

Part IIIStatement 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?

YesNo

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?

YesNo

If “Yes,” describe these changes on Schedule O

4

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

4a

(Code) (Expenses \$ 27,557,197 including grants of \$ 1,367,060) (Revenue \$ 2,623,434)

Parenting - Equipping parents to raise spiritually and emotionally healthy children, as we help parents navigate through family crises, protect their children from harmful influences and raise them with a thriving faith

4b

(Code) (Expenses \$ 21,014,444 including grants of \$ 536,286) (Revenue \$ 433,580)

Marriage - Build strength and resilience in marriages, as we help couples prepare for marriage, understand God’s unique design for their relationships, and overcome daily challenges

4c

(Code) (Expenses \$ 15,755,607 including grants of \$ 508,459) (Revenue \$ 1,534,058)

Evangelism and Discipleship - Evangelize and represent the Gospel, so that those who have not heard the message of salvation are introduced to Jesus Christ and invited to become part of His family, Christians are bolstered in their daily walk, strengthened in their Biblical worldview, and Christ is magnified in the culture

(Code) (Expenses \$ 7,183,872 including grants of \$ 1,126,897) (Revenue \$ 141,272)

Advocacy for Children - Stand up for children who cannot speak for themselves, as we help save the lives of preborn babies, support new parents, and find forever, loving families for orphaned children

(Code) (Expenses \$ 6,337,914 including grants of \$ 91,510) (Revenue \$ 8,133)

Citizenship and Engaging the Culture - Equip people and families to engage the culture for Christ, as we inspire families to live out Biblical citizenship, and transform their culture for Christ

4d

Other program services (Describe in Schedule O)

(Expenses \$ 13,521,786 including grants of \$ 1,218,407) (Revenue \$ 149,405)

4e

Total program service expenses

77,849,034

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	No
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3	No
4 Section 501(c)(3) organizations. Did the organization engage in lobbying activities, or have a section 501(h) election in effect during the tax year? If "Yes," complete Schedule C, Part II 	4 Yes	
5 Is the organization a section 501(c)(4), 501(c)(5), or 501(c)(6) organization that receives membership dues, assessments, or similar amounts as defined in Revenue Procedure 98-19? If "Yes," complete Schedule C, Part III	5	
6 Did the organization maintain any donor advised funds or any similar funds or accounts 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 for escrow or custodial account liability, serve as a custodian for amounts not listed in Part X, or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9	No
10 Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V 	10 Yes	
11 If the organization's answer to any of the following questions is "Yes," then complete Schedule D, Parts VI, VII, VIII, IX, or X as applicable		
a Did the organization report an amount for land, buildings, and equipment in Part X, line 10? If "Yes," complete Schedule D, Part VI 	11a Yes	
b Did the organization report an amount for investments—other securities in Part X, line 12 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VII 	11b Yes	
c Did the organization report an amount for investments—program related in Part X, line 13 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part VIII	11c	No
d Did the organization report an amount for other assets in Part X, line 15 that is 5% or more of its total assets reported in Part X, line 16? If "Yes," complete Schedule D, Part IX 	11d Yes	
e Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X 	11e Yes	
f Did the organization's separate or consolidated financial statements for the tax year include a footnote that addresses the organization's liability for uncertain tax positions under FIN 48 (ASC 740)? If "Yes," complete Schedule D, Part X 	11f Yes	
12a Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI and XII	12a	No
b Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional 	12b Yes	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13	No
14a Did the organization maintain an office, employees, or agents outside of the United States?	14a	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, Parts I and IV 	14b Yes	
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or assistance to any organization or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV 	15 Yes	
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or assistance to individuals located outside the United States? If "Yes," complete Schedule F, Parts III and IV	16	No
17 Did the organization report a total of more than \$15,000 of expenses for professional fundraising services on Part IX, column (A), lines 6 and 11e? If "Yes," complete Schedule G, Part I (see instructions) 	17 Yes	
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? If "Yes," complete Schedule G, Part II	18	No
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19	No
20a Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a	No
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?	20b	

Part IV

Checklist of Required Schedules (continued)

21	Did the organization report more than \$5,000 of grants and other assistance to any government or organization in the United States on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i> 	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? <i>If "Yes," complete Schedule I, Parts I and III</i> 	22	Yes	
23	Did the organization answer "Yes" to Part VII, Section A, line 3, 4, or 5 about compensation of the organization's current and former officers, directors, trustees, key employees, and highest compensated employees? <i>If "Yes," complete Schedule J</i> 	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? <i>If "Yes," answer lines 24b through 24d and complete Schedule K. If "No," go to line 25</i>	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? <i>If "Yes," complete Schedule L, Part I</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? <i>If "Yes," complete Schedule L, Part I</i>	25b		No
26	Was a loan to or by a current or former officer, director, trustee, key employee, highest compensated employee, or disqualified person outstanding as of the end of the organization's tax year? <i>If "Yes," complete Schedule L, Part II</i>	26		No
27	Did the organization provide a grant or other assistance to an officer, director, trustee, key employee, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	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? <i>If "Yes," complete Schedule L, Part IV</i>	28a		No
b	A family member of a current or former officer, director, trustee, or key employee? <i>If "Yes," complete Schedule L, Part IV</i> 	28b	Yes	
c	An entity of which a current or former officer, director, trustee, or key employee (or a family member thereof) was an officer, director, trustee, or direct or indirect owner? <i>If "Yes," complete Schedule L, Part IV</i> 	28c	Yes	
29	Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i> . . . 	29	Yes	
30	Did the organization receive contributions of art, historical treasures, or other similar assets, or qualified conservation contributions? <i>If "Yes," complete Schedule M</i>	30		No
31	Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31		No
32	Did the organization sell, exchange, dispose of, or transfer more than 25% of its net assets? <i>If "Yes," complete Schedule N, Part II</i>	32		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? <i>If "Yes," complete Schedule R, Part I</i> 	33	Yes	
34	Was the organization related to any tax-exempt or taxable entity? <i>If "Yes," complete Schedule R, Part II, III, or IV, and Part V, line 1</i> 	34	Yes	
35a	Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a		No
b	If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b		No
36	Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i> 	36	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? <i>If "Yes," complete Schedule R, Part VI</i>	37		No
38	Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19? Note. All Form 990 filers are required to complete Schedule O	38	Yes	

