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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

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 10-01-2011 and ending 09-30-2012

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) | Room/suite
8605 Explorer Drive

City or town, state or country, and ZIP + 4
Colorado Springs, CO 80920

D Employer identification number
95-3188150

E Telephone number

G Gross receipts $ 92,835,491

F Name and address of principal officer
James D Daly

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 2011 (Part V, line 2a)	5	746
6	Total number of volunteers (estimate if necessary)	6	123
7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a	996,673
b	Net unrelated business taxable income from Form 990-T, line 34	7b	0

			Prior Year	Current Year
Revenue	8	Contributions and grants (Part VIII, line 1h)	84,549,696	81,273,984
	9	Program service revenue (Part VIII, line 2g)	2,751,586	698,775
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	-69,834	-16,020
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	7,978,448	8,797,021
	12	Total revenue—add lines 8 through 11 (must equal Part VIII, column (A), line 12)	95,209,896	90,753,760
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1–3)	2,999,544	3,738,490
	14	Benefits paid to or for members (Part IX, column (A), line 4)		0
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5–10)	46,186,727	41,753,997
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	295,830	199,239
	b	Total fundraising expenses (Part IX, column (D), line 25) ▶7,469,720		
	17	Other expenses (Part IX, column (A), lines 11a–11d, 11f–24e)	52,267,367	48,832,352
	18	Total expenses Add lines 13–17 (must equal Part IX, column (A), line 25)	101,749,468	94,524,078
	19	Revenue less expenses Subtract line 18 from line 12	-6,539,572	-3,770,318
			Beginning of Current Year	**End of Year**
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	69,114,029	64,999,383
	21	Total liabilities (Part X, line 26)	12,846,363	12,052,773
	22	Net assets or fund balances Subtract line 21 from line 20	56,267,666	52,946,610

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
knowledge.

Sign Here
▶ ******
Signature of officer

▶ Daniel R Mellema Chief Financial
Type or print name and title

Paid Preparer's Use Only

Preparer's signature ▶ David C Moja | Date 2013-04-18

Firm's name (or yours if self-employed), address, and ZIP + 4 ▶ Capin Crouse LLP
2435 Research Parkway Ste 200
Colorado Springs, CO 80920

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

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 shares the Gospel of Jesus Christ while promoting biblical family values

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

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

3 Did the organization cease conducting, or make significant changes in how it conducts, any program services? . . . . ☐ **Yes** ☐ **No**

If "Yes," describe these changes on Schedule O

4 Describe the organization's program service accomplishments for each of its three largest program services, as measured by expenses Section 501(c)(3) and 501(c)(4) organizations 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 $ 17,415,361 including grants of $ 64,294) (Revenue $ 50,859)

Broadcasting - 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 3000 facilities from Vancouv er 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 affiliat es across the United States See schedule O for more detail on each broadcast

4b (Code) (Expenses $ 11,996,527 including grants of $ 189,111) (Revenue $ 173,082)

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 300000 copies on a regular bas is Focus on the Family reaches many specific interests and ages through its publications See Schedule o for more detail on each periodicalpublication

4c (Code) (Expenses $ 9,968,451 including grants of $ 368,702) (Revenue $)

Correspondence - During the fiscal year ended September 30 2012 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 relationshi ps 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

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

Resources - Focus on the Family produces andor 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 Th ese 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 Fa mily

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

Public Policy - 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 o nly between one man and one woman and the sanctity of human life in all its forms Citizen magazine which publishes 10 issues a year provides in-depth stories and analysis on pressing policy concerns Focus communicates important information by mai l email and webcast on critical public policy issues Focuss 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

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

Internet content and maintenance - Focus on the Family has a significant internet presence and believes this is a major avenue to reach people with information that they can access at a moments notice Through its internet site Focus on the Family 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 on the Family has websites that address all the various areas that we seek to mini ster 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 $ including grants of $) (Revenue $)

International outreach - For nearly 30 years by invitation only Focus on the Family has invested in international ministry organizations that not only produce impact but that also re-produce impact This impact to millions of people internationall y 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 fa ith and convictions of young people

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

Events - Focus on the Family has sponsored and conducted many events to emphasize the importance of marriage family and parenting These events are designed to to support encourage and educate our constituents and the general public The Date Nig ht program reached more than 750000 people in over 500 churches in February 2012 Many local and regional seminars and conferences such as Wait No More The Truth Project and Pastor-to-Pastor meetings were also held

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

Other Ministries - Various other ministry efforts such as the Focus Leadership Institute Christian worldview ministry ie The Truth Project True U Counseling Option Ultrasound Wait No More and outreach to pregnancy resource centers

4d Other program services (Describe in Schedule O)

(Expenses $ 40,008,492 including grants of $ 3,116,383) (Revenue $ 7,414,791)

