WITH IRS

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

Schedule M, Part I, Column (b):

The number of contributions represent the number of contributions

received, not the number of items donated.

# NOT REQUIRED TO FILE WITH IRS

## SCHEDULE O (Form 990 or 990-EZ)

Department of the Treasury  
Internal Revenue Service

## Supplemental Information to Form 990 or 990-EZ

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

▶ Attach to Form 990 or 990-EZ.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for the latest information.

OMB No. 1545-0047

# 2020

Open to Public  
Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

Form 990, Part III, Line 4d, Other Program Services:

Advocacy for Children - Standing up for children who cannot speak for

themselves, as we help save the lives of preborn babies, support new

parents, and find forever, loving families for orphaned children.

Expenses \$ 12,854,255. incl grants of \$ 1,257,859. Revenue \$ 1,378,982.

Citizenship and Engaging the Culture - Equipping people and families to

engage the culture for Christ, to inspire families to live out Biblical

Citizenship, and transform the culture for Christ.

Expenses \$ 3,104,518. including grants of \$ 15,891. Revenue \$ 5,875.

Form 990, Part VI, Section B, line 11b:

Form 990 was prepared by an independent CPA firm. Form 990 was reviewed in

detail by the Audit Committee of the Board of Directors. A copy of the 990

was provided to all Board members before making it available on our website

and sharing it with donors.

Focus on the Family is not required to file Form 990 with the IRS and has

elected not to file with the IRS.

Form 990, Part VI, Section B, Line 12c:

Conflict of interest disclosure statements are signed by directors,

officers and all employees each year. Disclosure statements of the Board

of Directors are reviewed and addressed by Corporate Counsel annually. HR

reviews disclosure statements of officers and all employees.

# NOT REQUIRED TO FILE WITH IRS

Schedule O (Form 990 or 990-EZ) 2020

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Name of the organization Focus on the Family	Employer identification number 95-3188150
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For conflicts of interest involving members of the Board of Directors, the matter is referred to the Board for discussion and fact-finding. The independent Board members will vote whether the transaction is in the best interest of the organization and act in accordance with established procedures.

For conflicts of interest by employees, each matter is referred to the executive leadership for discussion and fact-finding. Executive leadership will decide whether the transaction is in the best interest of the organization and act in accordance with established procedures.

Form 990, Part VI, Section B, Line 15:

The Compensation Committee of the Board of Directors determines the compensation of the organization's CEO by reviewing salary data from non-profit religious and non-religious organizations of all sizes (smaller, larger and similar-sized). These deliberations and decisions regarding officer compensation are documented in the Compensation Committee minutes and records. The voting members of this committee are independent directors of the organization.

The Compensation Committee also annually reviews the compensation of other officers and key employees by reviewing salary data from non-profit religious and non-religious organizations of all sizes (smaller, larger and similar-sized). These deliberations and decisions regarding employee compensation are documented in the Compensation Committee minutes and records. The voting members of this committee are independent directors of the organization.

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Form 990, Part VI, Section C, Line 19:

The organization makes its organizing documents and policy statements available by written request. Also, the organization makes its Annual Financial Report and Forms 990 & 990-T for the previous three years freely available on its website.

Member election for additional members (Part VI, line 1a)

During the taxable year, three members retired from the Board of Directors and one new member was added to the Board of Directors.

Retiring Board members:

Christine Arnzen

Emily Chang

Lee. B. Torrence

New Board member:

Steve Pierik

Policies (Part VI, Section B, line 15b)

General disclosure regarding legal fees and corporate secretary:

Holland & Knight LLP, a law firm in which Stu Mendelsohn, Corporate Secretary for Focus on the Family (Focus) is a partner, provides legal counsel for Focus. His ownership in the law firm is less than 35%.

Compensation paid to Holland & Knight LLP during FYE September 30, 2021, was \$603,451 which includes legal services on a variety of matters including, but not limited to, litigation counsel, employee relations, tax matters, religious liberty developments, intellectual property guidance, consultation on property development and zoning

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regulations, public policy issues, and the reimbursement of expenses

incurred in providing expert legal services in the previously mentioned

matters. The Board at large has considered these fees and holds that

they are at or below market rates for the expertise required and the

variety of services performed.

Estimate of average hours per week devoted to related organizations

(Part VII)

The following individuals listed on Form 990, Part VII, Section A, Line

1a, devoted an average of 1 hour per week to a related organization:

Greg King

Patricia Esser

James D Daly

Daniel R Mellema

Stu Mendelsohn

Ken Windebank

Form 990, Part XI, line 9, Changes in Net Assets:

Present value adjustment (gift annuities) 1,956,536.

