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Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

Under section 501(c), 527, or 4947(a)(1) of the Internal Revenue Code (except black lung benefit trust or private foundation)

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

OMB No 1545-0047

2010

Open to Public Inspection

A For the 2010 calendar year, or tax year beginning 10-01-2010 and ending 09-30-2011

B Check if applicable
☐ Address change
☐ Name change
☐ Initial return
☐ Terminated
☐ Amended return
☐ Application pending

C Name of organization
FOCUS ON THE FAMILY

Doing Business As

Number and street (or P O box if mail is not delivered to street address)
8605 EXPLORER DRIVE

Room/suite

City or town, state or country, and ZIP + 4
COLORADO SPRINGS, CO 809201049

D Employer identification number
95-3188150

E Telephone number
(719) 531-3400

G Gross receipts $ 98,322,230

F Name and address of principal officer
DANIEL R MELLEMA
8605 EXPLORER DRIVE
COLORADO SPRINGS,CO 809201049

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

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

H(c) Group exemption number ▶

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

J Website: ▶ WWW FOCUSONTHEFAMILY COM

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

L Year of formation 1977

M State of legal domicile CO

Part I Summary

Activities & Governance

1 Briefly describe the organization's mission or most significant activities
FOCUS ON THE FAMILY SHARES THE GOSPEL OF JESUS CHRIST WHILE PROMOTING BIBLICAL FAMILY VALUES

2 Check this box ▶☐ if the organization discontinued its operations or disposed of more than 25% of its net assets

3	Number of voting members of the governing body (Part VI, line 1a)	3	12
4	Number of independent voting members of the governing body (Part VI, line 1b)	4	10
5	Total number of individuals employed in calendar year 2010 (Part V, line 2a)	5	746
6	Total number of volunteers (estimate if necessary)	6	112
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	474,862
b	Net unrelated business taxable income from Form 990-T, line 34	7b	59,919

			Prior Year	Current Year
Revenue	8	Contributions and grants (Part VIII, line 1h)	97,088,339	84,549,696
	9	Program service revenue (Part VIII, line 2g)	4,056,342	2,751,586
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	2,688	-69,834
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	7,986,561	7,978,448
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	109,133,930	95,209,896
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	3,857,798	2,999,544
	14	Benefits paid to or for members (Part IX, column (A), line 4)	0	0
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	56,330,071	46,186,727
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	587,015	295,830
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶8,407,976		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24f)	60,763,642	52,267,367
	18	Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	121,538,526	101,749,468
	19	Revenue less expenses Subtract line 18 from line 12	-12,404,596	-6,539,572

			Beginning of Current Year	End of Year
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	79,825,383	69,114,029
	21	Total liabilities (Part X, line 26)	16,646,515	12,846,363
	22	Net assets or fund balances Subtract line 21 from line 20	63,178,868	56,267,666

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including acco [redacted] **knowledge and belief, it is true, correct, and complete. Declaration of preparer (other** [redacted] **knowledge.**

Sign Here

▶ ******
Signature of officer [redacted]

▶ DANIEL R MELLEMA TREASURER/CFO
Type or print name and title [redacted]

Paid Preparer Use Only

Print/Type preparer's name DAVE MOJA | Preparer's signature DAVE MOJA [redacted]

Firm's name ▶ CAPIN CROUSE LLP [redacted]

Firm's address ▶ 972 EMERSON PKWY STE A
GREENWOOD, IN 46143 [redacted]

May the IRS discuss this return with the preparer shown above? (see instructio [redacted]

For Paperwork Reduction Act Notice, see the separate instructions.

Part III **Statement of Program Service Accomplishments**

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

1 Briefly describe the organization's mission

FOCUS ON THE FAMILY (FOCUS) IS A NONDENOMINATIONAL RELIGIOUS ORGANIZATION WHOSE PRIMARY OBJECTIVE IS TO SPREAD THE GOSPEL OF JESUS CHRIST BY HELPING TO PRESERVE TRADITIONAL VALUES AND THE INSTITUTION OF THE FAMILY 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

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

4a (Code) (Expenses $ 20,463,191 including grants of $ 1,438) (Revenue $ 57,303)

BROADCASTS-15 DIFFERENT BROADCASTS ARE PRODUCED BY FOCUS ON THE FAMILY INCLUDING THE "FOCUS ON THE FAMILY" DAILY PROGRAM AND THE POPULAR FAMILY DRAMA, "ADVENTURES IN ODYSSEY " FOCUS BROADCASTS CAN BE HEARD FROM OVER 3,000 FACILITIES FROM VANCOUVER TO BUENOS AIRES TO FINLAND, FROM SOUTH AFRICA TO MELBOURNE TO CHINA LIKEWISE, FOCUS ON THE FAMILY ALSO BROADCASTS 90 SECOND TELEVISION FEATURES THAT BRING INSIGHTFUL COMMENTARY FROM DR BILL MAIER TO MAINSTREAM, MAJOR NETWORK TELEVISION AFFILIATES ACROSS THE UNITED STATES SEE SCHEDULE O FOR MORE DETAIL ON EACH BROADCAST

4b (Code) (Expenses $ 14,140,692 including grants of $ 1,732) (Revenue $)

PUBLICATIONS-FOCUS ON THE FAMILY DISTRIBUTES MANY MONTHLY AND BI-MONTHLY MAGAZINES AND NEWSLETTERS FOR EXAMPLE, THRIVING FAMILY, WHICH CONSISTS OF ARTICLES TO REINFORCE OUR CORE MARRIAGE AND PARENTING MESSAGE, MAILS 300,000 COPIES ON A REGULAR BASIS FOCUS ON THE FAMILY REACHES MANY SPECIFIC INTERESTS AND AGES THROUGH ITS PUBLICATIONS SEE SCHEDULE O FOR MORE DETAIL ON EACH PERIODICAL/PUBLICATION

4c (Code) (Expenses $ 11,610,672 including grants of $) (Revenue $)

CORRESPONDENCE-DURING THE FISCAL YEAR ENDED SEPTEMBER 30, 2010, FOCUS ON THE FAMILY ANSWERED LETTERS, E-MAILS, WEBSITE CONTACTS, AND TELEPHONE CALLS, EACH OF WHICH CAME SEEKING A SPECIFIC RESPONSE TO A UNIQUE REQUEST OR A QUESTION ABOUT RELATIONSHIPS AND FAMILY LIFE THIS DIRECT COMMUNICATION IS A VITAL LINK TO THE PEOPLE WE DESIRE TO SERVE THE MANY INQUIRIES FOR INFORMATION, ADVICE, AND ENCOURAGEMENT ARE FIELDED BY AN EXPERT STAFF OF OVER 73, MANY OF WHICH HOLD EARNED DEGREES

4d Other program services (Describe in Schedule O) **See also Additional Data for Description**

(Expenses $ 39,414,388 including grants of $ 2,996,374) (Revenue $ 8,503,266)

4e **Total program service expenses**▶$ 85,628,943

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	Yes	
2	Is the organization required to complete Schedule B, Schedule of Contributors (see instruction)?	2		No
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		No
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4	Yes	
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? *If "Yes," complete Schedule C, Part III*	5		
6	Did the organization maintain any donor advised funds or any similar funds or accounts where donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? *If "Yes," complete Schedule D, Part II*	7		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8	Yes	
9	Did the organization report an amount in Part X, line 21, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? *If "Yes," complete Schedule D, Part IV*	9		No
10	Did the organization, directly or through a related organization, hold assets in term, permanent,or quasi-endowments? *If "Yes," complete Schedule D, Part V*	10	Yes	
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable			
a	Did the organization report an amount for land, buildings, and equipment in Part X, line10? *If "Yes," complete Schedule D, Part VI.*	11a	Yes	
b	Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VII.*	11b	Yes	
c	Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part VIII.*	11c		No
d	Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? *If "Yes," complete Schedule D, Part IX.*	11d	Yes	
e	Did the organization report an amount for other liabilities in Part X, line 25? *If "Yes," complete Schedule D, Part X.*	11e	Yes	
f	Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? *If "Yes," complete Schedule D, Part X.*	11f	Yes	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? *If "Yes," complete Schedule D, Parts XI, XII, and XIII*	12a		No
b	Was the organization included in consolidated, independent audited financial statements for the tax year? *If "Yes," and if the organization answered 'No' to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional*	12b	Yes	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? *If "Yes," complete Schedule E*	13		No
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		No
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, and program service activities outside the United States? *If "Yes," complete Schedule F, Parts I and IV*	14b	Yes	
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or assistance to any organization or entity located outside the U S ? *If "Yes," complete Schedule F, Parts II and IV*	15	Yes	
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or assistance to individuals located outside the U S ? *If "Yes," complete Schedule F, Parts III and IV*	16		No
17	Did the organization report a total of more than $15,000, of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? *If "Yes," complete Schedule G, Part I (see instructions)*	17	Yes	
18	Did the organization report more than $15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? *If "Yes," complete Schedule G, Part II*	18		No
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? *If "Yes," complete Schedule G, Part III*	19		No
20a	Did the organization operate one or more hospitals? *If "Yes," complete Schedule H*	20a		No
b	If "Yes" to line 20a, did the organization attach its audited financial statement to this return? **Note.** Some Form 990 filers that operate one or more hospitals must attach audited financial statements (see instructions)	20b		

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

			Yes	No
21	Did the organization report more than $5,000 of grants and other assistance to governments and organizations in the United States on Part IX, column (A), line 1? *If "Yes," complete Schedule I, Parts I and II*	21	Yes	
22	Did the organization report more than $5,000 of grants and other assistance to individuals in the United States on Part IX, column (A), line 2? *If "Yes," complete Schedule I, Parts I and III*	22	Yes	
23	Did the organization answer "Yes" to Part VII, Section A, questions 3, 4, or 5, about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? *If "Yes," complete Schedule J*	23	Yes	
24a	Did the organization have a tax-exempt bond issue with an outstanding principal amount of more than $100,000 as of the last day of the year, that was issued after December 31, 2002? *If "Yes," answer lines 24b–24d and complete Schedule K. If "No," go to line 25*	24a		No
b	Did the organization invest any proceeds of tax-exempt bonds beyond a temporary period exception?	24b		
c	Did the organization maintain an escrow account other than a refunding escrow at any time during the year to defease any tax-exempt bonds?	24c		
d	Did the organization act as an "on behalf of" issuer for bonds outstanding at any time during the year?	24d		
25a	**Section 501(c)(3) and 501(c)(4) organizations.** Did the organization engage in an excess benefit transaction with a disqualified person during the year? *If "Yes," complete Schedule L, Part I*	25a		No
b	Is the organization aware that it engaged in an excess benefit transaction with a disqualified person in a prior year, and that the transaction has not been reported on any of the organization's prior Forms 990 or 990-EZ? *If "Yes," complete Schedule L, Part I*	25b		No
26	Was a loan to or by a current or former officer, director, trustee, key employee, highly compensated employee, or disqualified person outstanding as of the end of the organization's tax year? *If "Yes," complete Schedule L, Part II*	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor, or a grant selection committee member, or to a person related to such an individual? *If "Yes," complete Schedule L, Part III*	27		No
28	Was the organization a party to a business transaction with one of the following parties? (see Schedule L, Part IV instructions for applicable filing thresholds, conditions, and exceptions)			
a	A current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV*	28a	Yes	
b	A family member of a current or former officer, director, trustee, or key employee? *If "Yes," complete Schedule L, Part IV*	28b	Yes	
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? *If "Yes," complete Schedule L, Part IV*	28c	Yes	
29	Did the organization receive more than $25,000 in non-cash contributions? *If "Yes," complete Schedule M*	29	Yes	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? *If "Yes," complete Schedule M*	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? *If "Yes," complete Schedule N, Part I*	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? *If "Yes," complete Schedule N, Part II*	32		No
33	Did the organization own 100% of an entity disregarded as separate from the organization under Regulations sections 301 7701-2 and 301 7701-3? *If "Yes," complete Schedule R, Part I*	33	Yes	
34	Was the organization related to any tax-exempt or taxable entity? *If "Yes," complete Schedule R, Parts II, III, IV, and V, line 1*	34	Yes	
35	Is any related organization a controlled entity within the meaning of section 512(b)(13)?	35		No
a	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2* ☐ **Yes** ☑ **No**			
36	**Section 501(c)(3) organizations.** Did the organization make any transfers to an exempt non-charitable related organization? *If "Yes," complete Schedule R, Part V, line 2*	36	Yes	
37	Did the organization conduct more than 5% of its activities through an entity that is not a related organization and that is treated as a partnership for federal income tax purposes? *If "Yes," complete Schedule R, Part VI*	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11 and 19? **Note.** All Form 990 filers are required to complete Schedule O	38	Yes	

Part V Statements Regarding Other IRS Filings and Tax Compliance

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

					Yes	No
1a	Enter the number reported in Box 3 of Form 1096 Enter -0- if not applicable . .	1a	476			
b	Enter the number of Forms W-2G included in line 1a *Enter -0-* if not applicable	1b	0			
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			1c		
2a	Enter the number of employees reported on Form W-3, *Transmittal of Wage and Tax Statements* filed for the calendar year ending with or within the year covered by this return	2a	746			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?			2b	Yes	
	Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)					
3a	Did the organization have unrelated business gross income of $1,000 or more during the year?			3a	Yes	
b	If "Yes," has it filed a Form 990-T for this year? *If "No," provide an explanation in Schedule O*			3b	Yes	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?			4a		No
b	If "Yes," enter the name of the foreign country ▶ See instructions for filing requirements for Form TD F 90-22 1, Report of Foreign Bank and Financial Accounts					
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?			5a		No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?			5b		No
c	If "Yes" to line 5a or 5b, did the organization file Form 8886-T?			5c		
6a	Does the organization have annual gross receipts that are normally greater than $100,000, and did the organization solicit any contributions that were not tax deductible?			6a		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?			6b		
7	**Organizations that may receive deductible contributions under section 170(c).**					
a	Did the organization receive a payment in excess of $75 made partly as a contribution and partly for goods and services provided to the payor?			7a		No
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?			7b		
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?			7c		No
d	If "Yes," indicate the number of Forms 8282 filed during the year	7d				
e	Did the organization receive any funds, directly or indirectly, to pay premiums on a personal benefit contract?			7e		No
f	Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?			7f		No
g	If the organization received a contribution of qualified intellectual property, did the organization file Form 8899 as required?			7g		
h	If the organization received a contribution of cars, boats, airplanes, or other vehicles, did the organization file a Form 1098-C?			7h		
8	**Sponsoring organizations maintaining donor advised funds and section 509(a)(3) supporting organizations.** Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?			8		
9	**Sponsoring organizations maintaining donor advised funds.**					
a	Did the organization make any taxable distributions under section 4966?			9a		
b	Did the organization make a distribution to a donor, donor advisor, or related person?			9b		
10	**Section 501(c)(7) organizations.** Enter					
a	Initiation fees and capital contributions included on Part VIII, line 12	10a				
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b				
11	**Section 501(c)(12) organizations.** Enter					
a	Gross income from members or shareholders	11a				
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them)	11b				
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?			12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b				
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**					
a	Is the organization licensed to issue qualified health plans in more than one state? **Note.** See the instructions for additional information the organization must report on Schedule O			13a		
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	13b				
c	Enter the amount of reserves on hand	13c				
14a	Did the organization receive any payments for indoor tanning services during the tax year?			14a		No
b	If "Yes," has it filed a Form 720 to report these payments? *If "No," provide an explanation in Schedule O*			14b		