4e **Total program service expenses** ▶$ 79,388,831

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? *If "Yes," complete Schedule A*	1	Yes	
2	Is the organization required to complete *Schedule B, Schedule of Contributors* (see instructions)?	2	Yes	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? *If "Yes," complete Schedule C, Part I*	3		No
4	**Section 501(c)(3) organizations.** Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? *If "Yes," complete Schedule C, Part II*	4	Yes	
5	Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? *If "Yes," complete Schedule C, Part III*	5		
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? *If "Yes," complete Schedule D, Part I*	6		No
7	Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas or historic structures? *If "Yes," complete Schedule D, Part II*	7		No
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? *If "Yes," complete Schedule D, Part III*	8	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 temporarily restricted endowments, permanent endowments, or quasi-endowments? *If "Yes," complete Schedule D, Part V*	10	Yes	
11	If the organization's answer to any of the following questions is 'Yes,' then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable			
a	Did the organization report an amount for land, buildings, and equipment in Part X, 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, investment, and program service activities outside the United States, or aggregate foreign investments valued at $100,000 or more? *If "Yes," complete Schedule F, Part I*	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, Part 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, Part 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*	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.** All Form 990 filers that operated one or more hospitals must attach audited financial statements	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 questions 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		No
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 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	
35a	Is any related organization a controlled entity of the filing organization within the meaning of section 512(b)(13)?	35a		No
b	Did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? *If "Yes," complete Schedule R, Part V, line 2*	35b		No
36	**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	365			
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 or securities 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	Yes	
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?			7b	Yes	
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?			7c		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.** All 501(c)(29) organizations must list in Schedule O each state in which they are licensed to issue qualified health plans, the amount of reserves required by each state, and the amount of reserves the organization allocated to each state			13a		
b	Enter the aggregate 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 aggregate 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	Did the organization have members or stockholders?		6		No
7a	Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?		7a		No
b	Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?		7b		No
8	Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following				
a	The governing body?		8a	Yes	
b	Each committee with authority to act on behalf of the governing body?		8b	Yes	
9	Is there any officer, director, trustee, or key employee listed in Part VII, Section A, who cannot be reached at the organization's mailing address? If "Yes," provide the names and addresses in Schedule O		9		No

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

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

Section C. Disclosure

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

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

☑ Own website ☐ Another's website ☑ Upon request

19 Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public 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 Dr
Colorado Springs, CO 80920
(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, or highest compensated employees who received more than $100,000 of reportable compensation from the organization and any related organizations
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than $10,000 of reportable compensation from the organization and any related organizations

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

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

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee): Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(1) Anthony Wauterlek Board member	5 00	X						0	0	0
(2) Daniel Villanueva Board member	5 00	X						0	0	0
(3) Dr Joan Singleton Board member part-year	5 00	X						0	0	0
(4) Dr Kathleen Nielson Board member part-year	5 00	X						0	0	0
(5) Dr R Albert Mohler Vice Chairman Board member	5 00	X		X				0	0	0
(6) Elsa P Broekhuizen Board member part-year	5 00	X						0	0	0
(7) Eric Pillmore Board member	5 00	X						0	0	0
(8) James D Daly President CEO	45 00	X		X				0	238,227	27,526
(9) Kim Robinson Board member	5 00	X						0	0	0
(10) Lee Torrence Board member	5 00	X						0	0	0
(11) LtG Patrick P Caruana MS USAFRet Chairman Board member	5 00	X		X				0	0	0
(12) Paul Nelson Board member	5 00	X						0	0	0
(13) Robert E Hamby CPA Board member	5 00	X						0	0	0
(14) Tricia Esser Board member part-year	5 00	X						0	0	0
(15) Daniel R Mellema Treasurer CFO	45 00			X				0	140,619	22,532
(16) Stu Mendelsohn Secretary	5 00			X				0	0	0
(17) Clark Miller Chief Strategy Officer	45 00				X			160,726	0	21,098

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: Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former	(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
(18) Ken Windebank Chief Development Officer	45 00					X		145,966	0	14,052
(19) Robert Wood Chief Information Officer	45 00					X		141,811	0	18,725
(20) Stanley R John Sr Vice President	45 00					X		144,405	0	21,506
(21) Thomas A Minnery Sr Vice President	45 00					X		0	142,722	18,403
(22) Tim Goeglein Vice President	45 00					X		0	140,563	17,897

		(D)	(E)	(F)
1b	Sub-Total			
c	Total from continuation sheets to Part VII, Section A			
d	Total (add lines 1b and 1c)	592,908	662,131	161,739

2 Total number of individuals (including but not limited to those listed above) who received more than $100,000 of reportable compensation from the organization ▶4

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

Section B. Independent Contractors

1 Complete this table for your five highest compensated independent contractors that received more than $100,000 of compensation from the organization Report compensation for the calendar year ending with or within the organization's tax year

(A) Name and business address	(B) Description of services	(C) Compensation
Holland and Knight LLP PO Box 864084 Orlando, FL 328864084	Legal services	715,758
Tandon Partners LLC 3226 129th Ave NE Bellevue, WA 98005	Consulting	156,194
OnePlace LLC 402 BNA Dr Ste 400 Nashville, TN 37217	Broadcasting	123,231
Ray Vander Laan 3152 Jennifer Ln Hamilton, MI 49419	Instructional Matl	120,827
Jellyfish Media LLC 5141 Virginia Way Ste 320 Brentwood, TN 37027	MultimediaIntemt	120,000

2 Total number of independent contractors (including but not limited to those listed above) who received more than $100,000 of compensation from the organization ▶13