Schedule O - General Explanation Attachment

ORGANIZATIONAL MISSION STATEMENT

Focus on the Family is a nondenominational religious organization whose

primary objective is to be led by the Holy Spirit in sharing the Gospel

of Jesus Christ with as many people as possible by nurturing and



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affirming the God-ordained institution of the family and proclaiming biblical truths worldwide. The primary means of accomplishing these goals are radio broadcasts, periodicals, books, films, videos, internet and events which share the message with constituents, schools, churches and the public at large in the United States as well as around the world.

Focus on the Family was organized in California under the Nonprofit Religious Corporation Law exclusively for religious purposes. We are presently classified by the IRS under IRC Section 170(b)(1)(A)(i) as a church and as an exempt organization under Section 501(c)(3).

According to the IRS, Focus on the Family is not required to file IRS Form 990 and we have elected not to file. Consequently, our Form 990 is not subject to Public Inspection, however, we plan to post a pro-forma 990 on our website and make copies available to donors.

## Schedule O - General Explanation Attachment

### The Ministries of Focus on the Family

Focus on the Family, Colorado Springs, CO 80920 (719)531-3400

<http://www.FocusontheFamily.com>

There's more to Focus on the Family than meets the eye (or ear). Even those who listen regularly to our radio broadcast and have a fairly solid acquaintance with our purposes and philosophy might be surprised at the actual scope of our activities and involvement. From humble and simple beginnings - a book on child discipline and a 25-minute weekly broadcast which first aired in 1977, Focus on the Family has grown and expanded over the years to include a wide array of separate ministries under its umbrella. The following descriptions are intended to provide

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Schedule O (Form 990 or 990-EZ) 2020

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just a taste of the diversity of these programs, projects, and outreaches.

## General Explanation - Broadcast Ministries

### Focus on the Family Broadcast

([www.FocusontheFamily.com/broadcast](http://www.FocusontheFamily.com/broadcast))

The daily Focus on the Family Broadcast offers biblical, practical insights for families, with real help for marriage and parenting from families. Jim Daly and co-host John Fuller interview engaging guests, sharing stories, insights and some laughter, as well, in this 30-minute broadcast.

According to Nielsen measures the audience for this program is more than 6 million weekly - with a potential audience of 11 million weekly.

The vast radio network carrying the Focus on the Family (FOF) Broadcast continues to expand in the number of facilities and programs offered - heard on over 1,990 facilities (including terrestrial stations, their translators and satellite radio) in North America, with an estimated 700 outlets via streaming stations and other internet channels.

This daily broadcast is offered as a resource on audio CD, Podcast, MP3, online streaming audio, via mobile apps and on video via Youtube and Lightsource.com. The Focus on the Family Broadcast is also available on Salem Communication's OnePlace.com, TuneIn, Stitcher, Spotify, and IHeart Radio along with other web locations.

## General Explanation - Broadcast Ministries

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## Focus on the Family Commentary Broadcast

This 90-second practical and inspirational feature hosted by Focus on the Family President Jim Daly is carried every day by more than 200 "general market" (non-religious) radio facilities.

Families around the world are finding that the feature is meeting needs in their lives, as well. Not only is the English language commentary heard in the USA, but also in dozens of global cities such as Lagos and Johannesburg.

## General Explanation - Broadcast Ministries

### Focus on the Family Minute (FOFM) Broadcast

This 60-second radio feature spotlights excerpts from the Daily Focus on the Family broadcast. The "Minute" presents a snapshot of family help and encouragement while also serving as an introduction for new listeners to the Focus on the Family broadcast. FOFM now airs on an estimated total 1,600 outlets in the United States.

## General Explanation - Broadcast Ministries

### Focus on the Family Weekend (Christian and General Market)

Airing on over 1,000 facilities nationwide, 118 facilities in Canada, plus 62 outlets across the world, this weekly hour-long broadcast provides a variety of advice and encouragement about marriage, parenting, health, finances and entertainment. Designed for busy families, this replay of the week's best broadcasts is hosted by Jim Daly.

## General Explanation - Broadcast Ministries

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## Adventures In Odyssey Broadcast

For more than 35 years, Adventures in Odyssey has offered families hope, encouragement and important life lessons based on biblical truths. Intended especially for children ages 8 to 12, it is also applicable to all ages. The program reached an industry milestone in 2008, becoming the longest-running weekly drama with a consistent cast of characters! Then, in 2020, Adventures in Odyssey won Radio Broadcast of the year from the National Religious Broadcasters. Adventures in Odyssey, in both daily and weekly versions, is now heard on over 1,500 radio facilities worldwide. The program is also available online at [www.Adventuresinodyssey.com](http://www.Adventuresinodyssey.com) and on Salem Communication's OnePlace.com website.