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

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

Section A. Governing Body and Management

			Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year . . . **1a** 12			
b	Enter the number of voting members included in line 1a, above, who are independent . . . **1b** 10			
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	**2**		No
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors or trustees, or key employees to a management company or other person?	**3**		No
4	Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	**4**		No
5	Did the organization become aware during the year of a significant diversion of the organization's assets?	**5**		No
6	Does the organization have members or stockholders?	**6**		No
7a	Does the organization have members, stockholders, or other persons who may elect one or more members of the governing body?	**7a**		No
b	Are any decisions of the governing body subject to approval by members, stockholders, or other persons?	**7b**		No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following			
a	The governing body?	**8a**	Yes	
b	Each committee with authority to act on behalf of the governing body?	**8b**	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O	**9**		No

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

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

Section C. Disclosure

17 List the States with which a copy of this Form 990 is required to be filed ▶CA , CO , IN

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

☑ Own website ☐ Another's website ☑ Upon request

19 Describe in Schedule O whether (and if so, how), the organization makes its governing documents, conflict of interest policy, and financial statements available to the public See Additional Data Table

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization ▶

DANIEL R MELLEMA
8605 EXPLORER DRIVE
COLORADO SPRINGS, CO 809201049
(719) 531-3400

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

Check if Schedule O contains a response to any question 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, and **current** key employees 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

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

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

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (check all that apply) Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(1) LTG PATRICK P CARUANA USAFARET CHAIRMAN/BOARD MEMBER	5 00	X		X				0	0	0
(2) DR R ALBERT MOHLER JR VICE CHAIRMAN/BOARD MEMBER	5 00	X		X				0	0	0
(3) JAMES D DALY PRESIDENT/BOARD MEMBER	45 00	X		X				0	218,757	27,748
(4) ROBERT E HAMBY CPA BOARD MEMBER	10 00	X						0	0	0
(5) DANIEL VILLANUEVA BOARD MEMBER	5 00	X						0	0	0
(6) ELSA PRINCE BROEKHUIZEN BOARD MEMBER	5 00	X						0	0	0
(7) DR KATHLEEN NIELSON BOARD MEMBER	5 00	X						0	0	0
(8) ERIC PILLMORE BOARD MEMBER	5 00	X						0	0	0
(9) LEE TORRENCE BOARD MEMBER	5 00	X						0	0	0
(10) PAUL NELSON BOARD MEMBER	5 00	X						0	0	0
(11) KIM ROBINSON BOARD MEMBER	5 00	X						0	0	0
(12) ANTHONY WAUTERLEK BOARD MEMBER	5 00	X						0	0	0
(13) STU MENDELSOHN SECRETARY	5 00			X				0	0	0
(14) DANIEL R MELLEMA CFO/TREASURER	45 00			X				0	116,664	21,676
(15) CLARK MILLER CHIEF STRATEGY OFFICER	45 00				X			163,053	0	21,032
(16) ROBERT WOOD CHIEF INFORMATION OFFICER	45 00					X		139,718	0	18,744

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

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (check all that apply) Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(17) THOMAS A MINNERY SENIOR VICE PRESIDENT	45 00					X		0	143,433	18,935
(18) STANLEY R JOHN SENIOR VICE PRESIDENT	45 00					X		149,067	0	21,940
(19) DAVE DICKINSON SENIOR VICE PRESIDENT	45 00					X		155,275	0	10,764
(20) TIM GOEGLEIN SENIOR VICE PRESIDENT	45 00					X		0	138,943	14,352
(21) WADE D CROW FORMER CFO/TREASURER	0 00						X	0	184,016	14,654
(22) GLENN A WILLIAMS FORMER COO	0 00						X	192,554	0	17,190

		(D)	(E)	(F)
1b	**Sub-Total** . . . . ▶			
c	**Total from continuation sheets to Part VII, Section A** . . . . ▶			
d	**Total (add lines 1b and 1c)** . . . . ▶	799,667	801,813	187,035

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 in reportable compensation from the organization ▶24

			Yes	No
3	Did the organization list any **former** officer, director or trustee, key employee, or highest compensated employee on line 1a? *If "Yes," complete Schedule J for such individual*	**3**	Yes	
4	For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than $150,000? *If "Yes," complete Schedule J for such individual*	**4**	Yes	
5	Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? *If "Yes," complete Schedule J for such person*	**5**		No

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization

(A) Name and business address	(B) Description of services	(C) Compensation
HOLLAND & KNIGHT LLP PO BOX 864084 ORLANDO, FL 32886	LEGAL SERVICES	679,725
RAY VANDER LAAN 3152 JENNIFER LN HAMILTON, MI 49419	INSTRUCTIONAL MATERIAL	197,089
JELLYFISH MEDIA LLC 5141 VIRGINIA WAY STE 320 BRENTWOOD, TN 37027	MULTIMEDIA AND INTERNET	140,000
BROADFAITH LLC 3805 SILVER FALLS CT PLANO, TX 75093	BASE CONTENT DELIVERY	133,575
BRUSHFIRE MOBILE LLC 522 W 1ST ST STE 103 TEMPE, AZ 85281	SOFTWARE DEVELOPMENT	127,750

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 in compensation from the organization ▶6

Part VIII Statement of Revenue

			(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, gifts, grants and other similar amounts	1a Federated campaigns . . 1a					
	b Membership dues 1b					
	c Fundraising events 1c					
	d Related organizations . . . 1d					
	e Government grants (contributions) 1e					
	f All other contributions, gifts, grants, and similar amounts not included above 1f	84,549,696				
	g Noncash contributions included in lines 1a-1f $	1,552,010				
	h **Total.** Add lines 1a-1f . . . . ▶		84,549,696			
Program Service Revenue		Business Code				
	2a ROYALTIES & LICENSING	900099	1,768,248	1,768,248		
	b FOCUS LEADERSHIP INSTI	611600	726,151	726,151		
	c EVENT REVENUE	900099	199,884	199,884		
	d SOLID ANSWERS	511190	57,303	57,303		
	e					
	f All other program service revenue					
	g **Total.** Add lines 2a–2f . . . . ▶		2,751,586			
Other Revenue	3 Investment income (including dividends, interest and other similar amounts) . . . . . ▶		89			89
	4 Income from investment of tax-exempt bond proceeds . . ▶					
	5 Royalties . . . . ▶					
	6a Gross Rents — (i) Real: 7,225	(ii) Personal:				
	b Less rental expenses					
	c Rental income or (loss) — (i) Real: 7,225					
	d Net rental income or (loss) . . . . ▶		7,225	600	6,625	
	7a Gross amount from sales of assets other than inventory — (i) Securities: 1,417,712	(ii) Other: 327,524				
	b Less cost or other basis and sales expenses — (i) Securities: 1,420,901	(ii) Other: 394,258				
	c Gain or (loss) — (i) Securities: -3,189	(ii) Other: -66,734				
	d Net gain or (loss) . . . . ▶		-69,923			-69,923
	8a Gross income from fundraising events (not including $ ______ of contributions reported on line 1c) See Part IV, line 18 . . . a					
	b Less direct expenses . . . b					
	c Net income or (loss) from fundraising events . . ▶					
	9a Gross income from gaming activities See Part IV, line 19 . a					
	b Less direct expenses . . . . b					
	c Net income or (loss) from gaming activities . . ▶					
	10a Gross sales of inventory, less returns and allowances . a	6,883,873				
	b Less cost of goods sold . . b	1,297,175				
	c Net income or (loss) from sales of inventory . . ▶		5,586,698	5,586,698		
	Miscellaneous Revenue	Business Code				
	11a FOFA REIMBURSEMENT	900099	1,323,063	1,323,063		
	b MISCELLANEOUS	900099	593,225	240,320		352,905
	c ADVERTISING	541800	402,237		402,237	
	d All other revenue		66,000		66,000	
	e **Total.** Add lines 11a–11d . . . . . . ▶		2,384,525			
	12 **Total revenue.** See Instructions . . . ▶		95,209,896	9,902,267	474,862	283,071

Part IX Statement of Functional Expenses

Section 501(c)(3) and 501(c)(4) organizations must complete all columns.
All other organizations must complete column (A) but are not required to complete columns (B), (C), and (D).

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.		(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the U S See Part IV, line 21	481,232	481,232		
2	Grants and other assistance to individuals in the U S See Part IV, line 22	7,350	7,350		
3	Grants and other assistance to governments, organizations, and individuals outside the U S See Part IV, lines 15 and 16	2,510,962	2,510,962		
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	893,777	736,799	80,571	76,407
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	93,477	76,837	8,526	8,114
7	Other salaries and wages	36,642,097	30,119,218	3,342,228	3,180,651
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	1,162,591	1,162,591		
9	Other employee benefits	4,935,876	3,871,573	555,326	508,977
10	Payroll taxes	2,458,909	2,049,803	212,772	196,334
a	Fees for services (non-employees) Management				
b	Legal	764,845	179,724	585,121	
c	Accounting	98,183		98,183	
d	Lobbying	5,926	5,926		
e	Professional fundraising services *See Part IV, line 17* . .	295,830			295,830
f	Investment management fees	23,764		23,764	
g	Other	6,737,712	5,779,992	411,744	545,976
12	Advertising and promotion	3,955,246	3,145,326	527,086	282,834
13	Office expenses	791,513	701,848	56,995	32,670
14	Information technology	3,232,816	2,958,685	151,275	122,856
15	Royalties . .	684,960	684,917		43
16	Occupancy	3,013,394	2,616,069	275,123	122,202
17	Travel	1,448,288	993,245	78,848	376,195
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	209,603	173,863	23,802	11,938
20	Interest				
21	Payments to affiliates	4,186		1,672	2,514
22	Depreciation, depletion, and amortization	8,458,117	7,731,939	503,568	222,610
23	Insurance	303,630		303,630	
24	Other expenses Itemize expenses not covered above (List miscellaneous expenses in line 24f If line 24f amount exceeds 10% of line 25, column (A) amount, list line 24f expenses on Schedule O)				
a	RADIO, TV & FILM	11,219,205	11,119,624		99,581
b	PRINTING & PUBLICATIONS	3,754,695	2,667,400	55,088	1,032,207
c	POSTAGE & SHIPPING	3,238,203	2,288,634	46,576	902,993
d	RESOURCE DISTRIBUTION	1,559,302	1,535,441	1,973	21,888
e	MISC PROJECT DEVELOPMEN	373,831	365,356	7,673	802
f	All other expenses	2,389,948	1,664,589	361,005	364,354
25	**Total functional expenses.** Add lines 1 through 24f	101,749,468	85,628,943	7,712,549	8,407,976
26	**Joint costs.** Check here ▶ ☑ if following SOP 98-2 (ASC 958-720) Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation	12,789,421	11,257,363	0	1,532,058

Part X Balance Sheet

	Line	Description			(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing			5,500	1	3,000
	2	Savings and temporary cash investments			14,090,595	2	8,893,272
	3	Pledges and grants receivable, net			1,009,882	3	1,834,122
	4	Accounts receivable, net			912,693	4	780,529
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L				5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers, and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Schedule L				6	
	7	Notes and loans receivable, net				7	
	8	Inventories for sale or use			309,628	8	325,745
	9	Prepaid expenses and deferred charges			2,723,215	9	2,049,370
	10a	Land, buildings, and equipment cost or other basis *Complete Part VI of Schedule D*	10a	104,819,723			
	b	Less accumulated depreciation	10b	62,676,175	42,582,699	10c	42,143,548
	11	Investments—publicly traded securities			6,171	11	0
	12	Investments—other securities See Part IV, line 11			5,464,667	12	4,908,435
	13	Investments—program-related See Part IV, line 11				13	
	14	Intangible assets				14	
	15	Other assets See Part IV, line 11			12,720,333	15	8,176,008
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)			79,825,383	16	69,114,029
Liabilities	17	Accounts payable and accrued expenses			10,053,007	17	6,975,326
	18	Grants payable				18	
	19	Deferred revenue			3,006,860	19	2,838,178
	20	Tax-exempt bond liabilities				20	
	21	Escrow or custodial account liability *Complete Part IV of Schedule D*				21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons *Complete Part II of Schedule L*				22	
	23	Secured mortgages and notes payable to unrelated third parties				23	
	24	Unsecured notes and loans payable to unrelated third parties				24	
	25	Other liabilities Complete Part X of Schedule D			3,586,648	25	3,032,859
	26	**Total liabilities.** Add lines 17 through 25			16,646,515	26	12,846,363
Net Assets or Fund Balances		**Organizations that follow SFAS 117, check here ▶ ☑ and complete lines 27 through 29, and lines 33 and 34.**					
	27	Unrestricted net assets			60,872,278	27	52,386,261
	28	Temporarily restricted net assets			2,215,590	28	3,790,405
	29	Permanently restricted net assets			91,000	29	91,000
		Organizations that do not follow SFAS 117, check here ▶ ☐ and complete lines 30 through 34.					
	30	Capital stock or trust principal, or current funds				30	
	31	Paid-in or capital surplus, or land, building or equipment fund				31	
	32	Retained earnings, endowment, accumulated income, or other funds				32	
	33	Total net assets or fund balances			63,178,868	33	56,267,666
	34	Total liabilities and net assets/fund balances			79,825,383	34	69,114,029

Part XI Reconcilliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12) . . .	1	95,209,896
2	Total expenses (must equal Part IX, column (A), line 25)	2	101,749,468
3	Revenue less expenses Subtract line 2 from line 1	3	-6,539,572
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) . .	4	63,178,868
5	Other changes in net assets or fund balances (explain in Schedule O)	5	-371,629
6	Net assets or fund balances at end of year Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	56,267,666

Part XII Financial Statements and Reporting

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

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

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SCHEDULE A
(Form 990 or 990EZ)

Department of the Treasury
Internal Revenue Service

Public Charity Status and Public Support

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

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

OMB No 1545-0047

2010

Open to Public Inspection

Name of the organization
FOCUS ON THE FAMILY

Employer identification number
95-3188150

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

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

1 ☐ A church, convention of churches, or association of churches described in **section 170(b)(1)(A)(i).**

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E)

3 ☐ A hospital or a cooperative hospital service organization described in **section 170(b)(1)(A)(iii).**

4 ☐ A medical research organization operated in conjunction with a hospital described in **section 170(b)(1)(A)(iii).** Enter the hospital's name, city, and state

5 ☐ An organization operated for the benefit of a college or university owned or operated by a governmental unit described in **section 170(b)(1)(A)(iv).** (Complete Part II)

6 ☐ A federal, state, or local government or governmental unit described in **section 170(b)(1)(A)(v).**

7 ☐ An organization that normally receives a substantial part of its support from a governmental unit or from the general public described in **section 170(b)(1)(A)(vi)** (Complete Part II)

8 ☐ A community trust described in **section 170(b)(1)(A)(vi)** (Complete Part II)

9 ☑ An organization that normally receives (1) more than 331/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 331/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See **section 509(a)(2).** (Complete Part III)

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

11 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2) See **section 509(a)(3).** Check the box that describes the type of supporting organization and complete lines 11e through 11h

a ☐ Type I **b** ☐ Type II **c** ☐ Type III - Functionally integrated **d** ☐ Type III - Other

e ☐ By checking this box, I certify that the organization is not controlled directly or indirectly by one or more disqualified persons other than foundation managers and other than one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2)

f If the organization received a written determination from the IRS that it is a Type I, Type II or Type III supporting organization, check this box ☐

g Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?