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	1,844,237				
	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	79,429,747				
	g	Noncash contributions included in lines 1a-1f $ 1,062,819					
	h	**Total.** Add lines 1a-1f		81,273,984			
Program Service Revenue			Business Code				
	2a	Event Income	900099	241,862	241,862		
	b	Institute Income	611600	406,054	406,054		
	c	FOFNC Income	511190	50,859	50,859		
	d						
	e						
	f	All other program service revenue					
	g	**Total.** Add lines 2a–2f		698,775			
Other Revenue	3	Investment income (including dividends, interest and other similar amounts)		23			23
	4	Income from investment of tax-exempt bond proceeds . .					
	5	Royalties		1,850,343			1,850,343
			(i) Real / (ii) Personal				
	6a	Gross rents	22,935 / 8,263				
	b	Less rental expenses					
	c	Rental income or (loss)	22,935 / 8,263				
	d	Net rental income or (loss)		31,198		8,263	22,935
			(i) Securities / (ii) Other				
	7a	Gross amount from sales of assets other than inventory	936,463 / 15,563				
	b	Less cost or other basis and sales expenses	941,239 / 26,830				
	c	Gain or (loss)	-4,776 / -11,267				
	d	Net gain or (loss)		-16,043			-16,043
	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	5,721,365				
	b	Less cost of goods sold . . b	1,113,662				
	c	Net income or (loss) from sales of inventory . .		4,607,703	4,607,703		
		Miscellaneous Revenue	Business Code				
	11a	FOFA Reimbursement	900099	837,456	837,456		
	b	Advertising	541800	827,265		827,265	
	c	Drop-cam	515100	69,000		69,000	
	d	All other revenue		574,056	481,911	92,145	
	e	**Total.** Add lines 11a–11d		2,307,777			
	12	**Total revenue.** See Instructions . . .		90,753,760	6,625,845	996,673	1,857,258

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

	Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1	Grants and other assistance to governments and organizations in the United States See Part IV, line 21	535,862	535,862		
2	Grants and other assistance to individuals in the United States See Part IV, line 22	1,301,809	1,301,809		
3	Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16	1,900,819	1,900,819		
4	Benefits paid to or for members				
5	Compensation of current officers, directors, trustees, and key employees	668,288	560,961	61,785	45,542
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	26,889	22,545	2,498	1,846
7	Other salaries and wages	33,746,121	28,294,218	3,134,363	2,317,540
8	Pension plan contributions (include section 401(k) and section 403(b) employer contributions)	1,116,404	1,116,404		
9	Other employee benefits	3,893,395	3,094,180	465,116	334,099
10	Payroll taxes	2,302,900	1,946,509	211,198	145,193
11	Fees for services (non-employees)				
a	Management				
b	Legal	674,049	154,814	519,235	
c	Accounting	87,898		87,898	
d	Lobbying				
e	Professional fundraising *See Part IV, line 17* . .	199,239			199,239
f	Investment management fees	21,111		21,111	
g	Other	5,704,714	4,890,616	377,896	436,202
12	Advertising and promotion	3,988,870	2,563,872	1,076,171	348,827
13	Office expenses	656,569	473,768	59,300	123,501
14	Information technology	2,718,084	2,363,487	212,146	142,451
15	Royalties . .	623,290	623,290		
16	Occupancy	3,044,281	2,667,610	294,625	82,046
17	Travel	1,174,139	734,363	48,538	391,238
18	Payments of travel or entertainment expenses for any federal, state, or local public officials				
19	Conferences, conventions, and meetings	211,741	177,621	17,771	16,349
20	Interest				
21	Payments to affiliates	8,442		2,899	5,543
22	Depreciation, depletion, and amortization	6,944,333	6,158,892	610,277	175,164
23	Insurance	316,328		316,328	
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	11,853,809	11,726,584		127,225
b	Printing & Publications	4,771,459	3,562,949	49,561	1,158,949
c	Postage & Shipping	3,936,039	3,035,343	42,351	858,345
d	Misc Project Expense	911,733	905,566	5,115	1,052
e					
f	All other expenses	1,185,463	576,749	49,345	559,369
25	**Total functional expenses.** Add lines 1 through 24f	94,524,078	79,388,831	7,665,527	7,469,720
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	11,648,000	10,764,000		884,000

Part X Balance Sheet

				(A) Beginning of year		(B) End of year
Assets	1	Cash—non-interest-bearing		3,000	1	3,000
	2	Savings and temporary cash investments		8,893,272	2	9,225,991
	3	Pledges and grants receivable, net		1,834,122	3	721,887
	4	Accounts receivable, net		780,529	4	1,162,926
	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)) and persons described in section 4958(c)(3)(B) Complete Part II of Schedule L			6	
	7	Notes and loans receivable, net			7	
	8	Inventories for sale or use		325,745	8	315,499
	9	Prepaid expenses and deferred charges		2,049,370	9	2,347,621
	10a	Land, buildings, and equipment cost or other basis *Complete Part VI of Schedule D*	10a 103,735,652			
	b	Less accumulated depreciation	10b 65,696,672	42,143,548	10c	38,038,980
	11	Investments—publicly traded securities			11	923
	12	Investments—other securities See Part IV, line 11		4,908,435	12	5,021,286
	13	Investments—program-related See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets See Part IV, line 11		8,176,008	15	8,161,270
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)		69,114,029	16	64,999,383
Liabilities	17	Accounts payable and accrued expenses		6,975,326	17	6,374,711
	18	Grants payable			18	
	19	Deferred revenue		2,838,178	19	2,811,264
	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 (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24) Complete Part X of Schedule D		3,032,859	25	2,866,798
	26	**Total liabilities.** Add lines 17 through 25		12,846,363	26	12,052,773
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		52,386,261	27	51,603,797
	28	Temporarily restricted net assets		3,790,405	28	1,251,813
	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		56,267,666	33	52,946,610
	34	Total liabilities and net assets/fund balances		69,114,029	34	64,999,383