Part V

Statements Regarding Other IRS Filings and Tax Compliance

Check if Schedule O contains a response 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.	331	
1b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable.	0	
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	Yes	
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.	687	
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns? Note. If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions).	Yes	
3a	Did the organization have unrelated business gross income of \$1,000 or more during the year?	Yes	
b	If "Yes," has it filed a Form 990-T for this year? If "No," provide an explanation in Schedule O.	Yes	
4a	At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?		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?		No
b	Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?		No
c	If "Yes," to line 5a or 5b, did the organization file Form 8886-T?		
6a	Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?		No
b	If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?		
7	Organizations that may receive deductible contributions under section 170(c).		
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?	Yes	
b	If "Yes," did the organization notify the donor of the value of the goods or services provided?	Yes	
c	Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?		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	No
b	Did the organization make a distribution to a donor, donor advisor, or related person?	9b	No
10	Section 501(c)(7) organizations. Enter		
a	Initiation fees and capital contributions included on Part VIII, line 12.	10a	
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities.	10b	
11	Section 501(c)(12) organizations. Enter		
a	Gross income from members or shareholders.	11a	
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them).	11b	
12a	Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a	
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year.	12b	
13	Section 501(c)(29) qualified nonprofit health insurance issuers.		
a	Is the organization licensed to issue qualified health plans in more than one state? Note. See the instructions for additional information the organization must report on Schedule O.	13a	
b	Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans.	13b	
c	Enter the amount of reserves on hand.	13c	
14a	Did the organization receive any payments for indoor tanning services during the tax year?	14a	No
b	If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation in Schedule O.	14b	

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	1a14		
	If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O			
b	Enter the number of voting members included in line 1a, above, who are independent	1b12		
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 this Form 990			
12a	Did the organization have a written conflict of interest policy? If "No," go to line 13	12a	Yes	
b	Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b	Yes	
c	Did the organization regularly and consistently monitor and enforce compliance with the policy? If "Yes," describe in Schedule O how this was done	12c	Yes	
13	Did the organization have a written whistleblower policy?	13	Yes	
14	Did the organization have a written document retention and destruction policy?	14	Yes	
15	Did the process for determining compensation of the following persons include a review and approval by independent persons, comparability data, and contemporaneous substantiation of the deliberation and decision?			
a	The organization's CEO, Executive Director, or top management official	15a	Yes	
b	Other officers or key employees of the organization	15b	Yes	
	If "Yes" to line 15a or 15b, describe the process in Schedule O (see instructions)			
16a	Did the organization invest in, contribute assets to, or participate in a joint venture or similar arrangement with a taxable entity during the year?	16a	Yes	
b	If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b	Yes	

Section C. Disclosure

17	List the States with which a copy of this Form 990 is required to be filed	AK , AZ , CO , FL , GA , MD , MN , NH , SC , TN
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 ☐ Other (explain in Schedule O)	
19	Describe in Schedule O whether (and if so, how), the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year	
20	State the name, physical address, and telephone number of the person who possesses the books and records of the organization	Daniel R Mellema 8605 Explorer Drive Colorado Springs, CO (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. 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 organization compensated any current officer, director, or trustee

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099- MISC)	(E) Reportable compensation from related organizations (W- 2/1099- MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Anthony Wauterlek Board member part-year	5.00	X						0	0	0
(2) Daniel Villanueva Board member	5.00	X						0	0	0
(3) Dr Joan Singleton Board member	5.00	X						0	0	0
(4) Dr R Albert Mohler Vice Chairman Board member	5.00	X		X				0	0	0
(5) Eric Pillmore Board member	5.00	X						0	0	0
(6) Greg King Board member part-year	5.00	X						0	0	0
(7) Heather Washburne Board member part-year	5.00	X						0	0	0
(8) James D Daly President CEO	45.00	X		X				0	220,033	30,051
(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 US Chairman Board member	5.00	X		X				0	0	0
(12) Paul Nelson Board member part-year	5.00	X						0	0	0
(13) Rev Dr Ken Fentress Board member part-year	5.00	X						0	0	0
(14) Richard Lytle Board member part-year	5.00	X						0	0	0
(15) Robert E Hamby CPA Board member	5.00	X						0	0	0
(16) Tncia Esser Board member	5.00	X						0	0	0
(17) Daniel R Mellema Treasurer CFO	45.00			X				0	140,565	25,599

Part VII

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

(A) Name and Title	(B) Average hours per week (list any hours for related organizations below dotted line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W- 2/1099-MISC)	(E) Reportable compensation from related organizations (W- 2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional Trustee	Officer	Key employee	Highest compensated employee	Former			
(18) Stu Mendelsohn Secretary	5 00			X				0	0	0
(19) Thomas A Minnery Exec Dir CitizenLink	45 00			X				0	143,898	20,621
(20) Clark Miller Chief Strategy Officer	45 00				X			169,182	0	27,639
(21) Joel Vaughan Chief Staff Officer	45 00					X		0	128,618	24,972
(22) Ken Windebank Chief Development Officer	45 00					X		144,631	0	17,070
(23) Robert Wood Chief Information Officer	45 00					X		141,535	0	26,070
(24) Stanley R John Sr Vice President	45 00					X		146,676	0	26,184
(25) Tim Goeglein Vice President	45 00					X		0	139,835	21,236
1b Sub-Total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								602,024	772,949	219,442

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		
3	Did the organization list any former officer, director or trustee, key employee, or highest compensated employee on line 1a? <i>If "Yes," complete Schedule J for such individual</i>	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? <i>If "Yes," complete Schedule J for such individual</i>	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? <i>If "Yes," complete Schedule J for such person</i>	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
Japs-Olson Company , 7500 Excelsior Blvd Minneapolis MN 55426	Printing service	4,811,660
CSK Strategic Marketing Group , 19 S Tejon St Ste 400 Colorado Springs CO 80903	Marketing consultg	1,564,058
Masterworks Inc , 19462 Powder Hill Pl NE Poulsbo WA 98370	Fundraising Consul	1,373,856
CBS TV Network , 51 W 52nd St New York NY 10019	Broadcasting	765,000
Publishers Press Inc , 100 Frank E Simon Ave Shepherdsville KY 40165	Printing service	685,812
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 ▶56		