		Yes	No
(i) a person who directly or indirectly controls, either alone or together with persons described in (ii) and (iii) below, the governing body of the the supported organization?	**11g(i)**		
(ii) a family member of a person described in (i) above?	**11g(ii)**		
(iii) a 35% controlled entity of a person described in (i) or (ii) above?	**11g(iii)**		

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

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

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

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	**(a)** 2006	**(b)** 2007	**(c)** 2008	**(d)** 2009	**(e)** 2010	**(f)** Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public Support.** Subtract line 5 from line 4						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	**(a)** 2006	**(b)** 2007	**(c)** 2008	**(d)** 2009	**(e)** 2010	**(f)** Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV)						
11 **Total support** (Add lines 7 through 10)						

12 Gross receipts from related activities, etc (See instructions) **12**

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

Section C. Computation of Public Support Percentage

14 Public Support Percentage for 2010 (line 6 column (f) divided by line 11 column (f)) **14**

15 Public Support Percentage for 2009 Schedule A, Part II, line 14 **15**

16a **33 1/3% support test—2010.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶☐

b **33 1/3% support test—2009.** If the organization did not check the box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶☐

17a **10%-facts-and-circumstances test—2010.** If the organization did not check a box on line 13, 16a, or 16b and line 14 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization ▶☐

b **10%-facts-and-circumstances test—2009.** If the organization did not check a box on line 13, 16a, 16b, or 17a and line 15 is 10% or more, and if the organization meets the "facts and circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts and circumstances" test The organization qualifies as a publicly supported organization ▶☐

18 **Private Foundation** If the organization did not check a box on line 13, 16a, 16b, 17a or 17b, check this box and see instructions ▶☐

Part III **Support Schedule for Organizations Described in Section 509(a)(2)**
(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II. If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ")	128,470,889	133,267,216	119,675,188	97,088,339	84,549,696	563,051,328
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	8,456,241	9,064,763	9,637,723	9,430,903	7,867,211	44,456,841
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5	136,927,130	142,331,979	129,312,911	106,519,242	92,416,907	607,508,169
7a Amounts included on lines 1, 2, and 3 received from disqualified persons	1,053,617	1,279,708	1,007,329	417,361	371,644	4,129,659
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						0
c Add lines 7a and 7b	1,053,617	1,279,708	1,007,329	417,361	371,644	4,129,659
8 **Public Support** (Subtract line 7c from line 6)						603,378,510

Section B. Total Support

Calendar year (or fiscal year beginning in)	(a) 2006	(b) 2007	(c) 2008	(d) 2009	(e) 2010	(f) Total
9 Amounts from line 6	136,927,130	142,331,979	129,312,911	106,519,242	92,416,907	607,508,169
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	3,972,153	2,063,050	1,808,130	2,212,863	1,775,473	11,831,669
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	3,972,153	2,063,050	1,808,130	2,212,863	1,775,473	11,831,669
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on					59,919	59,919
12 Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV)	3,871,141	3,169,460	2,020,049	1,712,272	1,544,748	12,317,670
13 **Total support** (Add lines 9, 10c, 11 and 12)	144,770,424	147,564,489	133,141,090	110,444,377	95,797,047	631,717,427

14 **First Five Years** If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section501(c)(3) organization, check this box and **stop here** ▶☐

Section C. Computation of Public Support Percentage

15	Public Support Percentage for 2010 (line 8 column (f) divided by line 13 column (f))	15	95 510 %
16	Public support percentage from 2009 Schedule A, Part III, line 15	16	94 810 %

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2010** (line 10c column (f) divided by line 13 column (f))	17	1 870 %
18	Investment income percentage from **2009** Schedule A, Part III, line 17	18	2 060 %

19a **33 1/3% support tests—2010.** 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—2009.** If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3% and line 18 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶☐

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

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

Facts And Circumstances Test

SCHEDULE C
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

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

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

OMB No 1545-0047

2010

Open to Public Inspection

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

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

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

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

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

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

Name of the organization	Employer identification number
FOCUS ON THE FAMILY	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 expenditures ▶ $

3 Volunteer hours

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

1 Enter the amount of any excise tax incurred by the organization under section 4955 ▶ $

2 Enter the amount of any excise tax incurred by organization managers under section 4955 ▶ $

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? ☐ 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 funtion 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-

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
B Check ☐ if the filing organization checked box A and "limited control" provisions apply

	Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	**(a)** Filing Organization's Totals	**(b)** Affiliated Group Totals
1a	Total lobbying expenditures to influence public opinion (grass roots lobbying)	0	
b	Total lobbying expenditures to influence a legislative body (direct lobbying)	5,926	
c	Total lobbying expenditures (add lines 1a and 1b)	5,926	
d	Other exempt purpose expenditures	93,335,566	
e	Total exempt purpose expenditures (add lines 1c and 1d)	93,341,492	
f	Lobbying nontaxable amount Enter the amount from the following table in both columns	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

		(a)	(b)
g	Grassroots nontaxable amount (enter 25% of line 1f)	250,000	
h	Subtract line 1g from line 1a If zero or less, enter -0-	0	
i	Subtract line 1f from line 1c If zero or less, enter -0-	0	

j If there is an amount other than zero on either line 1h or line 1i, did the organization file Form 4720 reporting section 4911 tax for this year? ☐ **Yes** ☐ **No**

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

Lobbying Expenditures During 4-Year Averaging Period

	Calendar year (or fiscal year beginning in)	**(a)** 2007	**(b)** 2008	**(c)** 2009	**(d)** 2010	**(e)** Total
2a	Lobbying non-taxable amount	1,000,000	1,000,000	1,000,000	1,000,000	4,000,000
b	Lobbying ceiling amount (150% of line 2a, column(e))					6,000,000
c	Total lobbying expenditures	592,110	224,641	34,114	5,926	856,791
d	Grassroots non-taxable amount	250,000	250,000	250,000	250,000	1,000,000
e	Grassroots ceiling amount (150% of line 2d, column (e))					1,500,000
f	Grassroots lobbying expenditures	21,987				21,987

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

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

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

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

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

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

Part IV **Supplemental Information**

Complete this part to provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, and Part II-B, line 1i Also, complete this part for any additional information

Identifier	Return Reference	Explanation

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

▶ Complete if the organization answered "Yes," to Form 990, Part IV, line 6, 7, 8, 9, 10, 11, or 12.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2010

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" to Form 990, Part IV, line 6.

		(a) Donor advised funds	(b) Funds and other accounts
1	Total number at end of year		
2	Aggregate contributions to (during year)		
3	Aggregate grants from (during year)		
4	Aggregate value at end of year		

5 Did the organization inform all donors and donor advisors in writing that the assets held in donor advised funds are the organization's property, subject to the organization's exclusive legal control? ☐ Yes ☐ No

6 Did the organization inform all grantees, donors, and donor advisors in writing that grant funds may be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit ☐ Yes ☐ No

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

1 Purpose(s) of conservation easements held by the organization (check all that apply)

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

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

			Held at the End of the 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 8/17/06	2d	

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

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

5 Does the organization have a written policy regarding the periodic monitoring, inspection, handling of violations, and enforcement of the conservation easements it holds? ☐ Yes ☐ No

6 Staff and volunteer hours devoted to monitoring, inspecting and enforcing conservation easements during the year ▶ ______

7 Amount of expenses incurred in monitoring, inspecting, and enforcing conservation easements during the year ▶ $ ______

8 Does each conservation easement reported on line 2(d) above satisfy the requirements of section 170(h)(4)(B)(i) and 170(h)(4)(B)(ii)? ☐ Yes ☐ No

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

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

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

b If the organization elected, as permitted under SFAS 116, to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i) Revenues included in Form 990, Part VIII, line 1 ▶ $ 0

(ii) Assets included in Form 990, Part X ▶ $ 254,100

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 relating to these items

a Revenues included in Form 990, Part VIII, line 1 ▶ $ ______

b Assets included in Form 990, Part X ▶ $ ______

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

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

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

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

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

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

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

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

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

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

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

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

		(a) Current Year	(b) Prior Year	(c) Two Years Back	(d) Three Years Back	(e) Four Years Back
1a	Beginning of year balance	114,758	106,399	103,110		
b	Contributions					
c	Investment earnings or losses	993	8,359	3,289		
d	Grants or scholarships					
e	Other expenditures for facilities and programs					
f	Administrative expenses					
g	End of year balance	115,751	114,758	106,399		

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

a Board designated or quasi-endowment ▶

b Permanent endowment ▶ 78 600 %

c Term endowment ▶ 21 400 %

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

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

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

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

Description of investment	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		8,239,310		8,239,310
b Buildings		52,154,345	26,186,351	25,967,994
c Leasehold improvements				
d Equipment		38,278,468	30,725,150	7,553,318
e Other		6,147,600	5,764,674	382,926
Total. Add lines 1a-1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c).)* ▶				42,143,548

Part VII Investments—Other Securities. 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) CALIFORNIA SEGREGATED GIFT ANNUITY SECURITIES	563,444	F
(B) WISCONSIN SEGREGATED GIFT ANNUITY SECURITIES	129,352	F
(C) NATIONAL SEGREGATED GIFT ANNUITY SECURITIES	4,215,639	F
Total. *(Column (b) should equal Form 990, Part X, col (B) line 12)* ▶	4,908,435	

Part VIII Investments—Program Related. See Form 990, Part X, line 13.

(a) Description of investment type	(b) Book value	(c) Method of valuation Cost or end-of-year market value
Total. *(Column (b) should equal Form 990, Part X, col (B) line 13)* ▶		

Part IX Other Assets. See Form 990, Part X, line 15.

(a) Description	(b) Book value
(1) WEBSITE AND FILM PRODUCTION COSTS - NET	2,608,270
(2) CASH VALUE OF LIFE INSURANCE POLICY	5,255,322
(3) MISCELLANEOUS OTHER ASSETS	52,676
(4) ENDOWMENT FUNDS	115,751
(5) CONSTRUCTION IN PROGRESS	143,989
Total. *(Column (b) should equal Form 990, Part X, col.(B) line 15.)* . . . . ▶	8,176,008

Part X Other Liabilities. See Form 990, Part X, line 25.

1 (a) Description of Liability	(b) Amount
Federal Income Taxes	
DEFERRED ANNUITIES	3,032,859
Total. *(Column (b) should equal Form 990, Part X, col (B) line 25)* ▶	3,032,859

2. Fin 48 (ASC 740) Footnote In Part XIV, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FIN 48 (ASC740)

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

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	95,209,896
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	101,749,468
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	-6,539,572
4	Net unrealized gains (losses) on investments	4	-371,629
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV)	8	
9	Total adjustments (net) Add lines 4 - 8	9	-371,629
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	-6,911,201

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

1	Total revenue, gains, and other support per audited financial statements			1	96,135,445
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12				
a	Net unrealized gains on investments	2a	-371,629		
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIV)	2d	1,297,178		
e	Add lines **2a** through **2d**			2e	925,549
3	Subtract line **2e** from line **1**			3	95,209,896
4	Amounts included on Form 990, Part VIII, line 12, but not on line **1**				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	0
5	Total Revenue Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12)			5	95,209,896

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

1	Total expenses and losses per audited financial statements			1	103,046,647
2	Amounts included on line 1 but not on Form 990, Part IX, line 25				
a	Donated services and use of facilities	2a			
b	Prior year adjustments	2b			
c	Other losses	2c			
d	Other (Describe in Part XIV)	2d	1,297,179		
e	Add lines **2a** through **2d**			2e	1,297,179
3	Subtract line **2e** from line **1**			3	101,749,468
4	Amounts included on Form 990, Part IX, line 25, but not on line **1:**				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIV)	4b			
c	Add lines **4a** and **4b**			4c	0
5	Total expenses Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18)			5	101,749,468

Part XIV Supplemental Information

Complete this part to provide the descriptions required for Part II, lines 3, 5, and 9, Part III, lines 1a and 4, Part IV, lines 1b and 2b, Part V, line 4, Part X, Part XI, line 8, Part XII, lines 2d and 4b, and Part XIII, lines 2d and 4b Also complete this part to provide any additional information

Identifier	Return Reference	Explanation
	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
DESCRIPTION OF INTENDED USE OF ENDOWMENT FUNDS	PART V, LINE 4	THIS IS A PERMANENT ENDOWMENT WITH NO RESTRICTION ON THE USE OF ANY EARNED INCOME THE END OF YEAR BALANCE INDICATED ON SCHEDULE D, PART V, LINE 1G, CONSISTS OF A PERMANENT ENDOWMENT OF $91,000 (ALSO CLASSIFIED AS PERMANENTLY RESTRICTED NET ASSETS ON FORM 990, PART X, LINE 29) AND ACCUMULATED UNDESIGNATED ENDOWMENT EARNINGS OF $24,750
DESCRIPTION OF UNCERTAIN TAX POSITIONS UNDER FIN 48	PART X	AS OF SEPTEMBER 30, 2011, FOCUS HAD NO UNCERTAIN TAX POSITIONS THAT QUALIFY FOR RECOGNITION OR DISCLOSURE IN THE CONSOLIDATED FINANCIAL STATEMENTS
PART XII, LINE 2D - OTHER ADJUSTMENTS		COST OF GOODS SOLD 1,297,175 ROUNDING 3
PART XIII, LINE 2D - OTHER ADJUSTMENTS		COST OF GOODS SOLD 1,297,175 ROUNDING 4
		DESCRIPTION OF AMOUNT INCLUDED ON PART XII, LINE 1, BUT NOT ON FORM 990, PART VIII, LINE 12 - PART XII, LINE 2D - COST OF GOODS SOLD
		DESCRIPTION OF AMOUNT INCLUDED ON PART XIII, LINE 1, BUT NOT ON FORM 990, PART IX, LINE 25 - PART XIII, LINE 2D - COST OF GOODS SOLD

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SCHEDULE F (Form 990)

Department of the Treasury
Internal Revenue Service

Statement of Activities Outside the United States

► Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.
► Attach to Form 990. ► See separate instructions.

OMB No 1545-0047

2010

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" to Form 990, Part IV, line 14b.