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	90,753,760
2	Total expenses (must equal Part IX, column (A), line 25)	2	94,524,078
3	Revenue less expenses Subtract line 2 from line 1	3	-3,770,318
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A)) . .	4	56,267,666
5	Other changes in net assets or fund balances (explain in Schedule O)	5	449,262
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	52,946,610

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

2011

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 **section 170(b)(1)(A)(i).**

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

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

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

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

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

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

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

9 ☑ An organization that normally receives (1) more than 33 1/3% of its support from contributions, membership fees, and gross receipts from activities related to its exempt functions—subject to certain exceptions, and (2) no more than 33 1/3% of its support from gross investment income and unrelated business taxable income (less section 511 tax) from businesses acquired by the organization after June 30, 1975 See **section 509(a)(2).** (Complete Part III)

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

11 ☐ An organization organized and operated exclusively for the benefit of, to perform the functions of, or to carry out the purposes of one or more publicly supported organizations described in section 509(a)(1) or section 509(a)(2) See **section 509(a)(3).** Check the box 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 IRC 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)** 2007	**(b)** 2008	**(c)** 2009	**(d)** 2010	**(e)** 2011	**(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)** 2007	**(b)** 2008	**(c)** 2009	**(d)** 2010	**(e)** 2011	**(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 (Explain in Part IV) Do not include gain or loss from the sale of capital assets						
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 2011 (line 6 column (f) divided by line 11 column (f)) **14**

15 Public Support Percentage for 2010 Schedule A, Part II, line 14 **15**

16a **33 1/3% support test—2011.** 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—2010.** 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—2011.** 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—2010.** 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 IRC 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)** 2007	**(b)** 2008	**(c)** 2009	**(d)** 2010	**(e)** 2011	**(f)** Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants ")	133,267,216	119,675,188	97,088,339	84,549,696	81,273,984	515,854,423
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	9,064,763	9,637,723	9,430,903	7,867,211	6,420,140	42,420,740
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	142,331,979	129,312,911	106,519,242	92,416,907	87,694,124	558,275,163
7a Amounts included on lines 1, 2, and 3 received from disqualified persons	1,279,708	1,007,329	417,361	371,644	1,523,472	4,599,514
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b	1,279,708	1,007,329	417,361	371,644	1,523,472	4,599,514
8 **Public Support** (Subtract line 7c from line 6)						553,675,649

Section B. Total Support

Calendar year (or fiscal year beginning in)	**(a)** 2007	**(b)** 2008	**(c)** 2009	**(d)** 2010	**(e)** 2011	**(f)** Total
9 Amounts from line 6	142,331,979	129,312,911	106,519,242	92,416,907	87,694,124	558,275,163
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	2,063,050	1,808,130	2,212,863	1,775,473	1,881,564	9,741,080
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	2,063,050	1,808,130	2,212,863	1,775,473	1,881,564	9,741,080
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)	3,169,460	2,020,049	1,712,272	1,544,748	1,319,367	9,765,896
13 **Total support** (Add lines 9, 10c, 11 and 12)	147,564,489	133,141,090	110,444,377	95,797,047	90,895,055	577,842,058

14 **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

15 Public Support Percentage for 2011 (line 8 column (f) divided by line 13 column (f))	15	95 820 %
16 Public support percentage from 2010 Schedule A, Part III, line 15	16	95 510 %

Section D. Computation of Investment Income Percentage

17 Investment income percentage for **2011** (line 10c column (f) divided by line 13 column (f))	17	1 690 %
18 Investment income percentage from **2010** Schedule A, Part III, line 17	18	1 870 %

19a **33 1/3% support tests—2011.** 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—2010.** 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 explanation required by Part II, line 10; Part II, line 17a or 17b; or Part III, line 12. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

Explanation

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.

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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, line 35c (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 on behalf of or in opposition to candidates for public office 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 (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures)

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

	Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	**(a)** Filing Organization's Totals	**(b)** Affiliated Group Totals
1a	Total lobbying expenditures to influence public opinion (grass roots lobbying)		
b	Total lobbying expenditures to influence a legislative body (direct lobbying)	5,445	
c	Total lobbying expenditures (add lines 1a and 1b)	5,445	
d	Other exempt purpose expenditures	87,048,913	
e	Total exempt purpose expenditures (add lines 1c and 1d)	87,054,358	
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-		
i	Subtract line 1f from line 1c If zero or less, enter -0-		

j If there is an amount other than zero on either line 1h or line 1i, did the organization 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)** 2008	**(b)** 2009	**(c)** 2010	**(d)** 2011	**(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	224,641	34,114	5,926	5,445	270,126
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					

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, 9, 10, 11a, 11b, 11c, 11d, 11e, 11f, 12a, or 12b
▶ Attach to Form 990. ▶ See separate instructions.