Part VIII

Statement of Revenue

Check if Schedule O contains a response to any question in this Part VIII

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514	
Contributions, Gifts, Grants and Other Similar Amounts	1a	Federated campaigns . . .	1a	5,267,369	81,995,089			
	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	76,727,720				
	g	Noncash contributions included in lines 1a-1f \$		1,818,539				
	h	Total. Add lines 1a-1f						
Program Service Revenue			Business Code					
	2a	Event Income	900099	199,607	199,607			
	b	Institute Income	611600	308,837	308,837			
	c	FOFNC Income	511190	45,213	45,213			
	d							
	e							
	f	All other program service revenue						
	g	Total. Add lines 2a-2f			553,657			
Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		163,484			163,484	
	4	Income from investment of tax-exempt bond proceeds . .						
	5	Royalties		1,939,301			1,939,301	
	6a	(i) Real		(ii) Personal	17,368		15,958	1,410
		1,410		15,958				
		1,410		15,958				
	b	Less rental expenses						
	c	Rental income or (loss)						
	d	Net rental income or (loss)						
	7a	(i) Securities		(ii) Other	13,379			13,379
		1,681,833		183,915				
		1,691,654		160,715				
		-9,821		23,200				
	b	Less cost or other basis and sales expenses						
	c	Gain or (loss)						
	d	Net gain or (loss)						
	8a	Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c) See Part IV, line 18 . . .						
	a							
	b	Less direct expenses						
	c	Net income or (loss) from fundraising events . .						
	9a	Gross income from gaming activities See Part IV, line 19						
	a							
b	Less direct expenses							
c	Net income or (loss) from gaming activities . .							
10a	Gross sales of inventory, less returns and allowances			3,885,170	3,885,170			
a	4,829,262							
b	Less cost of goods sold		944,092					
c	Net income or (loss) from sales of inventory . .							
Miscellaneous Revenue			Business Code					
11a	FOFA Reimbursement		900099	666,057	666,057			
b	Advertising		541800	909,785		909,785		
c	Drop-cam		515100	93,500		93,500		
d	All other revenue			340,352	301,588	38,764		
e	Total. Add lines 11a-11d			2,009,694				
12	Total revenue. See Instructions			90,577,142	5,406,472	1,058,007	2,117,574	

Part IX

Statement of Functional Expenses

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

Check if Schedule O contains a response 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.	862,713	862,713		
2	Grants and other assistance to individuals in the United States. See Part IV, line 22.	1,040,340	1,040,340		
3	Grants and other assistance to governments, organizations, and individuals outside the United States. See Part IV, lines 15 and 16.	1,727,159	1,727,159		
4	Benefits paid to or for members.				
5	Compensation of current officers, directors, trustees, and key employees.	698,987	569,127	81,887	47,973
6	Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B).	55,950	45,813	6,269	3,868
7	Other salaries and wages.	34,153,737	27,965,526	3,826,939	2,361,272
8	Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions).	1,093,666	715,280	332,699	45,687
9	Other employee benefits.	6,648,769	5,591,561	555,454	501,754
10	Payroll taxes.	2,341,411	1,958,870	222,855	159,686
11	Fees for services (non-employees):				
a	Management.				
b	Legal.	584,827	109,695	475,132	
c	Accounting.	88,998		88,998	
d	Lobbying.				
e	Professional fundraising services. See Part IV, line 17.	106,440			106,440
f	Investment management fees.	23,040		23,040	
g	Other (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Schedule O).	5,379,844	4,727,976	403,765	248,103
12	Advertising and promotion.	3,741,969	3,290,645	227,278	224,046
13	Office expenses.	774,868	600,390	62,959	111,519
14	Information technology.	2,573,809	2,062,305	325,668	185,836
15	Royalties.	588,974	588,974		
16	Occupancy.	2,994,441	2,641,403	263,522	89,516
17	Travel.	1,277,922	763,689	83,886	430,347
18	Payments of travel or entertainment expenses for any federal, state, or local public officials.				
19	Conferences, conventions, and meetings.	204,721	149,585	36,164	18,972
20	Interest.				
21	Payments to affiliates.				
22	Depreciation, depletion, and amortization.	5,453,506	4,589,105	726,095	138,306
23	Insurance.	325,952		325,952	
24	Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O):				
a	Radio, TV, & Film.	10,989,843	10,955,368		34,475
b	Printing & Publications.	3,148,907	2,568,123	46,961	533,823
c	Postage & Shipping.	3,144,747	2,645,135	18,442	481,170
d	Misc. Project Expense.	862,388	854,647	6,935	806
e	All other expenses.	1,288,746	825,605	217,858	245,283
25	Total functional expenses. Add lines 1 through 24e.	92,176,674	77,849,034	8,358,758	5,968,882
26	Joint costs. Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ☒ if following SOP 98-2 (ASC 958-720).	11,241,252	9,915,804		1,325,448