1 **For grantmakers.** 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 **For grantmakers.** Describe in Part V the organization's procedures for monitoring the use of grant funds outside the United States

3 Activites per Region (Use Part V if additional space is needed)

(a) Region	(b) Number of offices in the region	(c) Number of employees or agents in region or independent contractors	(d) Activities conducted in region (by type) (e g , 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 region	(f) Total expenditures for region/investments in region
CENTRAL AMERICA AND THE CARIBBEAN			PROGRAM SERVICES	COUNSELING SERVICES & SEMINARS, BROADCASTING ACTIVITIES	775,131
EAST ASIA AND THE PACIFIC			PROGRAM SERVICES	CHARACTER TRAINING & RADIO BROADCASTING ACTIVITIES	739,568
EUROPE			PROGRAM SERVICES	CHARACTER TRAINING, WORLDVIEW SEMINARS, MARRIAGE & PARENTING PROGRAMS, AND RADIO BROADCASTS	75,991
MIDDLE EAST AND NORTH AFRICA			PROGRAM SERVICES & FUNDRAISING	CHARACTER TRAINING, WORLDVIEW SEMINARS, TRANSLATION OF MATERIALS, AND FUNDRAISING ACTIVITIES	254,994
NORTH AMERICA			PROGRAM SERVICES	MARRIAGE & PARENTING PROGRAMS	100,049
SOUTH ASIA			PROGRAM SERVICES	CHARACTER TRAINING AND WORLDVIEW SEMINARS	153,395
SUB-SAHARAN AFRICA			PROGRAM SERVICES & FUNDRAISING	CHARACTER TRAINING, WORLDVIEW SEMINARS, & FUNDRAISING ACTIVITIES	411,834
3a Sub-total	0	0			2,510,962
b Total from continuation sheets to Part I	0	0			0
c **Totals** (add lines 3a and 3b)	0	0			2,510,962

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 15, for any recipient who received more than $5,000. Check this box if no one recipient received more than $5,000 . . . . ▶ ☐
Use Part V 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 of non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		CENTRAL AMERICA AND THE CARIBBEAN	COUNSELING SERVICES & SEMINARS, BROADCASTING ACTIVITIES, PARTICIPATE IN MEETINGS WITH PRO-FAMILY LEADERS AND SPEAK AT CONFERENCES	768,216	ELECTRONIC FUND OR WIRE TRANSFER	6,916	TRAVEL AND LODGING FOR MEETINGS AND CONFERENCES	BOOK
		EAST ASIA AND THE PACIFIC	CHARACTER TRAINING	179,986	ELECTRONIC FUND OR WIRE TRANSFER			
		EAST ASIA AND THE PACIFIC	CHARACTER TRAINING, REGIONAL TRIPS AND CONFERENCES	64,968	ELECTRONIC FUND OR WIRE TRANSFER			
		EAST ASIA AND THE PACIFIC	CHARACTER TRAINING	302,212	ELECTRONIC FUND OR WIRE TRANSFER			
		EAST ASIA AND THE PACIFIC	CHARACTER TRAINING & RADIO BROADCASTING ACTIVITIES	105,778	ELECTRONIC FUND OR WIRE TRANSFER			
		EAST ASIA AND THE PACIFIC	CHARACTER TRAINING	36,224	ELECTRONIC FUND OR WIRE TRANSFER			
		EUROPE	CHARACTER TRAINING, WORLDVIEW SEMINARS, MARRIAGE & PARENTING PROGRAMS, RADIO BROADCASTS, REGIONAL TRIPS AND CONFERENCES	75,991	ELECTRONIC FUND OR WIRE TRANSFER			
		MIDDLE EAST AND NORTH AFRICA	CHARACTER TRAINING, WORLDVIEW SEMINARS, TRANSLATION OF MATERIALS, REGIONAL TRIPS AND CONFERENCES	254,994	ELECTRONIC FUND OR WIRE TRANSFER			
		NORTH AMERICA	MARRIAGE & PARENTING PROGRAMS, REGIONAL TRIPS AND CONFERENCES	100,049	ELECTRONIC FUND OR WIRE TRANSFER			
		SOUTH ASIA	CHARACTER TRAINING, WORLDVIEW SEMINARS, REGIONAL TRIPS AND CONFERENCES	153,395	ELECTRONIC FUND OR WIRE TRANSFER			
		SUB-SAHARAN AFRICA	CHARACTER TRAINING, WORLDVIEW SEMINARS, FUNDRAISING ACTIVITIES, REGIONAL TRIPS AND CONFERENCES	375,834	ELECTRONIC FUND OR WIRE TRANSFER			
		EAST ASIA AND THE PACIFIC	ADOPTION / ORPHAN CARE PROGRAMS	50,000	ELECTRONIC FUND OR WIRE TRANSFER			
		SUB-SAHARAN AFRICA	ADOPTION / ORPHAN CARE PROGRAMS	36,000	ELECTRONIC FUND OR WIRE TRANSFER			

2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter . . . . . ▶ 13

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

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

(a) Type of grant or assistance	(b) Region	(c) Number of recipients	(d) Amount of cash grant	(e) Manner of cash disbursement	(f) Amount of non-cash assistance	(g) Description of non-cash assistance	(h) Method of valuation (book, FMV, appraisal, other)

Part IV Foreign Forms

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

Part V **Supplemental Information**

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

Identifier	Return Reference	Explanation
PROCEDURE FOR MONITORING GRANTS OUTSIDE THE U S		SCHEDULE F, 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

Identifier	Return Reference	Explanation
METHOD USED TO ACCCOUNT FOR EXPENDITURES		SCHEDULE F, 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

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SCHEDULE G (Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

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

OMB No 1545-0047

2010

Open to Public Inspection

Name of the organization
FOCUS ON THE FAMILY

Employer identification number
95-3188150

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

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

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

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

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

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions? Yes	No	(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col (i)	(vi) Amount paid to (or retained by) organization
MASTERWORKS INC 19462 POWDER HILL PL NE POULSBO, WA 98370	FUNDRAISING CONSULTING AND SERVICES		No	0	295,830	0
Total . . . . ▶					295,830	

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

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

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

			(a) Event #1 (event type)	(b) Event #2 (event type)	(c) Other Events (total number)	(d) Total Events (Add col (a) through col (c))
Revenue	1	Gross receipts				
	2	Less Charitable contributions				
	3	Gross income (line 1 minus line 2)				
Direct Expenses	4	Cash prizes				
	5	Non-cash prizes				
	6	Rent/facility costs				
	7	Food and beverages				
	8	Entertainment				
	9	Other direct expenses				
	10	Direct expense summary Add lines 4 through 9 in column (d) ▶				
	11	Net income summary Combine lines 3 and 10 in column (d) ▶				

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

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

9 Enter the state(s) in which the organization operates gaming activities ______

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

b If "No," Explain ______

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

b If "Yes," Explain ______

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

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

13 Indicate the percentage of gaming activity operated in

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

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

Name ▶

Address ▶

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

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

c If "Yes," enter name and address

Name ▶

Address ▶

16 Gaming manager information

Name ▶

Gaming manager compensation ▶ $

Description of services provided ▶

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions

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

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

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

Identifier	ReturnReference	Explanation
EXPLANATION OF FUNDRAISING PAYMENTS	SCHEDULE G, PART I, LINE 2B, COLUMN (V)	FOCUS ON THE FAMILY PAID MASTERWORKS A TOTAL OF $1,389,731, WHICH CONSISTED OF FUNDRAISING CONSULTING OF $295,830 AND CREATIVE SERVICES OF $1,093,901 FOCUS ON THE FAMILY HAS AN AGREEMENT WITH MASTERWORKS TO PROVIDE FUNDRAISING CONSULTING AND SERVICES WITH THE AGREEMENT STATING THAT THE FEES AND EXPENSES ARE PAID SEPARATELY THIS IS CONSISTENT WITH THE PRESENTATION ON FORM 990, PART IX

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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," to Form 990, Part IV, line 21 or 22.
▶ Attach to Form 990

OMB No 1545-0047

2010

Open to Public Inspection

Name of the organization
FOCUS ON THE FAMILY

Employer identification number
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 Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21 for any recipient that received more than $5,000. Check this box if no one recipient received more than $5,000. Part II can be duplicated if additional space is needed. . . . ▶ ☐

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

2 Enter total number of section 501(c)(3) and government organizations . . . ▶ 22

3 Enter total number of other organizations . . . ▶

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

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

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

Identifier	Return Reference	Explanation
PROCEDURE FOR MONITORING GRANTS IN THE U S	PART I, LINE 2	SCHEDULE I, 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

Additional Data

Return to Form

Software ID:
Software Version:
EIN: 95-3188150
Name: FOCUS ON THE FAMILY

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

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
EXODUS INTERNATIONAL NORTH AMERICAPO BOX 540119 ORLANDO,FL 32854	52-1413470	501(C)(3)	10,000				ASSIST WITH EVENT MAILING
FEED MY STARVING CHILDREN INC401 93RD AVE NW COON RAPIDS,MN 55433	41-1601449	501(C)(3)	10,621				ASSIST WITH MEAL PACKING EFFORT
TLC WOMEN'S CENTERPO BOX 547729 ORLANDO,FL 32926	59-2343999	501(C)(3)	20,500				ULTRASOUND TRAINING
THE SOURCE FOR WOMEN 6009 RICHMOND AVE STE 130 HOUSTON,TX 77057	76-0025661	501(C)(3)		45,360	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
COLLEGE AREA PREGNANCY SERVICES 6663 EL CAJON BLVD STE L SAN DIEGO,CA 92115	33-0782841	501(C)(3)		26,576	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
ARLINGTON PREGNANCY CENTER INC1024 E BROAD STE 101 103 MANSFIELD,TX 76063	75-1987614	501(C)(3)		26,576	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
HOPE WOMEN'S PREGNANCY CENTER2255 S UNIVERSITY DRIVE DAVIE,FL 33324	65-0213258	501(C)(3)		26,576	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
SANTA CLARA COUNTY COMMUNITY PREGNANCY CENTER3315 ALMADEN EXPRESSWAY STE 25 SAN JOSE,CA 95118	94-2820673	501(C)(3)		24,788	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
PREGNANCY RESOURCE CENTER OF THE VALLEYS 25 PINE STREET BATH,NY 14810	16-1509256	501(C)(3)		24,788	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
CARE NET PREGNANCY RESOURCE CENTER OF ATLANTA100 EDGEWOOD AVE STE 1650 ATLANTA,GA 30303	20-0478411	501(C)(3)	11,200				ULTRASOUND TRAINING
AGAPE PREGNANCY CENTER3212 NORTHWESTERN DRIVE SAN ANTONIO,TX 78238	74-2809910	501(C)(3)	9,300				ULTRASOUND TRAINING
SANCTITY OF LIFE MINISTRIES10875 MAIN ST STE 109 FAIRFAX,VA 22030	54-1377782	501(C)(3)		26,576	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE

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

(a) Name and address of organization or government	(b) EIN	(c) IRC Code section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
EAST LOS ANGELES PREGNANCY CENTER2342 S ATLANTIC BLVD MONTEREY PARK, CA 91754	95-3977774	501(C)(3)	9,300				ULTRASOUND TRAINING
DAYBREAK PREGNANCY RESOURCE CENTER101 TREMONT ST SUITE 514 BOSTON, MA 02108	22-2474290	501(C)(3)		20,269	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
FOOTHILLS PREGNANCY CENTER1449 BLUE RIDGE BLVD SENECA, SC 29679	57-0897976	501(C)(3)		17,768	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
A WOMEN'S ANSWER MEDICAL CENTER3601 SW 2ND AVE GAINESVILLE, FL 32606	20-1521374	501(C)(3)	9,600				ULTRASOUND TRAINING
HORIZON PREGNANCY CENTER15061 SPRINGDALE ST STE 109 HUNTINGTON BEACH, CA 92649	75-3130920	501(C)(3)	9,300				ULTRASOUND TRAINING
CPC OF TIDEWATER INC 1021 EDEN WAY NORTH STE 116 VIRGINIA BEACH, VA 23320	54-1267311	501(C)(3)		20,796	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
SOUTHSIDE PREGNANCY CENTER5450 W 95TH ST OAK LAWN, IL 60453	36-3367445	501(C)(3)		20,796	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
ARLINGTON PREGNANCY CENTER INC5904 INTERSTATE 20 WEST ARLINGTON, TX 76017	75-1987614	501(C)(3)		25,032	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
THE DREAM CENTER4360 MONTEBELLO DRIVE STE 900 COLORADO SPRINGS, CO 80918	27-4876080	501(C)(3)		20,796	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE
ELIZABETH'S NEW LIFE CENTER11262 READING RD CINCINNATI, OH 45241	31-1381901	501(C)(3)		25,032	PURCHASE PRICE	ULTRASOUND MACHINE	TO PROVIDE ULTRASOUND MACHINE FOR PREGNANCY MEDICAL CARE

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Schedule J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees
▶ Complete if the organization answered "Yes" to Form 990, Part IV, question 23.
▶ Attach to Form 990. ▶ See separate instructions.

OMB No 1545-0047

2010

Open to Public Inspection

Name of the organization
FOCUS ON THE FAMILY

Employer identification number
95-3188150

Part I Questions Regarding Compensation

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

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

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

Note. The sum of columns (B)(i)-(iii) must equal the applicable column (D) or column (E) amounts on Form 990, Part VII, line 1a

(A) Name		(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 reported in prior Form 990 or Form 990-EZ
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) JAMES D DALY	(i)	0	0	0	0	0	0	0
	(ii)	214,290	857	3,610	13,396	15,366	247,519	0
(2) CLARK MILLER	(i)	159,479	217	3,357	6,680	15,366	185,099	0
	(ii)	0	0	0	0	0	0	0
(3) ROBERT WOOD	(i)	137,510	217	1,991	4,392	15,354	159,464	0
	(ii)	0	0	0	0	0	0	0
(4) THOMAS A MINNERY	(i)	0	0	0	0	0	0	0
	(ii)	141,246	217	1,970	8,831	11,109	163,373	0
(5) STANLEY R JOHN	(i)	146,010	250	2,807	7,588	15,362	172,017	0
	(ii)	0	0	0	0	0	0	0
(6) DAVE DICKINSON	(i)	153,827	0	1,448	0	11,502	166,777	0
	(ii)	0	0	0	0	0	0	0
(7) TIM GOEGLEIN	(i)	0	0	0	0	0	0	0
	(ii)	137,594	1,349	0	0	15,351	154,294	0
(8) WADE D CROW	(i)	0	0	0	0	0	0	0
	(ii)	182,178	0	1,838	5,086	10,244	199,346	0
(9) GLENN A WILLIAMS	(i)	182,151	0	10,403	7,622	10,244	210,420	0
	(ii)	0	0	0	0	0	0	0
(10)								
(11)								
(12)								
(13)								
(14)								
(15)								
(16)								

Part III Supplemental Information

Complete this part to provide the information, explanation, or descriptions required for Part I, lines 1a, 1b, 4c, 5a, 5b, 6a, 6b, 7, and 8 Also complete this part for any additional information

Identifier	Return Reference	Explanation
	PART I, LINE 1A	JIM DALY HAS FLOWN FIRST-CLASS FOR INTERNATIONAL TRAVEL AND OCCASIONALLY FOR DOMESTIC FLIGHTS TRAVEL FOR COMPANIONS WAS PROVIDED TO JIM DALY THE COST OF THE COMPANION TRAVEL IS INCLUDED IN EMPLOYEE COMPENSATION

Schedule L (Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Transactions with Interested Persons

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

OMB No 1545-0047

2010

Open to Public Inspection

Name of the organization
FOCUS ON THE FAMILY

Employer identification number
95-3188150

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

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

1 (a) Name of disqualified person	(b) Description of transaction	(c) Corrected? Yes	No

2 Enter the amount of tax imposed on the organization managers or disqualified persons during the year under section 4958 . . . . ▶ $

3 Enter the amount of tax, if any, on line 2, above, reimbursed by the organization . . . . ▶ $

Part II Loans to and/or From Interested Persons.

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

(a) Name of interested person and purpose	(b) Loan to or from the organization? To	From	(c) Original principal amount	(d) Balance due	(e) In default? Yes	No	(f) Approved by board or committee? Yes	No	(g) Written agreement? Yes	No
Total . . . . ▶ $										

Part III Grants or Assistance Benefitting Interested Persons.