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2011

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 ▶ $

(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	115,751	114,758			
b Contributions					
c Investment earnings or losses	17,511	993			
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance	133,262	115,751			

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

a Board designated or quasi-endowment ▶

b Permanent endowment ▶ 68 290 %

c Term endowment ▶ 31 710 %

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

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land		8,239,310		8,239,310
b Buildings		52,295,663	28,056,427	24,239,236
c Leasehold improvements				
d Equipment		37,061,677	31,855,831	5,205,846
e Other		6,139,002	5,784,414	354,588
Total. Add lines 1a-1e *(Column (d) should equal Form 990, Part X, column (B), line 10(c).)* ▶				38,038,980

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) Gift Annuities - CA	555,992	F
(B) Gift Annuities - WI	127,129	F
(C) Gift Annuities - Natl	4,338,165	F
Total. *(Column (b) should equal Form 990, Part X, col (B) line 12)* ▶	5,021,286	

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 Prod Costs -	1,867,889
(2) CSV of Life Insurance Policy	5,568,204
(3) Misc Other Assets	134,240
(4) Endowment Funds	133,262
(5) Construction in Progress	457,675
Total. *(Column (b) should equal Form 990, Part X, col.(B) line 15.)* . . . . ▶	8,161,270

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

1 (a) Description of Liability	(b) Amount
Federal Income Taxes	
Deferred Annuities	2,866,798
Total. *(Column (b) should equal Form 990, Part X, col (B) line 25)* ▶	2,866,798

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	
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	
3	Excess or (deficit) for the year Subtract line 2 from line 1	3	
4	Net unrealized gains (losses) on investments	4	
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	
10	Excess or (deficit) for the year per financial statements Combine lines 3 and 9	10	

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	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12				
a	Net unrealized gains on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIV)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
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	
5	Total Revenue Add lines **3** and **4c.** (This should equal Form 990, Part I, line 12)			5	

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

1	Total expenses and losses per audited financial statements			1	
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			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
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	
5	Total expenses Add lines **3** and **4c.** (This should equal Form 990, Part I, line 18)			5	

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
Collections descriptions Part III line 4		Paintings and sculptures created by Christian artists are on display throughout the organizations buildings These works of art reflect the artists expression of the beauty of Gods creation and the expression of Gods love in our relationships with him and other Christians
02 Endowment funds intended uses 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 91000 also classified as permanently restricted net assets on Form 990 Part X Line 29 and accumulated undesignated endowment earnings of 42262
03 Other change in net assets Part XI line 8		Net unrealized losses on investments
04 Footnote for uncertain tax position under FIN 48 Part X		The financial statement effects of a tax position taken or expected to be taken are recognized in the consolidated financial statements when it is more likely than not based on the technical merits that the position will be sustained upon examination Interest and penalties if any are included in expenses in the consolidated statements of activities As of September 30 2012 Focus had no uncertain tax positions that qualify for recognition or disclosure in the consolidated financial statements

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

2011

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 Caribb			Program services	Marriage & Parenting	587,990
East Asia and the Pacific			Program services	Character Training	664,128
Europe including Iceland and G			Program services	Marriage & Parenting	76,605
Middle East and North Africa			Program services	Worldview Seminars	258,415
North American Not the United			Program services	Marriage & Parenting	11,616
South Asia			Program services	Worldview Seminars	90,000
Sub-Saharan Africa			Program services	Character training	212,064
3a Sub-total					1,900,818
b Total from continuation sheets to Part I					
c **Totals** (add lines 3a and 3b)					1,900,818

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)
		East Asia and the Pa	Character training Office support	155,178	Wire trans			
		North American Not t	Marriage & Parenting	11,616	Wire trans			
		Central America and	Marriage & Parenting Worldview	371,811	Wire trans			
		Central America and	Spanish radio productions	212,500	Wire trans			
		Middle East and Nort	Worldview seminars	258,415	Wire trans			
		South Asia	Worldview seminars	90,000	Wire trans			
		East Asia and the Pa	Character training	53,823	Wire trans			
		Europe including Ice	Marriage & Parenting	76,605	Wire trans			
		East Asia and the Pa	Character training Family building	284,498	Wire trans			
		East Asia and the Pa	Office support	116,374	Wire trans			
		Sub-Saharan Africa	Character training Orphan programs	212,064	Wire trans			
		East Asia and the Pa	Character training Family building	29,255	Wire trans			
		Central America and	Marriage & Parenting			1,719	Travel & S	Book
		Central America and	Worldview Seminars			1,960	Travel & S	Book
		East Asia and the Pa	Find families for special needs orphans	25,000	Wire trans			

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 . . . . . ▶ 15

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

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
		Focus on the Family monitors the activities and uses of provided funds through quarterly impact reports and review of financial reports Focus on the Family accounts for foreign expenditures according to the accrual basis of accounting using expense reports and other appropriate documentation

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

2011

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
Campbell Rinker	Consulting		No		8,900	-8,900
J Allen Design	Consulting		No		6,834	-6,834
SilverPOP Systems	Consulting		No		6,635	-6,635
Teradata Operations	Consulting		No		175,100	-175,100
Total . . . . ▶					197,469	-197,469

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, AR, CA, CO, CT, DC, DE, FL, GA

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 quuestion on Schedule G (see instructions.)