## General Explanation - Broadcast Ministries

### Plugged In Entertainment Reviews Broadcast

Currently airing on more than 1,500 radio facilities and hosted by media experts Adam Holz, Paul Assay and Johnathan McKee, Plugged In's daily one-minute broadcast evaluates tv shows, music, DVDs, video games, apps and theatrical movie releases each week. Augmented by a variety of live interview opportunities, this feature remains very popular with stations and audiences.

## General Explanation - Broadcast Ministries

### Focus on the Family Radio Theatre Broadcast

Focus on the Family Radio Theatre is heard on 560 facilities each week. Radio Theatre features classic stories brought to life with motion-picture-quality cast and sound. Radio Theatre has received the prestigious Peabody Award for its productions of "Bonhoeffer: The Cost

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of Freedom" and "Oliver Twist." In addition to the regular placement of the program, Radio Theatre productions are occasionally offered as radio specials and carried by an additional network of interested outlets.

## General Explanation - Broadcast Ministries

### The Boundless Show

Boundless is an award-winning ministry for Christian young adults who want to pursue faith, relationships, and adulthood with confidence and joy. Through articles, a group blog, a weekly podcast, weekly radio broadcast on 275 facilities, and the power of community, we challenge 20- and 30- somethings to reject society's low expectations and live biblically and intentionally in all things, including relationships.

## General Explanation - Broadcast Ministries

### Enfoque a la Familia Broadcast

Enfoque a la Familia's mission is to reach the Hispanic community of the United States with the truth of the Gospel through strengthening and upholding the Hispanic family. The Enfoque a la Familia radio broadcast is currently airing on 162 facilities throughout the U.S. and on approximately 411 facilities outside the U.S.

## General Explanation - Broadcast Ministries

### Conectados Program

The Spanish-language version of the weekly Plugged In Movie Review feature is heard on 112 facilities in the United States and about 204 facilities around the world.

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## General Explanation - Broadcast Ministries

### Aventuras En Odisea

Launched in 2014, this Spanish broadcast mimics the English Adventures

in Odyssey broadcast. It offers families hope, encouragement and

important life lessons based on biblical truths especially to children

ages 8-12, but also applicable to all ages. It is heard on 309

facilities in the United States and around the world.

## General Explanation - Relationship Services

### Relationship Services

Each week brings thousands of contacts, via email, phone calls, letters

and social media, each seeking a response to unique requests associated

with Focus on the Family's 6 stated Foundational Values. This direct

communication is a vital link to the people we desire to serve. We also

moderate most of Focus on the Family Forums and Blogs. Additionally, we

reach out to members of the community, providing resources to those in

need. Those who contact us are treated with dignity, care, and

expertise. The many inquiries for information, advice, and

encouragement are fielded and supported by a well-trained staff of 70,

predominantly with earned degrees.

## General Explanation - Relationship Services

### Counseling Consultation and Referral Outreach

Many of those who contact our ministry require specialized care. Focus

on the Family is regularly called upon to assist and resource those

experiencing painful and often destructive situations. Marriages in

crisis, parenting dilemmas, pastoral leaders needing confidential care,

and even incidents of spousal and child abuse are not uncommon. These

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pleas receive a reply by phone on a one-to-one basis. Most contacts are prompted by our radio broadcasts, which touch off an avalanche of "pain mail" and cries for help. In addition to the radio broadcast, callers become aware of the counseling/consultation we offer through Focus on the Family websites, magazine articles, online video content and other ministry outreaches. Our staff of state-licensed mental health professionals, support staff, and pastoral counselors, respond to the critical letters and calls too complex for a mail, email, or other general response. No charge is made for consultation with the Focus on the Family counselor. Beyond this free consultation, when appropriate, callers are referred to Focus on the Family's marriage intensive counseling program or independent counselors around the nation who have been approved through a screening process for our Christian Counselors Network. Focus on the Family does not provide a categorical "endorsement" of therapists on the Christian Counselors Network nor does it provide ongoing professional therapy by phone via these phone responses.