Part X

Balance Sheet

Check if Schedule O contains a response to any question in this Part X

				(A)		(B)
				Beginning of year		End of year
Assets	1	Cash—non-interest-bearing		3,000	1	3,000
	2	Savings and temporary cash investments		9,225,991	2	6,089,747
	3	Pledges and grants receivable, net		721,887	3	2,877,255
	4	Accounts receivable, net		1,162,926	4	1,582,851
	5	Loans and other receivables from current and former officers, directors, trustees, key employees, and highest compensated employees Complete Part II of Schedule L			5	
	6	Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions) Complete Part II of Schedule L			6	
	7	Notes and loans receivable, net			7	1,591
	8	Inventories for sale or use		315,499	8	288,976
	9	Prepaid expenses and deferred charges		2,347,621	9	2,389,059
	10a	Land, buildings, and equipment cost or other basis Complete Part VI of Schedule D	10a101,807,229			
	b	Less accumulated depreciation	10b66,910,816	38,038,980	10c	34,896,413
	11	Investments—publicly traded securities		923	11	18,130
	12	Investments—other securities See Part IV, line 11		5,021,286	12	5,084,443
	13	Investments—program-related See Part IV, line 11			13	
	14	Intangible assets			14	
	15	Other assets See Part IV, line 11		8,161,270	15	11,193,267
	16	Total assets. Add lines 1 through 15 (must equal line 34)		64,999,383	16	64,424,732
Liabilities	17	Accounts payable and accrued expenses		6,374,711	17	7,694,753
	18	Grants payable			18	
	19	Deferred revenue		2,811,264	19	2,299,830
	20	Tax-exempt bond liabilities			20	
	21	Escrow or custodial account liability Complete Part IV of Schedule D			21	
	22	Loans and other 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		2,866,798	25	2,771,095
	26	Total liabilities. Add lines 17 through 25		12,052,773	26	12,765,678
Net Assets or Fund Balances	Organizations that follow SFAS 117 (ASC 958), check here and complete lines 27 through 29, and lines 33 and 34.					
	27	Unrestricted net assets		51,603,797	27	48,027,471
	28	Temporarily restricted net assets		1,251,813	28	3,540,583
	29	Permanently restricted net assets		91,000	29	91,000
	Organizations that do not follow SFAS 117 (ASC 958), 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		52,946,610	33	51,659,054
	34	Total liabilities and net assets/fund balances		64,999,383	34	64,424,732

Part XI Reconciliation 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	90,577,142
2	Total expenses (must equal Part IX, column (A), line 25)	2	92,176,674
3	Revenue less expenses Subtract line 2 from line 1	3	-1,599,532
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	52,946,610
5	Net unrealized gains (losses) on investments	5	311,976
6	Donated services and use of facilities	6	
7	Investment expenses	7	
8	Prior period adjustments	8	
9	Other changes in net assets or fund balances (explain in Schedule O)	9	0
10	Net assets or fund balances at end of year Combine lines 3 through 9 (must equal Part X, line 33, column (B))	10	51,659,054

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? If "Yes," check a box below to indicate whether the financial statements for the year were compiled or reviewed on a separate basis, consolidated basis, or both ☐ Separate basis ☐ Consolidated basis ☐ Both consolidated and separate basis	2a	No
2b	Were the organization's financial statements audited by an independent accountant? If "Yes," check a box below to indicate whether the financial statements for the year were audited on a separate basis, consolidated basis, or both ☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separate basis	2b	Yes
2c	If "Yes," to line 2a or 2b, does the organization have a committee that assumes responsibility for oversight of the audit, review, or compilation of its financial statements and selection of an independent accountant? If the organization changed either its oversight process or selection process during the tax year, explain in Schedule O	2c	Yes
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	
3b	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	

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

2012

Open to Public
Inspection

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

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

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

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

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

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)

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

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)

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

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)

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

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

Type I Type II Type III - Functionally integrated Type III - Non-functionally integrated

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)

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

Since August 17, 2006, has the organization accepted any gift or contribution from any of the following persons?
(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 supported organization?
(ii) A family member of a person described in (i) above?
(iii) A 35% controlled entity of a person described in (i) or (ii) above?

Provide the following information about the supported organization(s)

	Yes	No
11g(i)		
11g(ii)		
11g(iii)		

(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?		(v) Did you notify the organization in col (i) of your support?		(vi) Is the organization in col (i) organized in the U S ?		(vii) Amount of monetary support
			Yes	No	Yes	No	Yes	No	
Total									

Part II

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

Section A. Public Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(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) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income Do not include gain or loss from the sale of capital assets (Explain in Part IV)						
11 Total support (Add lines 7 through 10)						
12 Gross receipts from related activities, etc (see instructions)					12	
13 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a 501(c)(3) organization, check this box and stop here ▶						

Section C. Computation of Public Support Percentage						
14 Public support percentage for 2012 (line 6, column (f) divided by line 11, column (f))		14				
15 Public support percentage for 2011 Schedule A, Part II, line 14		15				
16a 33 1/3% support test—2012. 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—2011. If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and stop here. The organization qualifies as a publicly supported organization						▶
17a 10%-facts-and-circumstances test—2012. 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—2011. If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and stop here. Explain in Part IV how the organization meets the "facts-and-circumstances" test The organization qualifies as a publicly supported organization						▶
18 Private foundation. If the organization did not check a box on line 13, 16a, 16b, 17a, or 17b, check this box and see instructions						▶

Part III

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

Section A. Public Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
1 Gifts, grants, contributions, and membership fees received (Do not include any "unusual grants.")	119,675,188	97,088,339	84,549,696	81,273,984	81,995,089	464,582,296
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	9,637,723	9,430,903	7,867,211	6,420,140	5,382,919	38,738,896
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	129,312,911	106,519,242	92,416,907	87,694,124	87,378,008	503,321,192
7a Amounts included on lines 1, 2, and 3 received from disqualified persons	1,007,329	417,361	371,644	1,523,472	671,748	3,991,554
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	1,007,329	417,361	371,644	1,523,472	671,748	3,991,554
8 Public support (Subtract line 7c from line 6.)						499,329,638

Section B. Total Support						
Calendar year (or fiscal year beginning in) ▶	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) 2012	(f) Total
9 Amounts from line 6	129,312,911	106,519,242	92,416,907	87,694,124	87,378,008	503,321,192
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	1,808,130	2,212,863	1,775,473	1,881,564	2,120,153	9,798,183
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	1,808,130	2,212,863	1,775,473	1,881,564	2,120,153	9,798,183
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on			59,919		203,664	263,583
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)	2,020,049	1,712,272	1,544,748	1,319,367	967,707	7,564,143
13 Total support. (Add lines 9, 10c, 11, and 12.)	133,141,090	110,444,377	95,797,047	90,895,055	90,669,532	520,947,101
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 2012 (line 8, column (f) divided by line 13, column (f))	15	95.850%	
16 Public support percentage from 2011 Schedule A, Part III, line 15	16	95.820%	

Section D. Computation of Investment Income Percentage			
17	Investment income percentage for 2012 (line 10c, column (f) divided by line 13, column (f))	17	1 880 %
18	Investment income percentage from 2011 Schedule A, Part III, line 17	18	1 690 %
19a	33 1/3% support tests—2012. 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—2011. 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.** Complete this part to provide the explanations required by Part II, line 10; Part II, line 17a or 17b; and Part III, line 12. Also complete this part for any additional information. (See instructions).