Identifier	ReturnReference	Explanation
01 Fundraiser custody or control of funds Part I line 2b iii		None of the fundraising consultants received any funds directly from a donor All contributions were received by the organization
02 Fundraiser agreements Part I line 2bv		Focus on the Family paid Masterworks a total of 1388187 which consisted of fundraising consulting of 130 and creative services of 1388057 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

2011

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. Use Part IV and Schedule I-1 (Form 990) if additional space is needed . . . . . ▶ ☐

(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 listed in the line 1 table . . . . . ▶ 30

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

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
(1) Cash grants	468	74,950			
(2) Materials grants	6892		1,005,593	Cost of goods	Books and materials
(3) Program grants	12		10,780	Cost of program	Counseling 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**
Monitoring procedures (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
Massachusetts Family Institute100 Trade Center Ste 625 Woburn, MA 01801	04-3113783	501c3	15,958				Conference
Minnesota Family Institute2855 Anthony Lane S Ste 150 Minneapolis, MN 55418	41-1439560	501c3	30,958				Voter Regist

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
Missouri Family Policy Council229 Chesterfield Business Pkwy Chesterfield, MO 63005	26-1215011	501c3	17,667				RLA
Protect Marriage Maine864 Manchester Rd Belgrade, ME 04917	45-5090604	501c3	25,000				SSM Referend

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
Chuck Colson Center44180 Riverside Parkway Landsdowne, VA 20176	27-2996285	501c3	25,000				Manhattan Pr
Alternatives Pregnancy Center 1440 Blake St Ste 200 Denver, CO 80202	74-2218129	501c3		35,376		Ultrasound	Provide Med

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
Riverside Life Services3727 McCray Street Riverside,CA 92506	33-0738512	501c3	9,300				Training
St Louis Pregnancy Resource Ct305A Mid Rivers Mall Dr Saint Peters,MO 63376	43-1304395	501c3		20,796		Ultrasound	Provide Med

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
St Louis Pregnancy Resource Ct11977 St Charles Rock Rd Ste Bridgeport,MO 63044	43-1304395	501c3	16,500				Training
Lane Pregnancy Support Center142 E 13th Eugene,OR 97401	93-0882559	501c3		25,995		Ultrasound	Provide Med

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
The Source for Women6009 Avenue Ste 130 Houston,TX 77057	76-0025661	501c3	16,500				Training
Pregnancy Resource Ctr of the 16909 Parthenia St Ste 301 North Hills,CA 91343	95-4184344	501c3	9,500				Training

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
Care Net Pegnancy Ctr of Burli56 Colchester Avenue Burlington, VT 05401	03-0297936	501c3		25,032		Ultrasound	Provide Med
Life Centers of Ventura County522 North A Street Ste A Oxnard, CA 93030	90-0048781	501c3	9,500				Training

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
Agape Pregnancy Center3212 Northwestern Dr San Antonio,TX 78238	74-2809910	501c3	9,300				Training
Horizon Pregnancy Center15061 Springdale St Ste 109 Huntington Beach, CA 92649	75-3132920	501c3	9,500				Training

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
Real Options3315 Almaden Expressway Ste 25 San Jose,CA 95118	94-2820673	501c3		31,180		Ultrasound	Provide Med
Lincoln Crisis Pregnancy Ctr4247 O St Lincoln,NE 68510	47-0662813	501c3		20,796		Ultrasound	Provide Med

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
Care Net Pregnancy Resource Ct100 Edgewood Ave Ste 1650 Atlanta, GA 30303	20-0478411	501c3	10,000				Enhancement
Choices Pregnancy Resource Ctr3560 Temple Ave Ste H Pomona, CA 91768	26-0605200	501c3	9,500				Training

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
Alternate Avenues 9675 Monte Vista Unit G Montclair, CA 91763	33-0482936	501c3	6,400				Training
Pregnancy Res Ctr of South Hil101 Drake Rd Ste A Pittsburgh, PA 15241	25-1613161	501c3		20,796		Unltrasound	Provide Med

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
Choices Pregnancy Svcs626 Fifth Ave Coraopolis, PA 15108	25-1528068	501c3	10,000				Ultrasound
Hope Pregnancy Center716 N Broad St Philadelphia, PA 19130	23-2676655	501c3	10,000				Enhancement

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
Riverside Life Services3727 McCray St Riverside, CA 92506	33-0738512	501c3		20,796		Ultrasound	Provide Med
Life Services of Spokane2659 N Ash St Spokane, WA 99205	91-1494402	501c3	21,800				Training

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
First Choice Services860 E Sahara Las Vegas, NV 89104	16-1706155	501c3	11,200				Enhancement
Hope Resource Center2700 Painter Ave Knoxville, TN 37919	58-1592223	501c3	28,800				Training

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
St Louis Pregnancy Resource Ct305A Mid Rivers Mall Dr Saint Peters,MO 63376	43-1304395	501c3	16,500				Training
Real Choices Pregnancy Resourc 1285 Centaur Village Dr Lafayette,CO 80026	84-1097182	501c3	9,500				Training

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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

2011

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 appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a Complete Part III to provide any relevant information regarding these items ☑ 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?	**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?	**4c**		No
	If "Yes" to any of lines 4a-c, list the persons and provide the applicable amounts for each item in Part III			
	Only 501(c)(3) 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?	**5b**		No
	If "Yes," to line 5a or 5b, describe in Part III			
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?	**6b**		No
	If "Yes," to line 6a or 6b, describe in Part III			
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 Schedule J-1 if additional space needed.