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

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of grant or type of assistance

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

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues? Yes	No
(1) SARA D WOODARD	DAUGHTER OF DANIEL VILLANUEVA, BOARD MEMBER	20,930	SARA RECEIVED WAGES RELATED TO HER EMPLOYMENT AS A PUBLICIST FOR FOCUS ON THE FAMILY		No
(2) CSK STRATEGIC MARKETING GROUP INC	FORMER KEY EMPLOYEE IS CEO AND GREATER THAN 5% OWNER	1,775,448	CSK STRATEGIC MARKETING GROUP INC (CSK) AND FOCUS ON THE FAMILY (FOCUS) HAVE ENTERED INTO A THREE YEAR BUSINESS AGREEMENT WHEREBY CSK WILL PERFORM MARKETING SERVICES FOR FOCUS A FORMER KEY EMPLOYEE, STEVE MAEGDLIN, IS THE CEO OF CSK STRATEGIC MARKETING GROUP INC (CSK) AND OWNS MORE THAN 5% OF CSK		No

Part V Supplemental Information

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

Identifier	Return Reference	Explanation

efile GRAPHIC print - DO NOT PROCESS	As Filed Data -	DLN: 93493116007212

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

NonCash Contributions

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

OMB No 1545-0047

2010

Open to Public Inspection

Name of the organization	Employer identification number
FOCUS ON THE FAMILY	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 oncash 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		6,801	FMV-SIMILAR ASSET SALES
6 Cars and other vehicles .				
7 Boats and planes . . .				
8 Intellectual property . .				
9 Securities—Publicly traded	X	206	1,413,095	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	X	2	3,245	FMV-SIMILAR ASSET SALES
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts . .				
23 Scientific specimens . .				
24 Archeological artifacts .				
25 Other ▶ (COMMODITIES)	X	34	90,294	SALES VALUE
26 Other ▶ (EQUIPMENT)	X	2	600	FMV-SIMILAR ASSET SALES
27 Other ▶ (SFTWR LICENSES)	X	1	36,928	FMV-SIMILAR ASSET SALES
28 Other ▶ (EDUC MTLS)	X	2	1,047	FMV-SIMILAR ASSET SALES

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

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

Part II

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

Identifier	Return Reference	Explanation
METHOD FOR DETERMINING NUMBER OF CONTRIBUTORS	PART I, COLUMN (B)	COLUMN B INCLUDES THE NUMBER OF INDIVIDUAL GIFTS

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

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

OMB No 1545-0047

2010

Open to Public Inspection

Name of the organization
FOCUS ON THE FAMILY

Employer identification number
95-3188150

Identifier	Return Reference	Explanation
CHANGES IN PROGRAM SERVICES	FORM 990, PART III, LINE 3	YOUR FAMILY LIVE WEBCAST/TELEVISION PROGRAM YOUR FAMILY LIVE, A WEB-EXCLUSIVE SHOW, WAS A WEEKLY, INTERACTIVE CONVERSATION ABOUT LIFE THIS PROGRAM CEASEED TO AIR IN THE FISCAL YEAR

Identifier	Return Reference	Explanation
FORM 990, PART VI, SECTION B, LINE 11		FORM 990 WAS REVIEWED IN DETAIL BY THE AUDIT/FINANCE COMMITTEE OF THE BOARD OF DIRECTORS A COPY OF THE 990 WAS PROVIDED TO ALL BOARD MEMBERS BEFORE FILING WITH THE IRS FORM 990 WAS ALSO REVIEWED BY THE ORGANIZATION'S OUTSIDE CPA FIRM

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 12C	ANNUAL DISCLOSURE STATEMENTS SIGNED BY DIRECTORS, OFFICERS AND ALL EMPLOYEES

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION B, LINE 15	THE COMPENSATION COMMITTEE OF THE BOARD OF DIRECTORS DETERMINES COMPENSATION OF THE ORGANIZATION'S CEO BY REVIEWING COMPARABILITY DATA AND CONTEMPORANEOUS SUBSTANTIATION THE COMMITTEE ALSO ANNUALLY REVIEWS THE COMPENSATION OF OTHER OFFICERS AND KEY EMPLOYEES THESE DELIBERATIONS AND DECISIONS REGARDING OFFICER COMPENSATION ARE DOCUMENTED ANNUALLY THE VOTING MEMBERS OF THIS COMMITTEE ARE INDEPENDENT DIRECTORS OF THE ORGANIZATION

Identifier	Return Reference	Explanation
	FORM 990, PART VI, SECTION C, LINE 19	THE ORGANIZATION MAKES IT'S ORGANIZING DOCUMENTS AVAILABLE BY WRITTEN REQUEST ALSO, THE ORGANIZATION MAKES IT'S AUDITED FINANCIAL STATEMENTS AND FORMS 990 AVAILABLE ON IT'S WEBSITE

Identifier	Return Reference	Explanation
GENERAL DISCLOSURE REGARDING LEGAL FEES AND CORPORATE SECRETARY	FORM 990, PART VII, SECTION B, LINE 1, COLUMN A	HOLLAND AND 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 COMPENSATION PAID TO HOLLAND AND KNIGHT LLP DURING FYE 9/30/2011 WAS $679,725, WHICH INCLUDES THE REIMBURSEMENT OF EXPENSES THE BOARD AT LARGE HAS CONSIDERED THESE FEES AND HOLDS THAT THEY ARE AT OR BELOW MARKET RATES FOR THE SERVICES PERFORMED

Identifier	Return Reference	Explanation
AVERAGE HOURS PER WEEK DEVOTED TO RELATED ORGANIZATIONS	FORM 990, PART VII, SECTION A, LINE 1A, COLUMN B	AS EMPLOYEES OF A RELATED ORGANIZATION, THE FOLLOWING INDIVIDUALS LISTED ON FORM 990, PART VII, SECTION A, LINE 1A DEVOTED AN AVERAGE OF 45 HOURS PER WEEK TO THE RELATED ORGANIZATION JAMES D DALY DANIEL R MELLEMA THOMAS A MINNERY TIM GOEGLEIN WADE D CROW

Identifier	Return Reference	Explanation
CHANGES IN NET ASSETS OR FUND BALANCES	FORM 990, PART XI, LINE 5	NET UNREALIZED LOSSES ON INVESTMENTS -371,629

Identifier	Return Reference	Explanation
AUDIT COMMITTEE OF THE BOARD OF DIRECTORS	FORM 990, PART XII, LINE 2C	THE AUDIT COMMITTEE OF THE BOARD OF DIRECTORS REVIEWS THE RESULTS OF THE ANNUAL FINANCIAL AUDIT THE COMMITTEE OVERSEES THE SELECTION OF THE INDEPENDENT AUDITORS

Identifier	Return Reference	Explanation
GENERAL DISCLOSURE REGARDING DR JAMES DOBSON AND FOCUS ON THE FAMILY		THROUGHOUT THE YEARS, FOCUS ON THE FAMILY (FOCUS) HAS OFFERED MANY OF DR JAMES DOBSON'S BOOKS AND TAPES FOR DISTRIBUTION THESE MATERIALS HAVE BEEN PURCHASED FROM THE PUBLISHERS OF THE BOOKS (NOT FROM DR DOBSON OR JAMES DOBSON, INC), AT MUCH GREATER DISCOUNTS THAN USUAL, BECAUSE OF THE NATURE OF THE MINISTRY AND DISTRIBUTION OF MATERIALS AT FOCUS (ROYALTIES HAVE BEEN WAIVED BY DR DOBSON IN ORDER TO GUARANTEE MAXIMUM DISCOUNTS TO FOCUS ON PURCHASES) FOCUS ALSO OFFERS PRODUCTS AUTHORED BY SHIRLEY M DOBSON, AS WELL AS DANAE AND RYAN DOBSON (CHILDREN OF DR JAMES AND SHIRLEY DOBSON), UNDER SIMILAR AGREEMENTS

Identifier	Return Reference	Explanation
GENERAL DISCLOSURE REGARDING MRS SHIRLEY DOBSON AND FOCUS ON THE FAMILY		THROUGHOUT THE YEARS, FOCUS ON THE FAMILY (FOCUS) HAS OFFERED MANY OF DR JAMES DOBSON'S BOOKS AND TAPES FOR DISTRIBUTION THESE MATERIALS HAVE BEEN PURCHASED FROM THE PUBLISHERS OF THE BOOKS (NOT FROM DR DOBSON OR JAMES DOBSON, INC), AT MUCH GREATER DISCOUNTS THAN USUAL, BECAUSE OF THE NATURE OF TEH MINISTRY AND DISTRIBUTION OF MATERIALS AT FOCUS (ROYALTIES HAVE BEEN WAIVED BY DR DOBSON IN ORDER TO GUARANTEE MAXIMUM DISCOUNTS TO FOCUS ON PURCHASES) FOCUS ALSO OFFERS PRODUCTS AUTHORED BY SHIRLEY M DOBSON, AS WELL AS DANAE AND RYAN DOBSON (CHILDREN OF DR JAMES AND SHIRLEY DOBSON), UNDER SIMILAR AGREEMENTS

Identifier	Return Reference	Explanation
CONTRIBUTOR DISCLOSURE	FORM 990, SCHEDULE B	SCHEDULE B HAS BEEN INCLUDED WITH FORM 990 TO INDICATE THAT FOCUS ON THE FAMILY HAS MET THE 33 1/3% SUPPORT TEST UNDER THE REGULATIONS AND IS ONLY REQUIRED TO DISCLOSE THOSE CONTRIBUTORS WHOSE CONTRIBUTIONS ARE THE GREATER OF (1) $5,000 OR (2) 2% OF THE AMOUNT ON FORM 990, PART VIII, LINE 1H DURING THE CURRENT FISCAL YEAR, FOCUS ON THE FAMILY HAD NO SINGLE CONTRIBUTOR WHO EXCEEDED THE DISCLOSURE LIMIT OF $1,690,994 (2% OF $84,549,696)

Identifier	Return Reference	Explanation
THE MINISTRIES OF FOCUS ON THE FAMILY		FOCUS ON THE FAMILY COLORADO SPRINGS, CO 80995 719/531-5181 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 JUST A TASTE OF THE DIVERSITY OF THESE PROGRAMS, PROJECTS, AND OUTREACHES

Identifier	Return Reference	Explanation
BROADCAST MINISTRIES		FOCUS ON THE FAMILY BROADCAST (WWW FOCUSONTHEFAMILY COM/RADIO) THE FOCUS ON THE FAMILY PROGRAM OFFERS REAL-LIFE, BIBLE-BASED INSIGHTS FOR EVERYDAY FAMILIES REAL HELP FOR MARRIAGE AND PARENTING FROM FAMILIES WHO ARE IN THE TRENCHES WITH YOU HOSTED BY JIM DALY, DR JULI SLATTERY AND JOHN FULLER THE VAST RADIO NETWORK CARRYING THE DAILY FOCUS ON THE FAMILY (FOF) BROADCAST CONTINUES TO EXPAND IN THE NUMBER OF FACILITIES AND PROGRAMS OFFERED EVERY WEEK IT IS AIRED ON OVER 2,643 FACILITIES (WHICH INCLUDE TERRESTRIAL STATIONS, THEIR TRANSLATORS, SATELLITE RADIO AND STREAMS) THROUGHOUT THE U S WITH APPROXIMATELY 366 FACILITIES AROUND THE WORLD FROM THE DAILY ENGLISH PROGRAM, A DAILY 15-MINUTE PROGRAM IS EXCERPTED, SCRIPTED AND THEN TRANSLATED INTO FRENCH, RUSSIAN, HINDI, TAMIL, TELUGU AND SPANISH, AIRING ON OVER 794 FACILITIES ACROSS EUROPE, THE COMMONWEALTH OF INDEPENDENT STATES (CIS), AND LATIN AMERICA THIS DAILY BROADCAST IS OFFERED AS A RESOURCE ON AUDIO CD, PODCAST, MP3 OR ONLINE STREAMING AUDIO THE DAILY FOCUS ON THE FAMILY PROGRAM IS ALSO AVAILABLE ON SALEM COMMUNICATION'S ONEPLACE COM WEBSITE FAMILY NEWS IN FOCUS BROADCAST (WWW CITIZENLINK ORG/FNIF) BRINGING THE NATIONAL DIALOGUE TO YOUR KITCHEN TABLE CONVERSATIONS, FAMILY NEWS IN FOCUS PROVIDES ANALYSIS ON HOW TODAY'S HEADLINES AFFECT YOUR FAMILY HOSTED BY STUART SHEPARD AND PRODUCED BY FOCUS ON THE FAMILY THIS DAILY RADIO NEWS AND COMMENTARY FEATURE INFORMS CITIZENS ABOUT CURRENT FAMILY-RELATED ISSUES, AND CHALLENGES THEM TO TAKE ACTION ON PRO-FAMILY MATTERS APPROXIMATELY 2,075 FACILITIES CARRY THIS FEATURE, WHICH IS RELEASED IN A VARIETY OF FORMATS TWO SEPARATE DAILY 60-SECOND VERSIONS, DAILY TWO-MINUTE OR FIVE-MINUTE VERSIONS, AND THREE WEEKLY VERSIONS A 1-MINUTE, 2-MINUTE AND FIVE-MINUTE VERSIONS NEWS SEGMENTS ARE POSTED DAILY ONLINE AND ARCHIVED FOR OVER SIX WEEKS FOCUS ON THE FAMILY COMMENTARY BROADCAST THIS 90-SECOND PRACTICAL "FAMILY HELP" FEATURE THAT PROVIDES COMMENTARY BY FOCUS ON THE FAMILY PRESIDENT JIM DALY IS NOW CARRIED EVERY DAY BY OVER 307 GENERAL MARKET RADIO FACILITIES FAMILIES AROUND THE WORLD ARE FINDING ADVICE MEETING NEEDS IN THEIR LIVES, AS WELL NOT ONLY IS THE ENGLISH LANGUAGE COMMENTARY HEARD IN DOZENS OF CITIES SUCH AS SINGAPORE AND JOHANNESBURG, IT IS ALSO TRANSLATED INTO VARIOUS LANGUAGES AND AIRS IN COUNTRIES SUCH AS ARGENTINA, INDONESIA, MAINLAND CHINA, AND SLOVAKIA THE BROADCAST IS CARRIED EVERY DAY ACROSS THE WORLD FROM AROUND 1,651 FACILITIES FOCUS ON THE FAMILY MINUTE (FOFM) BROADCAST THIS 60-SECOND RADIO FEATURE IS COMPOSED OF EXCERPTS FROM THE 30-MINUTE BROADCAST IT PRESENTS A SNAPSHOT OF USEFUL FAMILY-RELATED INFORMATION WHILE ALSO SERVING AS AN INTRODUCTION FOR NEW LISTENERS TO THE DAILY PROGRAM FOFM HAS GROWN DRAMATICALLY SINCE ITS INCEPTION, NOW AIRING ON OVER 2,620 FACILITIES IN THE UNITED STATES AND WITH AROUND 931 FACILITIES OVERSEAS FOCUS ON THE FAMILY WITH DR BILL MAIER TV THIS SHORT FORM TELEVISION FEATURE OF ROUGHLY 90 SECONDS IN LENGTH AIRS THREE TIMES PER WEEK ON LOCAL NEWS STATIONS ACROSS THE COUNTRY IT IS CURRENTLY AIRING ON 71 STATIONS WHICH ARE AFFILIATED WITH MAJOR TV NETWORKS THE FEATURE IS SET-UP IN A NEWS STORY FORMAT CONSISTING OF A HOST (DR MAIER) COVERING FAMILY OR PARENTING ORIENTED STORIES AND CONTENT FOCUS ON THE FAMILY EXPERTS ARE USED AS WELL AS INFORMATION FROM FOCUS ON THE FAMILY WEB RESOURCES