## General Explanation - Relationship Services

### Online Ministries

Focus on the Family Website ([www.FocusontheFamily.com](http://www.FocusontheFamily.com))

The flagship website for Focus on the Family draws an average audience of more than 1,500,000 unique visitors per month, providing our constituents with ready access to reliable, practical, time-tested advice on marriage, parenting, life challenges and more. Through online articles, blogs, broadcasts, podcasts, streaming audio/video and community forums FocusontheFamily.com offers encouragement, inspiration and help for people of all ages. Visitors can search all of Focus on

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the Family's online content by topic, site or media type, finding the information they need whenever they need it.

## General Explanation - Relationship Services

### Family Resources - Book Publishing

Focus on the Family partners with several Christian publishers to create and distribute products including character building fiction for children, marriage advice, parenting help, and inspirational books for men and women. Most of these products are created by an in-house team of writers and editors, and are supported by literary contributions from talented authors.

## General Explanation - Relationship Services

### Films and Videos

Focus on the Family began its first film production in 1986 and has continued producing new programs that have been translated into more than 20 languages. Focus on the Family continues to seek the widest possible audiences for its videos. The subject matter in Focus on the Family videos includes marriage and parenting advice, Christian worldview curricula for adults, and both animated and live action character building videos for children. All of our original videos are scripted and filmed with Christian audiences in mind, although they are often enjoyed by a broader audience.

## General Explanation - Marriage

### Marriage ([www.focusonthefamily.com/marriage](http://www.focusonthefamily.com/marriage))

Our marriage ministry desires to passionately assist Christian couples To honor marriage (Hebrews 13:4) by keeping their own marriage strong



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and helping other couples have a strong marriage. We are dedicated to equipping couples with content, resources and experiences to help them build strong, lasting marriages that will have generational impact.

## General Explanation - Marriage

The Boundless Project ([www.boundless.org](http://www.boundless.org))

Boundless is an award-winning ministry for Christian young adults who want to pursue faith, relationships and adulthood with confidence and joy. Through articles, a group blog, a weekly podcast and the power of community, we challenge 20- and 30- somethings to reject society's low expectations and live biblically and intentionally in all things, including relationships.

## General Explanation - Marriage

Focus on the Family Retreat Center

([www.HopeRestored.com](http://www.HopeRestored.com))

This year, Focus on the Family Retreat Center helped more than 1,717 couples strengthen their marriage and family through a variety of different programs. 1,351 couples were served through Hope Restored intensive marriage counseling in 3-day, 4 day and 5 day programs. An additional 366 couples were served through various marriage enrichment programs that were hosted at our locations in Missouri, Michigan, and Georgia.

## General Explanation - Sanctity of Human Life

Adoption & Orphan Care Initiative: ([www.WaitNoMore.org](http://www.WaitNoMore.org))

Collaborate with partners on state and national foster care and adoption awareness campaigns, and coordinate efforts with government,

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church and foster/adoption agency leaders to help recruit temporary foster parents and permanent adoptive families for the more than 100,000 legal orphans (children in foster care who are legally free for adoption awaiting permanency) in the U.S. Focus also provides post-adoption support to families, which includes training Christian therapists to help foster and adoptive families.

## General Explanation - Sanctity of Human Life

Sanctity of Human Life ([www.focusonthefamily.com/prolife](http://www.focusonthefamily.com/prolife))  
Sanctity of Human Life (SOHL) is one of the pillars/core commitments of Focus on the Family; the SOHL team promotes awareness of the value of each human life and equips its constituents to nurture and protect the sanctity of human life from conception to natural death. Our primary initiatives are:

Option Ultrasound ([www.optionultrasound.org](http://www.optionultrasound.org))  
Provide grants for ultrasound machines, sonography training, and other capacity building grants to qualified Pregnancy Medical Clinics (PMCs) and Pregnancy Medical Centers (PRCs) in high abortion communities, equipping them to reach the women and men in their communities facing an unexpected pregnancy. This year we provided 200 grants, for a program total of 1,427 grants since program inception.

Benevolent Resources ([www.focusonthefamily.com/brp](http://www.focusonthefamily.com/brp))  
Provide through a benevolent program for pregnancy care organizations around the world \$500 yearly per center of educational, life-affirming medically-accurate resources for women facing unexpected pregnancies.

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General Explanation - Parenting

Parenting ([www.focusonthefamily.com/parenting](http://www.focusonthefamily.com/parenting))

It's impossible to estimate the number of emails, phone calls, and letters we've received over the years from parents thanking Focus on the Family for helping them raise their children. Our ministry has long been a trusted resource for parents. The parenting team will continue this tradition by equipping generations of parents with the biblical knowledge and tools to raise up their children in a vibrant faith.