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

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

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation (i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable 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
(1) James D Daly	(i)	0	0	0	0	0	0	0
	(ii)	224,433	12,105	1,689	13,474	14,052	265,753	0
(2) Daniel R Mellema	(i)	0	0	0	0	0	0	0
	(ii)	140,419	200	0	8,480	14,052	163,151	0
(3) Clark Miller	(i)	158,682	200	1,844	7,046	14,052	181,824	0
	(ii)	0	0	0	0	0	0	0
(4) Stanley R John	(i)	143,338	200	867	7,454	14,052	165,911	0
	(ii)	0	0	0	0	0	0	0
(5) Thomas A Minnery	(i)	0	0	0	0	0	0	0
	(ii)	141,440	200	1,082	8,503	9,900	161,125	0
(6) Robert Wood	(i)	141,143	200	468	4,673	14,052	160,536	0
	(ii)	0	0	0	0	0	0	0
(7) Ken Windebank	(i)	143,755	1,524	687	0	14,052	160,018	0
	(ii)	0	0	0	0	0	0	0
(8) Tim Goeglein	(i)	0	0	0	0	0	0	0
	(ii)	139,863	700	0	3,845	14,052	158,460	0

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
01 Benefit information Part I line 1a		Jim Daly has flown first-class for international travel and occasionally for domestic flights This is most often the result of airline upgrades and frequent flyer programs Travel for companions was provided to Jim Daly and Ken Windebank The cost of the companion travel is included in employee compensation On an annual basis the organization calculates the cost of laptop and tablet computers provided to the disqualified individuals This calculated amount is grossed up for any tax impact and 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

2011

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) Jeremy Woodard	Son-in-law of D Vill	12,967	Wage from employment		No
(2) Matthew Mellema	Son of D Mellema	15,106	Wage from employment		No
(3) CSK Strategic Marketing Group	Former Key Employee	1,333,939	CSK perform mktg svc		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
01 990 Schedule L Placeholder 1		a Jeremy Woodard b Son-in-law of Daniel Villanueva Board Member c 12967 d Jeremy received wages related to his employment as a Business Analyst for Focus on the Family He worked for part of the year with Focus on the Family and for part of the year with CitizenLink e Sharing of organization revenues No
02 990 Schedule L Placeholder 2		a Matthew Mellema b Son of Daniel Mellema CFO c 15106 d Matthew received wages related to his employment as a Guest Relations Asst for Focus on the Family e Sharing of organization revenues No
03 990 Schedule L Placeholder 3		a CSK Strategic Marketing Group Inc b former key employee is CEO and greater than 5 owner c 1333939 d 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 e sharing of organization revenues No

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

2011

Open to Public Inspection

Name of the organization
Focus on the Family

Employer identification number
95-3188150

Part I Types of Property

	(a) Check if applicable	(b) Number of Contributions or items contributed	(c) Contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining 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		9,636	Thrift shop value
6 Cars and other vehicles				
7 Boats and planes				
8 Intellectual property				
9 Securities—Publicly traded	X	173	941,239	Fair market value
10 Securities—Closely held stock				
11 Securities—Partnership, LLC, or trust interests				
12 Securities—Miscellaneous				
13 Qualified conservation contribution—Historic structures				
14 Qualified conservation contribution—Other				
15 Real estate—Residential				
16 Real estate—Commercial				
17 Real estate—Other				
18 Collectibles	X	2	690	Fair market value
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ▶ (Commodities)	X	36	111,254	Retail price
26 Other ▶( )				
27 Other ▶( )				
28 Other ▶ ( )				

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

		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
		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

2011

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Name of the organization
Focus on the Family

Employer identification number
95-3188150

Identifier	Return Reference	Explanation
01 Member election for additional members (Part VI, line 7a)		During the taxable year two members retired from the Board of Directors and two new members were elected to the Board Retiring Board members Elsa P Broekhuizen Dr Kathleen Nielson New Board members Tricia Esser Dr Joan Singleton
02 Governing body decisions (Part VI, line 7b)		General disclosure regarding legal fees and corporate secretary Holland & Knight LLP a law firm in which Stu Mendelsohn Corporate Secretary for Focus on the Family Focus is a partner provides legal counsel for Focus Compensation paid to Holland & Knight LLP during FYE September 30 2012 was 715758 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
03 Form 990 governing body review (Part VI, line 11)		Form 990 was reviewed in detail by the AuditFinance 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 organizations outside CPA firm
04 Conflict of interest policy compliance (Part VI, line 12c)		Annual disclosure statements are signed by directors officers and all employees
05 CEO, executive director, top management comp (Part VI, line 15a)		The Compensation Committee of the Board of Directors determines compensation of the organizations CEO by reviewing comparability data and contemporaneous substantiation These deliberations and decisions regarding officer compensation are documented annually The voting members of this committee are independent directors of the organization
06 Other officer or key employee compensation (Part VI, line 15b		The Compensation committee also annually reviews the compensation of other officers and key employees These deliberations and decisions regarding employee compensation are documented annually The voting members of this committee are independent directors of the organization
07 Governing documents, etc, available to public (Part VI, line 19)		The organization makes its organizing documents available by written request Also the organization makes its audited financial statements and Forms 990 available on its website
08 Audited by an independent accountant (Part XII, line 2b)		Audit Committee of the Board of Directors 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
09 Explanation of other changes in net assets or fund balances (Part XI, line 5)		Net unrealized loss on securities 449264 Audit related Mark to Market adjustment Rounding 2 Total 449262
10 Average hours per week devoted to related organizations (Part VII, Col B)		Average hours per week devoted to related organizations 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
11 General explanation attachment		ORGANIZATIONAL MISSION STATEMENT 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 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 Dobsons 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 The Ministries of Focus on the Family Focus on the Family Colorado Springs CO 80995 719-531-3400 httpwwwFocusontheFamilycom Theres 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 BROADCAST MINISTRIES Focus on the Family Broadcast wwwfocusonthefamilycomradio The Focus on the Family program offers real-life Bible-based insights for everyday families with real help for marriage and parenting from families who are in the trenches with you Hosted by Jim Daly 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 2707 facilities which include terrestrial stations their translators satellite radio and streams throughout the US with approximately 369 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 951 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 Communications OnePlacecom website and Stitcher among other web locations 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 298 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 1763 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 now airs on over 2281 facilities in the United States and with around 771 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 61 stations some of which are affiliated with 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 Bill Maier Family Minute This daily 1-minute customized commentary airs on 231 Christian music facilities and networks Dr Maier offers encouragement and advice on topics relevant to parenting and marriage Weekend Magazine Christian Broadcast Airing on over 1732 facilities nationwide and 105facilities in