Identifier	Return Reference	Explanation
BROADCAST MINISTRIES		BILL MAIER FAMILY MINUTE THIS DAILY 1-MINUTE CUSTOMIZED COMMENTARY AIRS ON 617 CHRISTIAN MUSIC FACILITIES AND NETWORKS WITH HUGE AUDIENCES DR MAIER OFFERS ENCOURAGEMENT AND ADVICE ON TOPICS RELEVANT TO PARENTING AND MARRIAGE WEEKEND MAGAZINE (CHRISTIAN) BROADCAST AIRING ON OVER 1,686 FACILITIES NATIONWIDE AND 122 FACILITIES IN CANADA, PLUS 106 FACILITIES ACROSS THE WORLD, THIS WEEKLY BROADCAST PROVIDES A VARIETY OF ADVICE AND ENCOURAGEMENT ABOUT MARRIAGE, PARENTING, HEALTH, FINANCES AND ENTERTAINMENT DESIGNED FOR BUSY FAMILIES, THIS PROGRAM ADDRESSES A VARIETY OF TOPICS IN A FAST-PACED, EDUCATIONAL AND EASY-TO-LISTEN-TO FORMAT THIS VERSION IS HOSTED BY JOHN FULLER WEEKEND MAGAZINE (GENERAL MARKET) BROADCAST WEEKEND MAGAZINE ALSO AIRS ON APPROXIMATELY 156 NON-RELIGIOUS RADIO FACILITIES ACROSS THE UNITED STATES THIS VERSION IS NEARLY IDENTICAL, MINUS 7-MINUTES OF CONTENT TO ACCOMMODATE THE LONGER COMMERCIAL BREAKS ON GENERAL MARKET STATIONS A CD COPY OF THE PROGRAM IS DISTRIBUTED TO THESE STATIONS EACH WEEK ADVENTURES IN ODYSSEY BROADCAST IT'S HARD TO BELIEVE FOR MORE THAN 20 YEARS, ADVENTURES IN ODYSSEY HAS OFFERED THOUSANDS OF FAMILIES HOPE, ENCOURAGEMENT AND IMPORTANT LIFE LESSONS BASED ON BIBLICAL TRUTHS APPLICABLE TO PEOPLE OF ALL AGES THE PROGRAM REACHED AN INDUSTRY MILESTONE IN 2008, BECOMING THE LONGEST-RUNNING WEEKLY DRAMA WITH A CONSISTENT CAST OF CHARACTERS' ADVENTURES IN ODYSSEY IS NOW HEARD ON OVER 4,014 RADIO FACILITIES WORLDWIDE THE DAILY ADVENTURES IN ODYSSEY PROGRAM IS ALSO AVAILABLE ON SALEM COMMUNICATION'S ONEPLACE COM WEBSITE PLUGGED IN MOVIE REVIEW BROADCAST CURRENTLY AIRING ON MORE THAN 1,895 RADIO FACILITIES, THE PLUGGED IN MOVIE REVIEW HIGHLIGHTS A MOTION PICTURE RELEASE EACH WEEK AND BREAKS DOWN THE CONTENT INTO A 60-SECOND AND A 120-SECOND SNAPSHOT (RADIO STATIONS ARE FREE TO CHOOSE WHICH VERSION THEY PREFER) OF THE ABOVE FACILITIES, 641 AIR A LIVE VERSION OF THE WEEKLY REVIEW, WHILE 365 FACILITIES AIR THE DVD VERSION FOCUS ON THE FAMILY RADIO THEATRE BROADCAST RELAUNCHED IN 2010, THE FOCUS ON THE FAMILY RADIO THEATRE BROADCAST IS HEARD ON 526 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 PRODUCTION OF "BONHOEFFER THE COST OF FREEDOM" 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 ABOUT 185 FACILITIES THROUGHOUT THE U S AND ON APPROXIMATELY 745 FACILITIES OUTSIDE THE U S COMENTARIO DE LA ENFOQUE A LA FAMILIA PROGRAM A 90-SECOND SPANISH-LANGUAGE FEATURE THAT PROVIDES MARRIAGE AND FAMILY ADVICE HEARD ON 109 FACILITIES CONECTADOS PROGRAM THE SPANISH-LANGUAGE VERSION OF THE WEEKLY PLUGGED IN MOVIE REVIEWS FEATURE HEARD ON 85 FACILITIES

Identifier	Return Reference	Explanation
ONLINE MINISTRIES		FOCUS ON THE FAMILY WEB SITE (WWW FOCUSONTHEFAMILY COM) THE FLAGSHIP WEB SITE FOR FOCUS ON THE FAMILY DRAWS AN AVERAGE AUDIENCE OF ABOUT 870,000 VISITORS PER MONTH, PROVIDING OUR CONSTITUENTS WITH READY ACCESS TO RELIABLE, PRACTICAL, TIME TEST ADVISE ON MARRIAGE, PARENTING, LIFE CHALLENGES AND MORE THROUGH ONLINE ARTICLES, BLOGS, BROADCASTS, PODCAST, STREAMING AUDIO/VIDEO AND COMMUNITY FORUMS, FOCUSONTHEFAMILY COM OFFERS ENCOURAGEMENT, INSPIRATION AND HELP FOR PEOPLE OF ALL AGES VISITORS CAN SEARCH ALL FOCUS ON THE FAMILY'S ONLINE CONTENT BY TOPIC, SITE OR MEDIA TYPE, FINDING THE INFORMATION THEY NEED WHENEVER THEY NEED IT MARRIAGE (WWW FOCUSONTHEFAMILY COM/MARRIAGE) WHILE THE VERY DEFINITION OF MARRIAGE IS DEBATED, COUPLES CONTINUE TO FACE THE CHALLENGE OF BUILDING, STRENGTHENING AND PRESERVING THRIVING MARRIAGES OUR MARRIAGE MINISTRY IS COMMITTED TO INSPIRING THE GOD-GIVEN DESIRE WITHIN MEN AND WOMEN FOR LIFE-LONG, HEALTHY MARRIAGES, EQUIPPING THEM TO PREPARE A SOLID FOUNDATION FOR MARRIAGE, STRENGTHEN THEIR MARRIAGE, SAVE THEIR MARRIAGE IN CRISIS AND TO RAISE HOPE-FILLED CHILDREN WHO WILL SHAPE OUR NATION AND FUTURE GENERATIONS PARENTING (WWW FOCUSONTHEFAMILY COM/PARENTING, WWW PLUGGEDIN COM) IT'S IMPOSSIBLE TO ESTIMATE THE NUMBER OF 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 KNOWN FOR ITS PARENTING RESOURCES, AND THE PARENTS MINISTRY TEAM FORGES INTO THE 21ST CENTURY HELPING PARENTS GUIDE THEIR FAMILIES THROUGH DIFFICULT TIMES, RAISE HEALTHY AND RESILIENT CHILDREN, AND PASS ON A THRIVING FAITH TO THOSE CHILDREN CHILDREN (WWW CLUBHOUSEMAGAZINE COM, WWW CLUBHOUSEJR COM, WWW WHITSEND ORG, WWW JELLYTELLY COM) FOCUS ON THE FAMILY MEETS THE NEEDS OF KIDS OF ALL AGES WHILE PROVIDING A SAFE PLACE TO GROW IN THEIR FAITH THE SITES FOR YOUNGER KIDS PROVIDE FUN ARTICLES, FAITH-BUILDING STORIES, RECIPES, ACTIVITY SUGGESTIONS, POEMS, MOVIE REVIEWS AND GAMES, INCLUDING OUR EXCLUSIVE PARTNERSHIP WITH PHIL VISCHER FOR HIS JELLYTELLY WEBSITE PLUGGEDIN COM (WWW PLUGGEDIN COM) NOW REACHING OVER 1 MILLION VISITS PER MONTH (15MM ANNUALLY), THIS FOCUS WEBSITE POSTS TIMELY REVIEWS OF WHAT'S PLAYING IN THEATERS EACH WEEK (AND AN ONGOING ARCHIVE), TELEVISION PROGRAMMING, POPULAR CDS AND VIDEO GAMES THESE REVIEWS FOCUS ON THE MESSAGES BEING CONVEYED, BOTH POSITIVELY AND NEGATIVELY THE PLUGGEDIN COM WEBSITE ALSO TACKLES MANY OF THE MOST POPULAR QUESTIONS BEING ASKED BY OUR READERSHIP AS WELL AS OFFERING PRACTICAL ADVICE ABOUT BECOMING MORE DISCERNING REGARDING TODAY'S MEDIA PLUGGEDIN ALSO PRODUCES AN ENTERTAINMENT PODCAST EACH WEEK, AND IN THE SPIRIT OF HEARING BACK FROM OUR CONSTITUENCY, PLUGGED IN HAS LAUNCHED IT'S OWN BLOG PRACTICAL ENTERTAINMENT HELP AND ADVICE CAN BE FOUND AT THE "FAMILY ROOM" SECTION OF THE WEBSITE IN ADDITION, THE PLUGGED IN MOVIE REVIEW RADIO FEATURES ARE CURRENTLY AIRING ON NEARLY 700 RADIO STATIONS, HEARD EACH WEEK BY AN AUDIENCE IN EXCESS OF 7 MILLION A VIDEO VERSION OF THE SAME FEATURE AIRS ON A NUMBER OF CABLE OUTLETS TO AN ESTIMATED VIEWERSHIP OF 1 6 MILLION WEEKLY COLLEGE STUDENT MINISTRY FOCUS LEADERSHIP INSTITUTE (WWW FOCUSLEADERSHIP ORG) LAUNCHED IN 1995, THE INSTITUTE OFFERS YOUNG PEOPLE A LIFE-CHANGING, SEMESTER-LONG EXPERIENCE THAT HELPS THEM DEVELOP A HEALTHY CHRISTIAN WORLDVIEW AND EQUIPS THEM TO USE THIS UNDERSTANDING TO SHAPE THEIR FAMILIES, THEIR COMMUNITIES AND THEIR CULTURE PARTICIPANTS MAY RECEIVE COLLEGE CREDIT WHILE UNDERGOING INTENSIVE TRAINING ON LEADERSHIP ROLES IN THE FAMILY, THE CHURCH AND SOCIETY AT LARGE THE BOUNDLESS PROJECT (WWW BOUNDLESS ORG) SPONSORED BY FOCUS ON THE FAMILY, BOUNDLESS IS A MINISTRY FOR THOSE IN THE TRANSITIONAL YEARS BETWEEN HIGH SCHOOL GRADUATION AND PARENTHOOD WHILE RESEARCH WARNS US OF AN INHERENT SPIRITUAL WANDERLUST DURING THESE YEARS, BOUNDLESS OFFERS YOUNG ADULTS A CONSISTENT CHRISTIAN COMMUNITY AND MOTIVATION TO REMAIN FIRM IN THEIR FAITH AND PLUGGED INTO A LOCAL CHURCH BODY, AND INTENTIONAL ABOUT THE PURSUIT OF MARRIAGE AND FAMILY FROM COLLEGE TO CAREER TO RELATIONSHIPS, BOUNDLESS OFFERS A VIBRANT VISION FOR YOUNG ADULTS SEEKING TO EXPERIENCE THE ABUNDANT CHRISTIAN LIFE IN THE MIDST OF DISCOVERY AND CHANGE

Identifier	Return Reference	Explanation
ONLINE MINISTRIES		ENFOQUE A LA FAMILIA (WWW ENFOQUEALAFAMILIA COM) ENFOQUE A LA FAMILIA'S MISSION IS TO COOPERATE WITH THE HOLY SPIRIT IN THE DISSEMINATION OF THE GOSPEL OF JESUS CHRIST THROUGH THE CARE, PROTECTION, INSTRUCTION AND MOBILIZATION OF HISPANIC FAMILIES IN THE UNITED STATES BRIARGATE MEDIA (WWW BRIARGATEMEDIA COM) THIS WEB SITE SERVES IN THE PLACEMENT AND PROMOTION OF FOCUS ON THE FAMILY MEDIA PRODUCTS, SUCH AS VARIOUS RADIO AND TV PROGRAMS AND PRINT PUBLICATIONS, TO THE BROADCAST AND PRINT MEDIA - BOTH GENERAL MARKET AND RELIGIOUS GOVERNMENT 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 GOVERNMENT AND PUBLIC POLICY OUTREACH ADDRESSES THESE ISSUES AND MORE THROUGH A NUMBER OF VENUES IN-HOUSE EXPERTS GRAPPLE WITH CONTEMPORARY SOCIAL ISSUES AND THEN PRODUCE EDUCATIONAL AND MOTIVATIONAL RESOURCES FOR THE FOCUS AUDIENCE FAMILY NEWS IN FOCUS ONLINE (WWW CITIZENLINK COM/CATEGORY/RADIO-NEWS/) THE FAMILY NEWS IN FOCUS (FNIF) WEBSITE CONTAINS ON-DEMAND AUDIO OF OUR RADIO REPORTS THE DAILY RADIO NEWS AND COMMENTARY BROADCAST PROGRAM INFORMS CITIZENS ABOUT CURRENT EVENTS, AND CHALLENGES THEM TO TAKE ACTION ON PRO-FAMILY MATTERS THEY ARE POSTED DAILY ONLINE ANALYSIS (WWW CITIZENLINK COM/ANALYSIS) THIS WEB SITE SERVES TO BRING TIMELY, CRITICAL ANALYSIS TO BEAR ON THE MOST IMPORTANT CULTURAL AND POLICY ISSUES OF THE DAY WRITTEN AND EDITED BY SOME OF THE COUNTRY'S MOST KNOWLEDGEABLE FAMILY ADVOCATES, THE RESOURCES FEATURED HERE ARE DESIGNED TO EDUCATE AND ENERGIZE CONCERNED CITIZENS WITHIN RELIGIOUS, POLITICAL, EDUCATIONAL AND ACTIVIST SPHERES WORKING TO APPLY CHRISTIAN PRINCIPLES TO THE STRUGGLES THAT FACE OUR NATION CITIZENLINK (WWW CITIZENLINK COM/) CITIZENLINK WEB SITE PROVIDES A BIBLICAL PERSPECTIVE ON NATIONAL AND LOCAL NEWS AS WELL AS OFFER TECHNIQUES FOR GRASSROOTS ACTIVISM THE CITIZENLINK DAILY EMAIL, CREATED BY THE PUBLIC POLICY STAFF, OFFERS A CHRISTIAN PERSPECTIVE ON SIGNIFICANT CURRENT EVENTS AND LEGISLATION, AS WELL AS "ACTION ITEMS" THAT OFFERS RESOURCES FOR FURTHER INVOLVEMENT THE PARSONAGE (WWW PARSONAGE ORG) THE WEBSITE WAS 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 TO THE PASTOR'S PERSONAL LIFE, FAMILY, AND MINISTRY

Identifier	Return Reference	Explanation
PERIODICALS		THRIVING FAMILY (HTTP //WWW THRIVINGFAMILY COM/) THE MEDIA PUBLISHING GROUP LAUNCHED THRIVING FAMILY, A FULL-SIZE, NEWSSTAND-WORTHY PARENTING, MARRIAGE, AND FAMILY MAGAZINE, IN THE FALL OF 2009 AND MAILS 300,000 COPIES SIX TIMES PER YEAR OF THIS 60 PAGE PUBLICATION THE PURPOSE OF THRIVING FAMILY IS TO PROVIDE AND REINFORCE FOCUS ON THE FAMILY'S CORE MARRIAGE AND PARENTING MESSAGE TO THE BULL'S-EYE AUDIENCE ON A REGULAR BASIS AND TO INSPIRE AND EQUIP FAMILIES A COMPLEMENTARY WEBSITE AND DIGITAL EDITION WERE ALSO CREATED TO PROVIDE ADDITIONAL ACCESS AND REINFORCEMENT OF THE THRIVING FAMILY VISION FOCUS ON THE FAMILY CITIZEN MAGAZINE (WWW CITIZENLINK COM/CITIZEN-MAGAZINE/) FOCUS ON THE FAMILY'S CITIZEN MAGAZINE IS A 32-PAGE, FOUR-COLOR, MONTHLY NEWSMAGAZINE ISSUED 10 TIMES A YEAR CITIZEN OFFERS ITS READERS NEWS AND ANALYSIS ON CULTURAL, POLITICAL, AND PUBLIC POLICY ISSUES THAT DOMINATE THE HEADLINES OR ARE NOT SEEN IN THE MAINSTREAM MEDIA - ALL FROM A BIBLICAL WORLDVIEW CITIZEN 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