General Explanation - Parenting

Pluggedin.com ([www.pluggedin.com](http://www.pluggedin.com))

Plugged In is Focus on the Family's media review and discernment website. We seek to provide families with the information that they need to make a wise choice regarding the myriad of entertainment options available via multiple platforms today. We review movies, music, television, video games, books and You Tube channels, as well as producing short-form radio segments in most of those areas as well. We typically publish 22 to 30 pieces of content a week, including reviews, blog posts, interviews, radio spots, vodcasts posted to YouTube and our weekly podcast. Our readership is around 600,000 unique visitors a month, which translates to roughly 800,000 sessions and about 1.8 million page views monthly. Our syndicated, one-minute PluggedIn Movie Review, reaches around 9.5 million listeners a month.

General Explanation - Parenting

Focus on the Family Magazine ([www.focusonthefamily.com/magazine](http://www.focusonthefamily.com/magazine))

The Media Publishing Group produces Focus on the Family magazine, a 48-page publication that is mailed six times per year to 200,000 homes.

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Our flagship magazine is produced for both married couples with children in the home and empty nest readers. The purpose of Focus on the Family magazine is to inform and provide resources to reinforce Focus on the Family's core marriage and parenting message on a regular basis and to inspire and equip families to thrive in Christ.

## General Explanation - Parenting

Focus on the Family Clubhouse Magazine ([www.clubhousemagazine.com](http://www.clubhousemagazine.com))

In serving more than 90,000 of our intermediate readers, ages eight to twelve, Focus on the Family Clubhouse presents a fun mix of contemporary and classic fiction, personality stories, fact articles, quizzes, devotionals, crafts and games all from a Christian perspective that help parents show kids a better understanding of their world and God's Word.

Focus on the Family Clubhouse Jr. Magazine ([www.clubhousejr.com](http://www.clubhousejr.com))

This colorful, high-quality magazine, geared for ages three to seven, contains short fiction, crafts, recipes, Bible stories, poems, and puzzles designed to delight the more than 55,000 families who receive it. An emphasis on Christian values and cognitive development makes this an ideal resource for families with pre-readers and early readers.

## General Explanation - Parenting

Adventures in Odyssey ([www.AdventuresInOdyssey.com](http://www.AdventuresInOdyssey.com))

Focus on the Family's Adventures in Odyssey meets the needs of kids of all ages, teaching them Christian values and growing their faith through audio drama. This site provides a way to listen to the latest episodes, news about upcoming stories, as well as an archive of

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previous episodes. Links to a podcast, books and other Adventures in Odyssey products pull kids further into the world of Odyssey.

## General Explanation - Parenting

TrueU ([www.trueu.org](http://www.trueu.org))

TrueU is a Christian worldview apologetics resource primarily intended for high school and early college audiences and can be used by youth groups, clubs, Sunday school classes, home-based small groups, homeschools, and individuals who want to strengthen their faith. The series consists of videos and study guides covering Christian/faith topics.

## General Explanation - Parenting

Physicians Resource Council

More than 25 U.S. and Canadian physicians representing diverse medical specialties serve as volunteers on the Focus on the Family Physicians Resource Council (PRC). The PRC works closely with our Medical Review department staff, and functions in a supportive, advisory capacity by providing our ministry with expert counsel regarding medical and health-related issues that relate to our broadcasts, publications, films, and other media.

## General Explanation - Parenting

Welcome Center / Bookstore / Whit's End

Approximately 230,000 people visit Focus on the Family's Welcome Center every year, where they can explore our ground level, which features a 10,000-square-foot Bookstore and Gift Shop filled with relevant and compelling resources and wholesome entertainment; the Solid Grounds

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Coffee Shop which offers free, self-serve coffee or tea; the G. Harvey

Gallery with an impressive display of art created especially for Focus

on the Family; various ministry-related displays; and our spacious

theater, which is host to a video on the history and mission of Focus

on the Family. Our lower level is home to

Whit's End Soda Shoppe, a turn-of-the-century soda fountain inspired by

the popular radio drama series Adventures in Odyssey (AIO); Kid's

Discovery Emporium with hand puppets and AIO costumes for play-acting

on a children's theatrical stage, our widely popular three-story

A-Bend-A-Go slide; video caves; play gym for ages 4-11; touch-screen

coloring books; a B-17 aircraft based on the Last Chance Detectives

video drama series; KYDS Radio Station for personally recording an AIO

Radio Drama and leaving with a souvenir CD and/or a digital download; a

colorful toddler room with close-to-the-floor climbing props (i.e.,

boat, tunnel, animals); and a hands-on Foley Museum and Narnia Room,

complete with a walk-through wardrobe. We also have Birthday Party

Rooms which can be reserved for free use for kid's birthday

celebrations.