Facts And Circumstances Test

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.

OMB No 1545-0047

2012

Open to Public Inspection

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

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

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

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

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

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

Name of the organization Focus on the Family	Employer identification number 95-3188150
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Part I-A Complete if the organization is exempt under section 501(c) or is a section 527 organization.

1	Provide a description of the organization’s direct and indirect political campaign activities in Part IV	
2	Political expenditures	▶ \$ _____
3	Volunteer hours	_____

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

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

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

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

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

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)	4,409													
c	Total lobbying expenditures (add lines 1a and 1b)	4,409													
d	Other exempt purpose expenditures	86,203,383													
e	Total exempt purpose expenditures (add lines 1c and 1d)	86,207,792													
f	Lobbying nontaxable amount Enter the amount from the following table in both columns	1,000,000													
<table><tr><td>If the amount on line 1e, column (a) or (b) is:</td><td>The lobbying nontaxable amount is:</td></tr><tr><td>Not over \$500,000</td><td>20% of the amount on line 1e</td></tr><tr><td>Over \$500,000 but not over \$1,000,000</td><td>\$100,000 plus 15% of the excess over \$500,000</td></tr><tr><td>Over \$1,000,000 but not over \$1,500,000</td><td>\$175,000 plus 10% of the excess over \$1,000,000</td></tr><tr><td>Over \$1,500,000 but not over \$17,000,000</td><td>\$225,000 plus 5% of the excess over \$1,500,000</td></tr><tr><td>Over \$17,000,000</td><td>\$1,000,000</td></tr></table>		If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:	Not over \$500,000	20% of the amount on line 1e	Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000	Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000	Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000	Over \$17,000,000	\$1,000,000		
If the amount on line 1e, column (a) or (b) is:	The lobbying nontaxable amount is:														
Not over \$500,000	20% of the amount on line 1e														
Over \$500,000 but not over \$1,000,000	\$100,000 plus 15% of the excess over \$500,000														
Over \$1,000,000 but not over \$1,500,000	\$175,000 plus 10% of the excess over \$1,000,000														
Over \$1,500,000 but not over \$17,000,000	\$225,000 plus 5% of the excess over \$1,500,000														
Over \$17,000,000	\$1,000,000														
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) 2009	(b) 2010	(c) 2011	(d) 2012	(e) Total
2a Lobbying nontaxable 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	34,114	5,926	5,445	4,409	49,894
d Grassroots nontaxable 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)).

For each "Yes" response to lines 1a through 1i below, provide in Part IV a detailed description of the lobbying activity.		(a)		(b)
		Yes	No	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?			
j	Total. Add 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 carry over lobbying and political expenditures from the prior year?	3	

Part III-B

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

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

Part IV

Supplemental Information

Complete this part to provide the descriptions required for Part I-A, line 1, Part I-B, line 4, Part I-C, line 5, Part II-A (affiliated group list), Part II-A, line 2, and Part II-B, line 1. 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

OMB No 1545-0047

2012

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 can be used only for charitable purposes and not for the benefit of the donor or donor advisor, or for any other purpose conferring impermissible private benefit?	
	☐ Yes ☐ No	

Part II

Conservation Easements. Complete if the organization answered "Yes" 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 education)

☐ Preservation of an historically important land area

☐ Protection of natural habitat

☐ Preservation of a certified historic structure

☐ Preservation of open space

2

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

	Held at the End of the Year
a	Total number of conservation easements
b	Total acreage restricted by conservation easements
c	Number of conservation easements on a certified historic structure included in (a)
d	Number of conservation easements included in (c) acquired after 8/17/06, and not on a historic structure listed in the National Register

3

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

4

Number of states where property subject to conservation easement is located

5

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

☐ Yes

☐ No

6

Staff and volunteer hours devoted to monitoring, inspecting, 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 section 170(h)(4)(B)(ii)?

☐ Yes

☐ No

9

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

Part III

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

1a

If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIII, the text of the footnote to its financial statements that describes these items

b

If the organization elected, as permitted under SFAS 116 (ASC 958), to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide the following amounts relating to these items

(i)

Revenues included in Form 990, Part VIII, line 1

\$

(ii)

Assets included in Form 990, Part X

\$242,500

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 (ASC 958) relating to these items

a

Revenues included in Form 990, Part VIII, line 1

\$

b

Assets included in Form 990, Part X

\$

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

Cat No 52283D

Schedule D (Form 990) 2012

Part III

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

3

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

a

☒ Public exhibition

d

☐ Loan or exchange programs

b

☐ Scholarly research

e

☐ Other

c

☒ Preservation for future generations

4

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

5

During the year, did the organization solicit or receive donations of art, historical treasures or other similar assets to be sold to raise funds rather than to be maintained as part of the organization's collection?

☐ Yes☒ No

Part IV

Escrow and Custodial Arrangements. Complete if the organization answered "Yes" 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 XIII and complete the following table

c

Beginning balance

d

Additions during the year

e

Distributions during the year

f

Ending balance

	Amount
1c	
1d	
1e	
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 XIII. Check here if the explanation has been provided in Part XIII

☐

Part V

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

	(a)Current year	(b)Prior year	b (c)Two years back	(d)Three years back	(e)Four years back
1a	Beginning of year balance	133,262	115,751	114,758	106,399
b	Contributions				
c	Net investment earnings, gains, and losses	16,011	17,511	993	8,359
d	Grants or scholarships				
e	Other expenditures for facilities and programs				
f	Administrative expenses				
g	End of year balance	149,273	133,262	115,751	114,758

2

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

a

Board designated or quasi-endowment

b

Permanent endowment

60.960 %

c

Temporarily restricted endowment

39.040 %

The percentages in lines 2a, 2b, and 2c should equal 100%

3a

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

(i)

unrelated organizations

(ii)

related organizations

b

If "Yes" to 3a(ii), are the related organizations listed as required on Schedule R?