Identifier	Return Reference	Explanation
PERIODICALS		FOCUS ON THE FAMILY CLUBHOUSE MAGAZINE (WWW CLUBHOUSEMAGAZINE COM) IN SERVING NEARLY 75,000 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 CLUBHOUSEMAGAZINE COM/CLUB_JR/) THIS COLORFUL, HIGH-QUALITY MAGAZINE, GEARED FOR AGES THREE TO SEVEN, CONTAINS SIMPLE STORIES, CRAFTS, BIBLE STORIES, POEMS, AND PUZZLES DESIGNED TO DELIGHT THE 65,000 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 PASTOR TO PASTOR CD AUDIO SERIES THIS RESOURCE IS ESPECIALLY DESIGNED TO MEET THE SPECIFIC NEEDS OF BUSY PASTORS AND CHURCH LEADERS PASTOR TO PASTOR IS AN EXTENSIVE AUDIO LIBRARY FEATURING INTERVIEWS WITH LEADING PASTORS AND CHRISTIAN LEADERS ON IMPORTANT TOPICS FOR THOSE IN MINISTRY HOSTED BY REV H B LONDON JR , A RESPECTED SENIOR PASTOR FOR OVER 30 YEARS, NUMEROUS GUESTS OFFER THEIR SOLID BIBLICAL INSIGHTS ON TOPICS SUCH AS FINANCES, PARENTING STAGES, BURNOUT, SUFFERING, CONFLICT, PERSONAL DEVOTIONS AND RESTORATION ONE HUNDRED TWO EDITIONS HAVE BEEN PRODUCED SINCE 1992 AND ARE NOW AVAILABLE ONLINE FOR LISTENING OR DOWNLOADING THRIVING PASTOR CONNECTION WEEKLY E-MAIL (WWW PARSONAGE ORG) DESIGNED WITH AN EMPHASIS ON SOUL CARE, THE GOAL OF THRIVING PASTOR CONNECTION 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

Identifier	Return Reference	Explanation
FAMILY RESOURCES		BOOK PUBLISHING (RESOURCES FAMILY ORG/) 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 MORE THAN HALF OF THESE PRODUCTS ARE CREATED BY AN IN-HOUSE TEAM OF WRITERS AND EDITORS, AND ARE SUPPORTED BY THE LITERARY CONTRIBUTIONS FROM TALENTED AUTHORS FILMS AND VIDEOS (RESOURCES FAMILY ORG/) FOCUS ON THE FAMILY BEGAN ITS FIRST FILM PRODUCTION IN 1986 AND HAS CONTINUED PRODUCING NEW PROGRAMS THAT HAVE BEEN TRANSLATED IN OVER 20 LANGUAGES FOCUS ON THE FAMILY CONTINUES TO SEEK THE WIDEST POSSIBLE AUDIENCES FOR ITS VIDEOS FOCUS ON THE FAMILY VIDEOS INCLUDE MARRIAGE AND PARENTING ADVICE, WORLDVIEW CURRICULA, AND 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

Identifier	Return Reference	Explanation
PERSONAL TOUCH MINISTRIES		STRATEGIC ALLIANCE SERVICES STRATEGIC ALLIANCE SERVICES EXISTS TO SUPPORT THE CHIEF STRATE GY OFFICE AND THE REST OF FOCUS'S INTERNAL MINISTRY AREAS BY FINDING, EVALUATING, AND DEVE LOPING WORKING RELATIONSHIPS WITH ALLIANCES THAT CAN HELP TO EXPAND AND EXTEND FOCUS' STRA TEGIC IMPACT TO FAMILIES AROUND THE WORLD CHRISTIAN WORLDVIEW MINISTRY (WWW THETRUTHPROJE CT ORG) AT FOCUS, WE BELIEVE THAT EVERY ASPECT OF OUR LIVES - THE WAY WE MANAGE OUR FAMILI ES, CARRY OUT OUR WORK, ENJOY OUR FREE TIME, AND RELATE TO OTHERS - STEMS FROM OUR UNDERST ANDING OF WHO GOD IS AND WHO WE ARE IN HIM THE GOAL OF THE CHRISTIAN WORLDVIEW TEAM IS TO AWAKEN OUR CONSTITUENTS TO GOD'S TRUTH, CHARACTER, DESIGN, AND PURPOSE FOR ALL OF LIFE BY CREATING A CURRICULUM FOR SMALL GROUP STUDY, TRAINING FACILITATORS, AND PROVIDING SUPPORT FOR THOSE TEACHING THESE VITAL CONCEPTS AND SERVING AS IMPACT PARTNERS IN OUR SOCIETY RE LATIONSHIP SERVICES EACH WEEK BRINGS THOUSANDS OF CONTACTS, VIA EMAIL, LETTERS AND PHONE C ALLS, EACH SEEKING A RESPONSE TO UNIQUE REQUESTS THIS DIRECT COMMUNICATION IS A VITAL LIN K TO THE PEOPLE WE DESIRE TO SERVE WE ALSO MODERATE MOST OF FOCUS ON THE FAMILY'S FORUMS AND BLOGS, WHICH OCCASIONALLY PROVIDES OPPORTUNITIES TO REACH OUT TO THIS COMMUNITY AS WEL L 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 STA FF OF 75, PREDOMINANTLY WITH EARNED DEGREES COUNSELING MANY OF THOSE WHO COME TO US REQUI RE SPECIALIZED CARE FOCUS ON THE FAMILY (FOCUS) IS INCREASINGLY CALLED UPON TO ASSIST THO SE EXPERIENCING PAINFUL AND OFTEN DESTRUCTIVE SITUATIONS POTENTIAL SUICIDES, CASES OF SPO USE ABUSE, AND CHILD MOLESTATION ARE NOT UNCOMMON THESE PLEAS RECEIVE A REPLY BY PHONE ON A ONE-TO-ONE BASIS MOST CONTACTS ARE PROMPTED BY OUR RADIO BROADCASTS, WHICH TOUCH OFF A N 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 WEBSITES, MAGAZINE ART ICLES, SIMULCASTS AND OTHER MINISTRY OUTREACHES OUR STAFF OF 16 STATE-LICENSED COUNSELORS , 10 SUPPORT STAFF, AND 2 CHAPLAINS, RESPOND TO THE CRITICAL LETTERS AND CALLS TOO COMPLEX FOR A MAIL OR EMAIL RESPONSE AS WELL AS A FREE CONSULTATION, WHEN APPROPRIATE, CALLERS A RE REFERRED TO COUNSELORS IN THEIR GEOGRAPHICAL AREA WHO HAVE BEEN APPROVED THROUGH A SCRE ENING PROCESS FOR OUR NATIONAL REFERRAL NETWORK FOCUS ON THE FAMILY DOES NOT PROVIDE A CA TEGORICAL "ENDORSEMENT" OF THERAPISTS ON THE REFERRAL NETWORK NO CHARGE IS MADE FOR COUNS ELOR CONSULTATION FOCUS LEADERSHIP INSTITUTE (WWW FOCUSLEADERSHIP ORG) THIS SPECIALIZED L EADERSHIP TRAINING PROGRAM, WHICH WAS LAUNCHED IN SEPTEMBER OF 1995, IS OFFERED MULTIPLE T IMES A YEAR TO SELECTED YOUNG PEOPLE WHO ARE TYPICALLY ENROLLED AT AN ACCREDITED ACADEMIC INSTITUTION AS THEY PARTICIPATE IN CLASSROOM SESSIONS, INDIVIDUAL RESEARCH, AND INTERNSHI PS UNDER THE MENTORSHIP OF SPECIALISTS IN THEIR AREA OF STUDY, A UNIQUE EMPHASIS IS PLACED UPON THE INTEGRATION OF THEIR FOUNDATIONAL PRINCIPLES TO THEIR ACADEMIC DISCIPLINES AND T HEIR FUTURE CAREERS SIGNIFICANT COMPONENTS OF THE PROGRAM INCLUDE A COMMUNITY LEARNING EN VIRONMENT WHERE MENTORING AND ACCOUNTABILITY ARE STRESSED IN DEVELOPING THIS ENDEAVOR, FO CUS ON THE FAMILY RELIED ON THE INPUT OF UNIVERSITY LEADERS FROM OVER 110 COLLEGES AND UNI VERSTIES, AS WELL AS LEADERS FROM THE BUSINESS AND GOVERNMENT ARENAS PARTICIPANTS ARE ALS O AFFORDED OPPORTUNITIES TO INTERACT WITH RENOWNED LEADERS AND TO COMPLETE AN INTERNSHIP R ELATED TO THEIR FUTURE CAREER FIELD "FOCUS ON THE FAMILY" NEWSPAPER COLUMN EACH WEEK MILL IONS OF READERS SEARCH FOR THE ANSWERS TO QUESTIONS ABOUT FAMILY LIFE THE "FOCUS ON THE F AMILY" COLUMN FEATURES ANSWERS TO FAMILY-RELATED QUESTIONS, FIELDED BY FOCUS ON THE FAMILY PRESIDENT JIM DALY AND PSYCHOLOGIST DR JULI SLATTERY THE COLUMN APPEARS WEEKLY IN OVER 140 NEWSPAPERS BENEVOLENT RESOURCE DISTRIBUTION FUNDING FROM OUR ANNUAL BUDGET HELPS TO P ROVIDE TANGIBLE SUPPORT TO THOSE IN NEED, PRIMARILY THROUGH DISTRIBUTION OF VARIOUS RESOUR CES BY OUR RELATIONSHIP SERVICES, COUNSELING, PASTORAL AND CHAPLAINCY MINISTRIES HOW TO D RUG PROOF YOUR KIDS - "DPYK" (WWW DRUGPROOFYOURKIDS COM) DPYK WORKS TOGETHER WITH PARENTS, TAKING THEM THROUGH ONE OF THE BEST DRUG PREVENTION CURRICULUMS AROUND YOU WILL LEARN WH Y KIDS USE DRUGS, STRATEGIES FOR COMMUNICATION, HOW TO IDENTIFY WARNING SIGNS, TOOLS TO HE LP YOUR KIDS RESPOND TO PEER PRESSURE, HOW TO DEAL WITH CURRENT DRUG USE AND MORE MOST IM PORTANTLY, YOU WILL LEARN HOW TO STRENGTHEN RELATIONSHIPS WITH YOUR KIDS THAT ACT AS A CON STANT PREVENTATIVE AGAINST DRUG USE BY PUTTING IT ALL INTO PRACTICE, YOU WILL BE CLOSER T O SAYING "NOT MY KID" WITH CONFIDENCE PASTORAL MINISTRIES (WWW PARSONAGE ORG) RELEVANT MA TERIALS AND REFERRALS AID THE CHURCH CARE AND COUNSELING DEPARTMENTS IN FACILITATING THE S PIRITUAL RENEWAL OF MINISTERS AND THEIR FAMILIES

Identifier	Return Reference	Explanation
PERSONAL TOUCH MINISTRIES		TIME, FINANCIAL, AND RELATIONAL PRESSURES THAT ARE UNIQUE TO MINISTRY IN TODAY'S FAST-PACE D 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 A ND SERVICES ARE OFFERED AMONG THEM ARE THRIVING PASTORS CONNECTION, A WEEKLY E-MAIL, COAC HING EVENTS FOR PASTORS THAT WILL BE HELD IN DIFFERENT CITIES AND OUR TOLL-FREE PASTORAL C ARE LINE WHICH IS ADMINISTERED BY OUR COUNSELING DEPARTMENT, PROVIDES A LISTENING EAR, REF ERRALS, AND ADVICE TO PASTORAL FAMILIES IN CRISIS CHURCH CARE ALSO CONTINUES TO SPEARHEAD THE EFFORT TO PROMOTE CLERGY APPRECIATION MONTH EACH OCTOBER THE IN HOUSE MINISTRY OF CO NCERN PROVIDES SUPPORT FOR FOCUS ON THE FAMILY EMPLOYEES AT TIMES OF DEATH, ILLNESS, AND O THER SERIOUS PERSONAL ISSUES, THE PASTORAL CARE ONLINE DIRECTORY OFFERS A LIST OF CARE GIV ING MINISTRIES, BOOKS, TAPES, VIDEOS, AND OTHER RESOURCES, AND THE PASTORS ADVOCATE SERIES OF BOOKLETS HELP CONGREGATIONS BETTER UNDERSTAND AND CARE FOR THEIR PASTORAL FAMILIES