Information is available at the Welcome Center regarding our Guided

Tours of the Administration Building, including the Gallery where our

Radio Broadcasts are recorded

General Explanation - Parenting

Adventures in Odyssey Club ([www.oaclub.org](http://www.oaclub.org))

For more than 30 years, parents and children have enjoyed Focus on the

Family's Adventures in Odyssey audio dramas. Now, families can join the

Adventures in Odyssey Club to access almost the entire library of

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episodes and receive daily devotions and other benefits aimed at helping children put their faith in action. Children today have so many media choices, and not all of them are positive. Through the Adventures in Odyssey Club, parents can trust their kids will receive engaging, faith-building material - all in a safe online environment. This interactive content builds on the lessons they've received and helps them grow in their walk with Jesus.

Club membership includes access to almost the show's entire library plus daily devotions. Members also receive exclusive new monthly episodes and video documentaries that give a behind-the-scenes look into the production of these stories. Other club features include hands-on activities, crafts and articles.

The club will also raise kids' awareness to needs around the world by highlighting partner organizations and their outreach efforts, including Christian Veterinary Mission, Operation Christmas Child and Compassion International. We have welcomed members from more than 90 countries and territories around the world. We also have dozens of Spanish-language audio dramas to our growing library.

## General Explanation - Public Policy

### Culture and Public Policy

Now more than ever, we at Focus on the Family recognize the need to make our voices heard in the public square. Protecting life, marriage and religious liberties are among the front burner issues that impact the family. Our Culture and Public Policy outreach addresses these issues and more through a number of venues. In-house experts grapple

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with contemporary social issues and then produce relevant educational  
and motivational resources for the Focus audience.

## General Explanation - Public Policy

Bring Your Bible to School Day ([www.bringyourbible.org](http://www.bringyourbible.org))

Bring Your Bible to School Day is a nationwide, student-led movement to  
read and treasure scripture as God's Holy Word, to encourage others  
with the hope we have in Christ Jesus, and to celebrate our religious  
freedoms in the United States. It all culminates with Bring Your Bible  
to School Day on the first Thursday of October. This event empowers  
Christian students of all ages to speak God's grace and truth into the  
culture around them, starting with two simple steps - bringing their  
Bibles to school and sharing what God's Word means to them.

Included in the Bring Your Bible program are the Live It Challenges.

The Live It Challenges offer students a way to keep the movement of  
Bring Your Bible to School Day going all year round! We are challenging  
students and families to put into practice the "Live It" portion of  
Bring Your Bible to School Day's "Bring It. Share It. Live It." motto.  
We provide monthly challenges - specific, tangible actions they can  
take to live out their faith and strengthen their relationship with  
Jesus Christ.

## General Explanation - Public Policy

Focus on the Family's Daily Citizen

The Daily Citizen is a multi-media platform that offers its readers  
news and analysis on cultural and public policy issues that dominate  
the headlines or are not seen in the mainstream media - all from a



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biblical worldview. The Daily Citizen, through magazine and web articles, social media, emails and newsletters seeks to inspire and equip men and women to live out biblical citizenship within their spheres of influence - whether that's in the boardroom, school room or the family room.

## General Explanation - Public Policy

### State Family Policy Councils

([www.focusonthefamily.com/socialissues/how-to-get-involved/state-policy](http://www.focusonthefamily.com/socialissues/how-to-get-involved/state-policy))

Since 1988, business and community leaders from across the nation have formed state-level organizations to invest in the future of America's families. Each Family Policy Council conducts policy analysis, promotes responsible and informed citizenship, facilitates strategic leadership involvement, and influences public opinion. Many of these councils also perform community and statewide work to foster a movement to affirm families. These councils are independent entities with no corporate or financial relationship to each other or to Focus on the Family.

However, they have a uniform purpose: serving as a voice for the family and assisting family advocates who aim to recapture the moral and intellectual high ground in the public arena.

## General Explanation - Public Policy

### "Focus on the Family" Newspaper Column

Each week millions of readers search for the answers to questions about family life. The "Focus on the Family" column features answers to family-related questions, fielded by Focus on the Family President Jim Daly with Focus on the Family experts. The column appears weekly in over 120 newspapers.

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General Explanation - Evangelism

Christian Worldview Ministry

At Focus we believe that every aspect of our lives - the way we engage

with our families, participate in the Body of Christ, carry out our

work, enjoy our free time, and relate to others - stems from our

understanding of who God is and who we are in Him. The goal of the

Content Development team is to awaken our constituents to God's Truth,

character, design, and purpose for all life by creating curricula for

small group study, Periodicals, children's programming, video

resources, and providing support for those teaching these vital

concepts and serving as impact partners in our society.