	Yes	No
3a(i)		No
3a(ii)		No
3b		

4

Describe in Part XIII 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		52,441,113	29,925,778	22,515,335
c Leasehold improvements				
d Equipment		35,008,256	31,185,066	3,823,190
e Other		6,118,550	5,799,972	318,578
Total. Add lines 1a through 1e (Column (d) must equal Form 990, Part X, column (B), line 10(c).)				34,896,413

Schedule D (Form 990) 2012

Part XI 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 XIII)	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 XIII)	4b			
c	Add lines 4a and 4b		4c		
5	Total revenue Add lines 3 and 4c . (This must equal Form 990, Part I, line 12)			5	
Part XII 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 XIII)	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 XIII)	4b			
c	Add lines 4a and 4b		4c		
5	Total expenses Add lines 3 and 4c . (This must equal Form 990, Part I, line 18)			5	

Part XIII 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, line 2, Part XI, lines 2d and 4b, and Part XII, lines 2d and 4b. Also complete this part to provide any additional information.		
Identifier	Return Reference	Explanation
D5	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 God9s creation and the expression of Gods love in our relationships with him and other Christians.
D8	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 91,000, also classified as permanently restricted net assets on Form 990, Part X, Line 29, and accumulated undesignated endowment earnings of 58,273.
D13	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, 2013, Focus had no uncertain tax positions that qualify for recognition or disclosure in the consolidated financial statements. Focus Federal Return of Organization Exempt from Income Tax, Form 990, and Exempt Organization Business Income Tax Return, Form 990T, for the years ended September 30, 2012, 2011, and 2010, are subject to examination by the IRS, generally for three years after they were filed.

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

2012

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

(a) Region	(b) Number of offices in the region	(c) Number of employees, agents, and independent contractors in region	(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 and investments in region
Central America and the Caribbean			Grant making		600,813
East Asia and the Pacific			Grant making		597,203
Europe including Iceland and Greenland			Grant making		81,132
Middle East and North Africa			Grant making		220,287
Sub-Saharan Africa			Grant making		227,724
3a Sub-total					1,727,159
b Total from continuation sheets to Part I					
c Totals (add lines 3a and 3b)					1,727,159

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. Part II can be duplicated if additional space is needed.

[illegible]

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 ► 11

3 Enter total number of other organizations or entities ►

Part III

[illegible]

Part IV Foreign Forms

- 1

Was the organization a U S transferor of property to a foreign corporation during the tax year? *If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926)*

☐ Yes

☒ No
- 2

Did the organization have an interest in a foreign trust during the tax year? *If "Yes," the organization may be required to file Form 3520, Annual Return to Report Transactions with Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A)*

☐ 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

Supplemental Information

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

[illegible]

Additional Data

Software ID:
Software Version:
EIN: 95-3188150
Name: Focus on the Family

Form 990 Schedule F Part II - Grants or Entities Outside The United States

(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 non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		East Asia and the Pacific	Character training Office support	153,575	Wire Transfer	12,000	Website Hosting	
		Central America and the Caribbean	Marriage & Parenting Worldview	394,813	Wire Transfer	6,000	Website Hosting	
		Central America and the Caribbean	Spanish radio productions	200,000	Wire Transfer			
		Middle East and North Africa	Worldview seminars	214,787	Wire Transfer	5,500	Website Hosting	

Form 990 Schedule F Part II - Grants or Entities Outside The United States

(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 non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		East Asia and the Pacific	Character training	48,843	Wire Transfer			
		Europe including Iceland and Greenland	Marriage & Parenting	78,132	Wire Transfer	3,000	Website Hosting	
		East Asia and the Pacific	Character training Family building	207,707	Wire Transfer			
		East Asia and the Pacific	Office support Worldview	127,515	Wire Transfer	6,550	Website Hosting Travel	

Form 990 Schedule F Part II - Grants or Entities Outside The United States

(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 non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		Sub-Saharan Africa	Character training Orphan programs	227,724	Wire Transfer			
		East Asia and the Pacific	Character training Family building	32,013	Wire Transfer			
		East Asia and the Pacific	Character training Family building			9,000	Website Hosting	

Form 990 Schedule F - Supplemental Information

Identifier	ReturnReference	Explanation
F1	Use of grant monitoring procedures Part I line 2	Focus monitors the activities and uses of provided funds through quarterly impact reports and review of financial reports

Form 990 Schedule F - Supplemental Information

Identifier	ReturnReference	Explanation
F2	Method of accounting for expenditures Part I line 3 col f	Focus 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)

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. Form 990-EZ filers are not required to complete this part.
▶ Attach to Form 990 or Form 990-EZ. ▶ See separate instructions.

OMB No 1545-0047

2012

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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

e

☒ Solicitation of non-government grants

b

☒ Internet and email solicitations

f

☐ Solicitation of government grants

c

☒ Phone solicitations

g

☒ Special fundraising events

d

☒ In-person solicitations

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.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions?		(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
		Yes	No			
Tandon Partners LLC 3226 129th Ave NE Bellevue, WA 98005	Consulting		No		101,397	-101,397
Masterworks 19462 Powder Hill PI NE Poulsbo, WA 98370	Consulting		No		5,043	-5,043
Total ▶					106,440	-106,440

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.

All States

Part II

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

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

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))
Direct Expenses	1 Gross revenue				
	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 _____

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

Name ▶

Address ▶

15a Does the organization have a contract with a third party from whom the organization receives gaming revenue?

☐ **Yes** ☐ **No**

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

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

16 Gaming manager information

☐ Director/officer

☐ Employee

☐ Independent contractor

17 Mandatory distributions

a Is the organization required under state law to make charitable distributions from the gaming proceeds to retain the state gaming license?