Identifier	Return Reference	Explanation
PERSONAL TOUCH MINISTRIES		PHYSICIANS RESOURCE COUNCIL OVER THIRTY U S AND CANADIAN PHYSICIANS REPRESENTING DIVERSE MEDICAL SPECIALTIES SERVE AS VOLUNTEERS ON THE FOCUS ON THE FAMILY PHYSICIANS RESOURCE COU NCIL (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 SANCITY OF HUMAN LIFE (WWW BEAVOICE NET) BECAUSE THE SANCTITY OF HUMAN LIFE (SOHL) IS ONE OF THE CORE COMMITMENTS OF FOCUS ON THE FAMILY, THE SOHL TEAM PROMOTES AWARE NESS OF THE VALUE OF EACH HUMAN LIFE AND EQUIPS ITS CONSTITUENTS TO NURTURE AND DEFEND THE SANCTITY OF HUMAN LIFE FROM CONCEPTION TO NATURAL DEATH OUR PRIMARY INITIATIVES ARE OPT ION ULTRASOUND (WWW HEARTLINK ORG/OUPDIRECTORS CFM) PROVIDE GRANTS FOR ULTRASOUND MACHINE S OR SONOGRAPHY TRAINING TO QUALIFIED PREGNANCY MEDICAL CLINICS (PMCS) IN HIGH ABORTION CO MMUNITIES, EQUIPPING THEM TO OFFER LIMITED OBSTETRICAL ULTRASOUND SERVICES UNDER THE SUPER VISION OF A LICENSED PHYSICIAN BENEVOLENT RESOURCES (WWW HEARTLING ORG/DIRECTORS/BENEVOL ENTRESOURCES) PROVIDE $500 YEARLY PER ORGANIZATION OF EDUCATIONAL RESOURCES FOR WOMEN FACI NG UNEXPECTED PREGNANCIES THROUGH A BENEVOLENT PROGRAM FOR PREGNANCY CARE ORGANIZATIONS AR OUND THE WORLD ADOPTION & ORPHAN CARE INITIATIVE (WWW ICAREABOUTORPHANS ORG) COLLABORATE WITH PARTNERS ON WORLDWIDE ADOPTION AND ORPHAN CARE AWARENESS CAMPAIGNS, AND COORDINATE E FFORTS WITH GOVERNMENT, CHURCH AND ADOPTION AGENCY LEADERS TO HELP FIND PERMANENT ADOPTIVE FAMILIES FOR THE MORE THAN 100,000 LEGAL ORPHANS WAITING IN FOSTER CARE IN THE U S FOCUS ALSO PROVIDES ADDITIONAL POST-ADOPTION SUPPORT TO FAMILIES TO INCLUDE TRAINING CHRISTIAN THERAPISTS TO HELP ADOPTIVE FAMILIES STATE FAMILY POLICY COUNCILS (WWW CITIZENLINK COM/ST ATE-GROUPS/) 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 POLI CY COUNCIL CONDUCTS POLICY ANALYSIS, PROMOTES RESPONSIBLE AND INFORMED CITIZENSHIP, FACILI TATES STRATEGIC LEADERSHIP INVOLVEMENT, AND INFLUENCES PUBLIC OPINION MANY OF THESE COUNC ILS ALSO PERFORM COMMUNITY AND STATEWIDE WORK TO FOSTER A MOVEMENT TO AFFIRM FAMILIES THE SE COUNCILS ARE INDEPENDENT ENTITIES WITH NO CORPORATE OR FINANCIAL RELATIONSHIP TO EACH O THER OR TO FOCUS ON THE FAMILY HOWEVER, THEY HAVE A UNIFORM PURPOSE SERVING AS A VOICE F OR THE FAMILY AND ASSISTING FAMILY ADVOCATES WHO AIM TO RECAPTURE THE MORAL AND INTELLECTU AL HIGH GROUND IN THE PUBLIC ARENA THE SHEPHERD'S COVENANT PASTORS ARE INCREASINGLY FACIN G A CRISIS OF INTEGRITY, RIGHTEOUSNESS AND CREDIBILITY MANY NEED TO REGAIN THEIR FOCUS AN D TO RECOMMIT THEMSELVES TO A LIFESTYLE PLEASING TO THE LORD, THEIR FAMILIES AND CONGREGAT IONS TO THAT END WE OFFER COMPLIMENTARY THE SHEPHERD'S COVENANT, A SIMPLE COMMITMENT BY S PIRITUAL LEADERS TO ASPIRE TO A NEW LEVEL OF HOLINESS AND ACCOUNTABILITY BASED ON THE ACRO NYM G R A C E (GENUINE ACCOUNTABILITY, RIGHT RELATIONSHIPS, A SERVANT'S HEART, CONSTANT S AFEGUARDS, EMBRACING GOD INTIMATELY) A WEEKLY E-NEWSLETTER IS INCLUDED WELCOME CENTER/BO OKSTORE/WHIT'S END (HTTP //WWW FOCUSONTHEFAMILY COM/VISITUS/A000000482 CFM) APPROXIMATELY 230,000 PEOPLE VISIT FOCUS ON THE FAMILY'S WELCOME CENTER EVERY YEAR, WHERE THEY CAN EXPLO RE OUR GROUND LEVEL, WHICH FEATURES A 10,000 SQUARE FOOT BOOKSTORE AND GIFT SHOP FILLED WI TH RELEVANT AND COMPELLING RESOURCES AND WHOLESOME ENTERTAINMENT, THE SOLID GROUNDS COFFEE SHOP, A 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, FEATURING THE WIDELY P OPULAR THREE-STORY A-BEND-A-GO SLIDE, VIDEO CAVES, CLIMBING GYM, TOUCH-SCREEN COLORING BOO KS, A B-17 AIRCRAFT BASED ON THE LAST CHANCE DETECTIVES VIDEO DRAMA SERIES, HAND PUPPETS A ND AIO COSTUMES FOR EXTEMPORANEOUS PLAY-ACTING ON A CHILDREN'S THEATRICAL STAGE, KYDS RADI O STATION FOR PERSONALLY RECORDING AN AIO RADIO DRAMA AND LEAVING WITH A SOUVENIR CD, A RI CH IN COLOR TODDLER ROOM WITH CLOSE-TO-THE-FLOOR CLIMBING PROPS (IE, BOAT, TUNNEL, ANIMALS), AND A HANDS-ON FOLEY MUSEUM AND NARNIA ROOM, COMPLETE WITH A WALK-THROUGH WARDROBE INF ORMATION IS AVAILABLE AT THE WELCOME CENTER REGARDING OUR DAILY GUIDED TOURS OF THE ADMINI STRATION BUILDING, INCLUDING THE GALLERY WHERE OUR RADIO BROADCASTS ARE RECORDED YOUTH OU TREACH (WWW CLUBHOUSEMAGAZINE COM, WWW CLUBHOUSEJR COM, WWW JELLYTELLY COM, WWW WHITSEND O RG, WWW PLUGGEDIN COM, WWW TRUEU ORG) THE YOUTH OUTREACH DEPARTMENT SEEKS TO EQUIP PARENTS , YOUTH LEADERS/MINISTERS, AND YOUTH (AGES 4-12) W

Identifier	Return Reference	Explanation
PERSONAL TOUCH MINISTRIES		ITH THE ESSENTIAL TOOLS THAT WILL ENABLE THEM TO HELP YOUTH UNDERSTAND, NAVIGATE, AND IMPACT THE CULTURE IN WHICH THEY LIVE WE DO THIS BY HELPING PARENTS AND OTHERS SHAPE THE IDENTITY, FOUNDATIONS, AND PERSPECTIVE WITH ENTERTAINING AND BIBLICALLY-BASED CONTENT THAT CAN INVOLVE THE WHOLE FAMILY

Identifier	Return Reference	Explanation
INTERNATIONAL OUTREACH		THE REACH OF FOCUS ON THE FAMILY NOW EXTENDS TO OVER 120 COUNTRIES FOCUS BROADCASTS CAN BE HEARD FROM OVER 3,050 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 PARTNER 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 COUNTRY WE NOW HAVE FOCUS PARTNER OFFICES IN 11 COUNTRIES, WHICH INCLUDE AUSTRALIA, CANADA, COSTA RICA, EGYPT, INDONESIA, IRELAND, MALAYSIA, NEW ZEALAND, SINGAPORE, SOUTH AFRICA, AND TAIWAN IN ADDITION, THERE IS A FIELD OFFICE LOCATED IN COVINA, CALIFORNIA THAT ADDRESSES THE NEEDS OF CHINESE SPEAKING FAMILIES WE ALSO HAVE PARTNERED WITH VARIOUS LIKE-MINDED MINISTRY PARTNER ORGANIZATIONS IN THE ABOVE COUNTRIES AND REGIONS, AS WELL AS EUROPE AND CENTRAL ASIA TO FURTHER EXPAND OUR REACH BY OFFERING OUR RESOURCES FOR MORE INFORMATION ON OUR GLOBAL EFFORTS, PLEASE VISIT 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 CURRENTLY, OUR RESOURCES HAVE BEEN TRANSLATED INTO OVER 37 DIFFERENT LANGUAGES, INCLUDING AFRIKAANS, JAPANESE, BULGARIAN, CHINESE, CZECH, ROMANIAN, RUSSIAN, SPANISH, AND ITALIAN RADIO OUTREACH WE CURRENTLY HAVE 3,050 FACILITIES IN 122 COUNTRIES WITH AN ESTIMATED GLOBAL AUDIENCE OF 238 MILLION WE ARE CURRENTLY BROADCASTING IN 27 LANGUAGES INCLUDING AFRIKAANS, ALBANIAN, ARABIC, ARMENIAN, CANTONESE, ENGLISH, FINNISH, FRENCH, GERMAN, HINDI, INDONESIAN, JAPANESE, KOREAN, MANDARIN, MONGOLIAN, NORWEGIAN, POLISH, PORTUGUESE, ROMANIAN, RUSSIAN, SERBO-CROATION, SLOVAK, SPANISH, TAMIL, TELUGU, XHOSA AND ZULU TELEVISION OUTREACH INTERNATIONAL TELEVISION IS CURRENTLY PLACED IN 70 COUNTRIES THERE ARE 13 TV PRODUCTS ON THE AIR, AND OUR MOST PROMINENT PRODUCTS BEING ADVENTURES IN ODYSSEY, NO APOLOGIES AND THAT THE WORLD MAY KNOW SERIES ENFOQUE A LA FAMILIA IS MANAGING THE TV PLACEMENTS OF 7 SPANISH LANGUAGE PROGRAMS IN 18 LATIN AMERICAN COUNTRIES

SCHEDULE R (Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

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

OMB No 1545-0047

2010

Open to Public Inspection

Name of the organization
FOCUS ON THE FAMILY

Employer identification number
95-3188150

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

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1) PINE CREEK ENTERTAINMENT LLC 8605 EXPLORER DRIVE COLORADO SPRINGS, CO 80920	COLLABORATIVE MEDIA AND ENTERTAINMENT VENTURES	CO			FOCUS ON THE FAMILY

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled organization Yes	No
(1) CITIZENLINK 8655 EXPLORER DRIVE COLORADO SPRINGS, CO 80920 20-0960855	SOCIAL WELFARE	CO	501(C)(4)		NOT APPLICABLE		No
(2) REZILIENTKIDZ 8605 EXPLORER DRIVE COLORADO SPRINGS, CO 80920 45-2158585	CHARITABLE, EDUCATIONAL & SCIENTIFIC ORGANIZATION	CO	501(C)(3)	PUBLIC CHARITY	FOCUS ON THE FAMILY		No

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) Disproprtionate allocations? Yes	(h) No	(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership

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

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

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

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

(a) Name of other organization	**(b)** Transaction type(a-r)	**(c)** Amount involved	**(d)** Method of determining amount involved
(1) CITIZENLINK	I	332,624	
(2) CITIZENLINK	J	170,938	
(3) CITIZENLINK	K	990,439	
(4) CITIZENLINK	L	14,194	
(5) CITIZENLINK	N	3,178,485	
(6) CITIZENLINK	O	189,184	

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

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

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Are all partners section 501(c)(3) organizations?		(e) Share of end-of-year assets	(f) Disproprtionate allocations?		(g) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(h) General or managing partner?	
			Yes	No		Yes	No		Yes	No

Part VII Supplemental Information

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

Identifier	Return Reference	Explanation

Additional Data Return to Form

Software ID:
Software Version:
EIN: 95-3188150
Name: FOCUS ON THE FAMILY

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

(a) Name of other organization	(b) Transaction type(a-r)	(c) Amount Involved ($)	(d) Method of determining amount involved
(1) CITIZENLINK	I	332,624	
(2) CITIZENLINK	J	170,938	
(3) CITIZENLINK	K	990,439	
(4) CITIZENLINK	L	14,194	
(5) CITIZENLINK	N	3,178,485	
(6) CITIZENLINK	O	189,184	

Additional Data

Software ID:
Software Version:
EIN: 95-3188150
Name: FOCUS ON THE FAMILY

Form 990, Part III - 4 Program Service Accomplishments (See the Instructions)

4d. Other program services

(Code) (Expenses $ 8,789,150 including grants of $ 1,215) (Revenue $ 7,354,946)

RESOURCES-FOCUS ON THE FAMILY PRODUCES AND/OR DISTRIBUTES A NUMBER OF FILMS, VIDEO PRODUCTS, AUDIO PRODUCTS AND BOOKS THAT ARE USED TO SPREAD THE GOSPEL OF JESUS CHRIST BY HELPING TO PRESERVE TRADITIONAL VALUES AND THE INSTITUTION OF THE FAMILY THESE PRODUCTS DISCUSS MANY ISSUES THAT AFFECT THE FAMILY AND ARE GEARED TO SERVE MANY AGE GROUPS FOCUS ON THE FAMILY BEGAN PUBLISHING BOOKS IN 1985 CURRENTLY, MANY OF THE PRODUCTS ARE CREATED FROM IN-HOUSE WRITERS AND EDITORS, AND ARE SUPPORTED BY CONTRIBUTIONS FROM TALENTED AUTHORS FILM PRODUCTION BEGAN IN 1986 AND HAS CONTINUED PRODUCING NEW PROGRAMS THAT HAVE BEEN TRANSLATED INTO OVER 20 LANGUAGES SEE SCHEDULE O FOR MORE DETAIL ON THE PRODUCTS DEVELOPED AND DISTRIBUTED BY FOCUS ON THE FAMILY

(Code) (Expenses $ 4,708,013 including grants of $ 2,414,157) (Revenue $)

INTERNATIONAL OUTREACH-FOR NEARLY 30 YEARS, BY INVITATION ONLY, FOCUS HAS INVESTED IN INTERNATIONAL MINISTRY ORGANIZATIONS THAT NOT ONLY PRODUCE IMPACT, BUT THAT ALSO RE-PRODUCE IMPACT THIS IMPACT TO MILLIONS OF PEOPLE INTERNATIONALLY IS ACHIEVED THROUGH A VARIETY OF PROGRAMS, SPECIAL EVENTS, SEMINARS, AND MEDIA OPPORTUNITIES THROUGH RADIO AND TV, ALL AIMED AT PROVIDING ENCOURAGEMENT AND TOOLS TO HELP STRENGTHEN MARRIAGES, EQUIP PARENTS IN RAISING THEIR KIDS AND UNDERGIRD THE FAITH AND CONVICTIONS OF YOUNG PEOPLE

(Code) (Expenses $ 4,672,367 including grants of $ 1,739) (Revenue $)

INTERNET CONTENT AND MAINTENANCE - FOCUS ON THE FAMILY (FOCUS) HAS A SIGNIFICANT INTERNET PRESENCE AND BELIEVES THIS IS A MAJOR AVENUE TO REACH PEOPLE WITH INFORMATION THAT THEY CAN ACCESS AT A MOMENT'S NOTICE THROUGH ITS INTERNET SITE, FOCUS CAN PROVIDE INFORMATION AND RESOURCES TO ITS CONSTITUENTS AND THE GENERAL PUBLIC ON A WIDE VARIETY OF TOPICS IMPACTING MARRIAGE, PARENTING, AND LIFE IN GENERAL FOCUS HAS WEBSITES THAT ADDRESS ALL THE VARIOUS AREAS THAT WE SEEK TO MINISTER TO - MARRIAGE, PARENTING, YOUNG CHILDREN, YOUNG ADULTS IN THEIR COLLEGE YEARS TO EARLY MARRIAGE, SANCTITY OF HUMAN LIFE, GOVERNMENT AND PUBLIC POLICY, SOCIAL ISSUES, AND MINISTRY TO PASTORS AND OTHERS IN MINISTRY

(Code) (Expenses $ 3,196,083 including grants of $ 42,350) (Revenue $)

PUBLIC POLICY AWARENESS - FOR MANY YEARS, FOCUS ON THE FAMILY (FOCUS) HAS PLAYED AN IMPORTANT ROLE IN EDUCATING THE CHRISTIAN COMMUNITY ON PUBLIC POLICY AND LEGISLATIVE MATTERS THAT ARE CRITICAL IN THE BATTLE TO PRESERVE THE JUDEO-CHRISTIAN FOUNDATION THAT IS VITAL TO BUILDING STRONG FAMILIES IN THIS GREAT NATION AND DEVELOPING A CULTURE THAT IS FRIENDLY TO SHARING THE GOSPEL OF JESUS CHRIST THIS PROGRAM INCLUDES AN EFFORT TO CREATE A POSITIVE IMPACT ON THE DEFINITION OF MARRIAGE (BIBLICALLY DEFINED AS ONLY BETWEEN ONE MAN AND ONE WOMAN)AND THE SANCTITY OF HUMAN LIFE IN ALL ITS FORMS CITIZEN MAGAZINE, WHICH PUBLISHES 10 ISSUES A YEAR PROVIDED IN-DEPTH STORIES AND ANALYIS ON PRESSING POLICY CONCERNS FOCUS COMMUNICATES IMPORTANT INFORMATION BY MAIL, EMAIL AND WEBCAST ON CRITICAL PUBLIC POLICY ISSUES FOCUS'S ISSUES RESPONSE GROUP PROVIDES RESEARCH AND ANALYSIS NECESSARY TO PROPERLY EDUCATE THE CHRISTIAN COMMUNITY AND REACT TO NEW AND EMERGING ISSUES THAT FACE OUR NATION SMALLER GROUPS WITHIN FOCUS'S PUBLIC POLICY DEPARTMENT, MINISTER TO VERY SPECIFIC NEEDS

(Code) (Expenses $ 18,048,775 including grants of $ 536,913) (Revenue $ 1,148,320)

VARIOUS OTHER MINISTRY EFFORTS (SUCH AS THE FOCUS LEADERSHIP INSTITUTE, FAMILY EVENTS, CHRISTIAN WORLDVIEW MINISTRY IE "THE TRUTH PROJECT", TRUE U, DRUG PROOF YOUR KIDS, COUNSELING, OPTION ULTRASOUND, AND OUTREACH TO PREGNANCY RESOURCE CENTERS)