General Explanation - Evangelism

Social Media

Focus on the Family social media efforts span across multiple channels

including Facebook, Twitter, YouTube, Pinterest, blogs, etc. Our

combined social footprint includes over 5.54 million fans and

followers. The goal of this aspect of ministry is to bring our

message/help/services to the places/sites where families are today,

instead of waiting for them to come to our websites. We do this by

offering small excerpts of our content, contests, give-aways, tips,

links and free downloads. We also have a pro-active listening aspect of

our social media efforts, where we listen in the social media space

(not just our pages) for opportunities to provide help, resources &

counseling to families in need of our support.

General Explanation - Evangelism

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Focus on the Family Church Resources weekly e-mail

Designed with an emphasis on Pastoral Care and equipping, the goal of

Focus on the Family Church Resources is to offer weekly support and

encouragement to pastors and church leaders as they attempt to find

balance and health in their spiritual, emotional and physical lives.

General Explanation - Evangelism

Focus on the Family's The Focused Pastor Web Portal

(<https://www.thefocusedpastor.org>)

The website and online resource portal were created to come alongside

pastors as they endeavor to serve the Lord in these most difficult

days. The mission is to facilitate spiritual, emotional and physical

health in the life of the pastor and to provide resources and services

that would offer support and encouragement as church leaders navigate

family help issues for families in their church and ministry.

General Explanation - Evangelism

Pastoral Care Line

Relevant materials and referrals aid the Counseling departments in

facilitating the spiritual renewal of ministers and their families.

Time, financial, and relational pressures that are unique to ministry

in today's fast-paced culture are placing pastors' homes under attack

as never before. As a means of providing insight and encouragement to

counteract these destructive influences, several resources and services

are offered. Among these are a weekly e-mail and our toll-free Pastoral

Care Line, administered by our Counseling Department, which provides a

listening ear, referrals and advice to pastoral family members in

crisis. Focus on the Family Church Resources also continues to

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spearhead the effort to promote the observance of Clergy Appreciation

Month each October. The Pastoral Care Online Directory offers a list of

care giving ministries, books, audio downloads, videos, and other

resources.

General Explanation - Evangelism

Benevolence

Funding from our annual budget helps to provide tangible support to

those in need, primarily through distribution of various resources by

our Relationship Services, Counseling, Thriving Pastor and Pastoral

ministries.

General Explanation - Evangelism

INTERNATIONAL OUTREACH

The reach of Focus on the Family now extends to 120 countries. Focus

broadcasts can be heard from over 3,200 facilities from Vancouver to

Buenos Aires to Finland, from South Africa to Melbourne to China. The

distribution of print, audio, and video resources enhances our

international family-strengthening outreach.

Associate Offices

Through Focus on the Family's Associate offices the international

outreach of the ministry continues to expand. These independent

entities, founded and staffed by over 200 nationals, are working to

bring a message of hope to their countries. We now have Focus

International Associate offices in 14 countries: Australia, Canada,

China, Costa Rica, Ecuador, Egypt, Indonesia, India, Malaysia,

Mongolia, New Zealand, Singapore, South Africa and Taiwan.

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We also partner with various like-minded ministry organizations in upwards of 60 countries and regions to further expand our reach by offering our resources. For more information on our global efforts, please visit [focusonthefamily.com](http://focusonthefamily.com) and look for the globe.

## International Resources

An increasing number of Focus on the Family print and video resources are finding their way into homes all over the globe. Our resources have been translated into over 37 different languages, including Afrikaans, Japanese, Bulgarian, Chinese, Czech, Romanian, Russian, Spanish and Italian.

## Radio Outreach

We have approximately 2,600 facilities reaching a global audience in 49 countries. We broadcast in 4 languages: English, Mandarin, French and Spanish.

# NOT REQUIRED TO FILE WITH IRS

**SCHEDULE R**  
**(Form 990)**

Department of the Treasury  
Internal Revenue Service

## Related Organizations and Unrelated Partnerships

▶ Complete if the organization answered "Yes" on Form 990, Part IV, line 33, 34, 35b, 36, or 37.  
▶ Attach to Form 990.

▶ Go to [www.irs.gov/Form990](http://www.irs.gov/Form990) for instructions and the latest information.