☐ **Yes** ☐ **No**

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

Part IV

Supplemental Information. Complete this part to provide the explanations required by Part I, line 2b, columns (iii) and (v), and Part III, lines 9, 9b, 10b, 15b, 15c, 16, and 17b, as applicable. Also complete this part to provide any additional information (see instructions).

Identifier	Return Reference	Explanation
G01	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.
G02	Fundraiser agreements Part I line 2bv	Focus paid Masterworks a total of 1,354,093, which consisted of fundraising consulting of 5,043 and creative services of 1,349,050 including reimbursement. Focus 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.

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

2012

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. Part II can be duplicated 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

38

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.
Part III can be duplicated if additional space is needed.

(a)Type of grant or assistance	(b)Number of recipients	(c)Amount of cash grant	(d)Amount of non-cash assistance	(e)Method of valuation (book, FMV, appraisal, other)	(f)Description of non-cash assistance
(1) Cash grants	207	59,420	970,420	Cost of goods	Books and materials
(2) Materials grants	25813		970,420	Cost of goods	Books and materials
(3) Program grants	9		10,500	Cost of program	Counseling assistance

Part IV

Supplemental Information.

Complete this part to provide the information required in Part I, line 2, Part III, column (b), and any other additional information

Identifier	Return Reference	Explanation
I1	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.

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
Alternatives Pregnancy Center1440 Blake St Ste 200 Denver,CO 80202	74-2218129	501c3	6,433				Training
Arlington Pregnancy Center In2810 NW Green Oaks Blvd Arlington,TX 76012	75-1987614	501c3	6,433				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
Assure Pregnancy Clinic 9675 Monte Vista Unit G Montclair,CA 91763	33-0482936	501c3	11,200	22,158	Purch price	Ultrasound	MedTraining
Care Net Pregnancy Center of C4700 W Waco Drive Waco,TX 76710	74-2345781	501c3	6,433				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 Pregnancy Center of SPO Box 31 Lexington Park, MD 20653	52-1689564	501c3		19,527	Purch price	Ultrasound	Provide Med
Care Net Pregnancy Resource Ce100 Edgewood Ave Ste 1650 Atlanta, GA 30303	20-0478411	501c3	6,433				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
Community Pregnancy Clinic 2650 Jones Way Ste 31 Simi Valley, CA 93065	77-0272984	501c3		19,527	Purch price	Ultrasound	Provide Med
Compassion Pregnancy Center 70 Highland St Worcester, MA 01609	04-3532986	501c3	8,960				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
Crisis Pregnancy Center of SW658 Big Stone Gap Duncanville, TX 75137	75-2340271	501c3	6,433				Training
Crisis Pregnancy Centers of Gr4494 W Peoria Ave Ste 115 Glendale, AZ 85302	86-0536082	501c3	6,433	29,295	Purch price	Ultrasound	MedTraining

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
Dallas Pregnancy Resource Cent12959 Jupiter Rd Ste 260 Dallas,TX 75238	75-1853520	501c3	6,833				Training
Essential Pregnancy Services6220 Maple St Omaha,NE 68104	23-7300162	501c3		20,601	Purch price	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
First Choice Services860 E Sahara Las Vegas, NV 89104	16-1706155	501c3		35,812	Purch price	Ultrasound	Provide Med
First Choice Womens Resource82 Speedwell Ave Morristown, NJ 07960	22-2560940	501c3		44,792	Purch price	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
Greater Fort Worth Pro-Life Ch324 South Rand St Fort Worth, TX 76103	75-2504542	501c3		20,703	Purch price	Ultrasound	Provide Med
Heart to Heart Pregnancy Cntr721 12 Renshaw St Laramie, WY 82072	74-2368863	501c3	6,433				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
Life Choices Inc5575 Raleigh LaGrange Memphis, TN 38124	62-1281799	501c3		21,160	Purch price	Ultrasound	Provide Med
Life Network3700 Galley Road Ste 100 Colorado Springs, CO 80909	84-0970592	501c3	6,433				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
Life Services of Spokane 1014 N Pines Ste 201 Spokane,WA 99206	91-1494402	501c3	13,200				Training
Life Care Gateway6339 Glenwood Ave Raleigh,NC 27612	58-1584775	501c3		25,300	Purch price	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
Lincoln Crisis Pregnancy Center 4247 O St Lincoln, NE 68510	47-0662813	501c3	6,433				Training
Mosaic Pregnancy & Health Center 2019 Johnson Rd Granite City, IL 62040	37-1218460	501c3	6,433	22,144	Purch price	Ultrasound	MedTraining

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
Pregnancy Center of Decatur 222 E Ponce De Leon Decatur,GA 30030	58-2424267	501c3		22,396	Purch price	Ultrasound	Provide Med
Pregnancy Decision Health Cent665 E Dublin Granville Rd Columbus,OH 43229	31-1002913	501c3		27,552	Purch price	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
Pregnancy Help Center1311 Crenshaw Blvd Ste A Torrance, CA 90501	95-4579814	501c3		30,039	Purch price	Ultrasound	Provide Med
Pregnancy Help Center4255 Pacific Ave Stockton, CA 95207	94-2779936	501c3	7,600				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
Pregnancy Resource Center of4310 Hoyt Ave Everett, WA 98203	86-0536082	501c3		20,796	Purch price	Ultrasound	Provide Med
Pregnancy Resource Center of101 Drake Road Ste A Pittsburgh,PA 15241	25-1613161	501c3	13,000				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
Pregnancy Resource Centers of7931 NE Halsey Ste 100 Portland,OR 97213	93-0854417	501c3	16,500				Training
Rose of Sharon PRC14725 7th Street Ste 600 Victorville,CA 92395	33-0737523	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
Southside Pregnancy Center 5450 W 95th St Oak Lawn,IL 60453	33-3367445	501c3	6,433				Training
St Louis Pregnancy Resource Cn305 A Mid Rivers Mall Dr St Louis,MO 63376	43-1304395	501c3	6,433				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
Turning Point PRC5440 Morehouse Dr Ste 2000 San Diego, CA 92121	33-0966462	501c3	8,960				Training
Woman to Woman Pregnancy Resou400 N Loop 288 Ste B Denton,TX 76209	75-2125952	501C3	6,433				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
Show HopePO Box 647 Franklin, TN 37065	32-0011220	501c3	24,301				Conference
Texas Christian University PO Box 289920 Fort Worth, TX 76129	75-0827465	501c3	168,217				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
Catholic Family and Human Righ1731 Rhode Island Ave NW Ste 2 Washington,DC 20036	13-3964076	501c3	16,820				Conf Support
Crisis Pregnancy Center of the16909 Parthenia St Ste 301 North Hills,CA 91343	95-4184344	501c3		21,160	Purch price	Ultrasound	Provide Med