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

2011

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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 Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ve	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 Dr Colorado Springs, CO 80920 20-0960855	Social Welfare	CO	501c4		Not Applicable		No
(2) RezilientKidz 8605 Explorer Dr Colorado Springs, CO 80920 45-2158585	Charitable Educational & Scient	CO	501c3	9	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?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	

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.)

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

		Yes	No
1 During the tax year, did the orgranization engage in any of the following transactions with one or more related organizations listed in Parts II-IV?			
a Receipt of **(i)** interest **(ii)** annuities **(iii)** royalties **(iv)** rent from a controlled entity	1a		No
b Gift, grant, or capital contribution to related organization(s)	1b		No
c Gift, grant, or capital contribution from related organization(s)	1c		No
d Loans or loan guarantees to or for related organization(s)	1d		No
e Loans or loan guarantees by related organization(s)	1e		No
f Sale of assets to related organization(s)	1f		No
g Purchase of assets from related organization(s)	1g		No
h Exchange of assets with related organization(s)	1h		No
i Lease of facilities, equipment, or other assets to related organization(s)	1i	Yes	
j Lease of facilities, equipment, or other assets from related organization(s)	1j	Yes	
k Performance of services or membership or fundraising solicitations for related organization(s)	1k	Yes	
l Performance of services or membership or fundraising solicitations by related organization(s)	1l	Yes	
m Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1m		No
n Sharing of paid employees with related organization(s)	1n	Yes	
o Reimbursement paid to related organization(s) for expenses	1o	Yes	
p Reimbursement paid by related organization(s) for expenses	1p		No
q Other transfer of cash or property to related organization(s)	1q		No
r Other transfer of cash or property from related 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	298,701	Market value
(2) CitizenLink	j	162,175	Cost
(3) CitizenLink	k	538,755	Market value
(4) CitizenLink	l	60,379	Cost
(5) CitizenLink	n	2,751,995	Market value
(6) CitizenLink	o	206,362	Cost

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

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

(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income(related, unrelated, excluded from tax under sections 512-514)	(e) Are all partners section 501(c)(3) organizations?		(f) Share of total income	(g) Share of end-of-year assets	(h) Disproprtionate allocations?		(i) Code V—UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
				Yes	No			Yes	No		Yes	No	

Part VII Supplemental Information

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	298,701	Market value
(2)	CitizenLink	j	162,175	Cost
(3)	CitizenLink	k	538,755	Market value
(4)	CitizenLink	l	60,379	Cost
(5)	CitizenLink	n	2,751,995	Market value
(6)	CitizenLink	o	206,362	Cost

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

4d. Other program services

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

Events - Focus on the Family has sponsored and conducted many events to emphasize the importance of marriage family and parenting These events are designed to to support encourage and educate our constituents and the general public The Date Nig ht program reached more than 750000 people in over 500 churches in February 2012 Many local and regional seminars and conferences such as Wait No More The Truth Project and Pastor-to-Pastor meetings were also held

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

Other Ministries - Various other ministry efforts such as the Focus Leadership Institute Christian worldview ministry ie The Truth Project True U Counseling Option Ultrasound Wait No More and outreach to pregnancy resource centers

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 $ including grants of $) (Revenue $)

Resources - Focus on the Family produces andor 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 Th ese 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 Fa mily

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

Public Policy - 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 o nly between one man and one woman and the sanctity of human life in all its forms Citizen magazine which publishes 10 issues a year provides in-depth stories and analysis on pressing policy concerns Focus communicates important information by mai l email and webcast on critical public policy issues Focuss 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

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

4d. Other program services

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

Internet content and maintenance - Focus on the Family has a significant internet presence and believes this is a major avenue to reach people with information that they can access at a moments notice Through its internet site Focus on the Family 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 on the Family has websites that address all the various areas that we seek to mini ster 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 $ including grants of $) (Revenue $)

International outreach - For nearly 30 years by invitation only Focus on the Family has invested in international ministry organizations that not only produce impact but that also re-produce impact This impact to millions of people internationall y 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 fa ith and convictions of young people