OMB No. 1545-0047

**2020**

**Open to Public Inspection**

Name of the organization <p style="text-align: center;">Focus on the Family</p>	Employer identification number <p style="text-align: center;">95-3188150</p>
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**Part I Identification of Disregarded Entities.** Complete if the organization answered "Yes" on Form 990, Part IV, line 33.

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
Pine Creek Entertainment, LLC - 35-2475764 8605 Explorer Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ventures	Colorado	0.	638,223.	Focus on the Family
PC Music Alpha LLC - 38-3907779 8605 Explorer Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ventures	Colorado	0.	0.	Pine Creek Entertainment, LLC
PC Music Beta LLC - 61-1713929 8605 Explorer Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ventures	Colorado	0.	0.	Pine Creek Entertainment, LLC
PC Music Sigma LLC - 36-4763172 8605 Explorer Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ventures	Colorado	0.	0.	Pine Creek Entertainment, LLC

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
RezilientKidz - 45-2158585 8605 Explorer Dr Colorado Springs, CO 80920	Charitable, Educational & Scientific	Colorado	501(c)(3)	Line 10	Focus on the Family	X	

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

Schedule R (Form 990) 2020



# NOT REQUIRED TO FILE WITH IRS

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
Highlands at Briargate I, LLC - 47-4266546, 4500 Cameron Valley Parkway, Suite 400, Charlotte, NC 28211	Developing and constructing a retail shopping center	NC	Focus on the Family	Excluded	<594,044.>	96,538.	X		N/A		X	81.26%
Highlands at Briargate II, LLC - 82-1296295, 4500 Cameron Valley Parkway, Suite 400, Charlotte, NC 28211	Developing and constructing a senior living center	NC	Focus on the Family	Excluded	95,042.	527,049.	X		N/A		X	95.64%

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership	(i) Section 512(b)(13) controlled entity?	
								Yes	No
Focus on the Family Latin America Del Colegio Divino Pastor, 125 mts Este y 75 El Alto de Guadalupe, San Jose, COSTA RICA	Assist families in the Spanish-speaking world	Costa Rica	Focus on the Family	C CORP	0.	24,688.	100.00%	X	



# NOT REQUIRED TO FILE WITH IRS

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

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

		Yes	No
<b>1</b> 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?			
<b>a</b> Receipt of <b>(i)</b> interest, <b>(ii)</b> annuities, <b>(iii)</b> royalties, or <b>(iv)</b> rent from a controlled entity .....	<b>1a</b>		X
<b>b</b> Gift, grant, or capital contribution to related organization(s) .....	<b>1b</b>	X	
<b>c</b> Gift, grant, or capital contribution from related organization(s) .....	<b>1c</b>		X
<b>d</b> Loans or loan guarantees to or for related organization(s) .....	<b>1d</b>		X
<b>e</b> Loans or loan guarantees by related organization(s) .....	<b>1e</b>		X
<b>f</b> Dividends from related organization(s) .....	<b>1f</b>		X
<b>g</b> Sale of assets to related organization(s) .....	<b>1g</b>		X
<b>h</b> Purchase of assets from related organization(s) .....	<b>1h</b>		X
<b>i</b> Exchange of assets with related organization(s) .....	<b>1i</b>		X
<b>j</b> Lease of facilities, equipment, or other assets to related organization(s) .....	<b>1j</b>		X
<b>k</b> Lease of facilities, equipment, or other assets from related organization(s) .....	<b>1k</b>		X
<b>l</b> Performance of services or membership or fundraising solicitations for related organization(s) .....	<b>1l</b>	X	
<b>m</b> Performance of services or membership or fundraising solicitations by related organization(s) .....	<b>1m</b>		X
<b>n</b> Sharing of facilities, equipment, mailing lists, or other assets with related organization(s) .....	<b>1n</b>	X	
<b>o</b> Sharing of paid employees with related organization(s) .....	<b>1o</b>	X	
<b>p</b> Reimbursement paid to related organization(s) for expenses .....	<b>1p</b>		X
<b>q</b> Reimbursement paid by related organization(s) for expenses .....	<b>1q</b>	X	
<b>r</b> Other transfer of cash or property to related organization(s) .....	<b>1r</b>		X
<b>s</b> Other transfer of cash or property from related organization(s) .....	<b>1s</b>		X

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

(a) Name of related organization	(b) Transaction type (a-s)	(c) Amount involved	(d) Method of determining amount involved
(1) RezilientKidz	B	150,000.	
(2) RezilientKidz	L	0.	
(3) RezilientKidz	N	0.	
(4) RezilientKidz	O	83,629.	
(5) RezilientKidz	Q	0.	
(6)			