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

2012

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 or provision of all of the expenses described above? If "No," complete Part III to explain	1b	Yes	
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all 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 filing organization used to establish the compensation of the organization's CEO/Executive Director Check all that apply Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III			
	☒ Compensation committee ☐ 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		
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 accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	8		No
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9		

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

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

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

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported as deferred in prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1)James D Daly President CEO	(i) (ii)	215,984	2,921	1,128	12,981	17,070	250,084	
(2)Daniel R Mellema Treasurer CFO	(i) (ii)	140,365	200		8,550	17,049	166,164	
(3)Clark Miller Chief Strategy Officer	(i) (ii)	167,086	200	1,896	10,569	17,070	196,821	
(4)Stanley R John Sr Vice President	(i) (ii)	145,977	556	143	9,117	17,067	172,860	
(5)Thomas A Minnery Exec Dir CitizenLink	(i) (ii)	142,296	200	1,402	8,502	12,119	164,519	
(6)Robert Wood Chief Information Officer	(i) (ii)	141,335	200		9,000	17,070	167,605	
(7)Ken Windebank Chief Development Officer	(i) (ii)	143,632	770	229		17,070	161,701	
(8)Tim Goeglein Vice President	(i) (ii)	139,635	200		4,180	17,056	161,071	
(9)Joel Vaughan Chief Staff Officer	(i) (ii)	128,356	262		7,944	17,028	153,590	

Part III **Supplemental Information**

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

Identifier	Return Reference	Explanation
J1	Benefit information Part I line 1a	Jim Daly has flown first-class for international travel and occasionally for domestic flights. Travel for companions was provided to Jim Daly and Ken Windebank. The cost of the companion travel is included in employee's reportable 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's reportable compensation.

Software ID:

Software Version:

EIN: 95-3188150

Name: Focus on the Family

Form 990, Schedule J, Part II - Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported in prior Form 990 or Form 990-EZ
		(i) Base Compensation	(ii) Bonus & incentive compensation	(iii) Other compensation				
James D Daly	(i)							
	(ii)	215,984	2,921	1,128	12,981	17,070	250,084	
Daniel R Mellema	(i)							
	(ii)	140,365	200		8,550	17,049	166,164	
Clark Miller	(i)	167,086	200	1,896	10,569	17,070	196,821	
	(ii)							
Stanley R John	(i)	145,977	556	143	9,117	17,067	172,860	
	(ii)							
Thomas A Minnery	(i)							
	(ii)	142,296	200	1,402	8,502	12,119	164,519	
Robert Wood	(i)	141,335	200		9,000	17,070	167,605	
	(ii)							
Ken Windebank	(i)	143,632	770	229		17,070	161,701	
	(ii)							
Tim Goeglein	(i)							
	(ii)	139,635	200		4,180	17,056	161,071	
Joel Vaughan	(i)							
	(ii)	128,356	262		7,944	17,028	153,590	

Schedule L
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Transactions with Interested Persons

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

OMB No 1545-0047

2012

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) Relationship between disqualified person and organization	(c) Description of transaction	(d) Corrected?	
				Yes	No

2 Enter the amount of tax incurred by organization managers or disqualified persons during the year under section 4958 ▶ \$

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

Part II Loans to and/or From Interested Persons.

Complete if the organization answered "Yes" on Form 990-EZ, Part V, line 38a, or Form 990, Part IV, line 26, or if the organization reported an amount on Form 990, Part X, line 5, 6, or 22

(a) Name of interested person	(b) Relationship with organization	(c) Purpose of loan	(d) Loan to or from the organization?		(e) Original principal amount	(f) Balance due	(g) In default?		(h) Approved by board or committee?	(i) Written agreement?	
			To	From			Yes	No		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 assistance	(d) Type of assistance	(e) Purpose of assistance

Part IV Business Transactions Involving Interested Persons.

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

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues?	
				Yes	No
(1) Jeremy Woodard	Son-in-law of D Vill	55,950	Wage from employment		No
(2) CSK Strategic Marketing Group	Former Key Employee	1,286,981	CSK performs 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
L1	990 Schedule L Placeholder 1	a Jeremy Woodard b Son in law of Daniel Villanueva, Board Member c 55,950 d Jeremy received wages related to his employment as a Business Analyst for Focus on the Family e Sharing of organization revenues? = No
L2	990 Schedule L Placeholder 2	a CSK Strategic Marketing Group Inc, CSK b former key employee is CEO and greater than 5% owner c 1,286,981 d CSK and 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 and owns more than 5 percent of CSK e No sharing of revenue

SCHEDULE M
(Form 990)

Noncash Contributions

OMB No 1545-0047

2012

Open to Public Inspection

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

Name of the organization
Focus on the Family

Employer identification number
95-3188150

Part I

Types of Property

	(a) Check if applicable	(b) Number of contributions or items contributed	(c) Noncash contribution amounts reported on Form 990, Part VIII, line 1g	(d) Method of determining noncash contribution amounts
1 Art—Works of art				
2 Art—Historical treasures				
3 Art—Fractional interests				
4 Books and publications				
5 Clothing and household goods	X		9,273	Thrift value
6 Cars and other vehicles				
7 Boats and planes				
8 Intellectual property				
9 Securities—Publicly traded	X	238	1,682,434	Fair Market Value
10 Securities—Closely held stock				
11 Securities—Partnership, LLC, or trust interests				
12 Securities—Miscellaneous				
13 Qualified conservation contribution—Historic structures				
14 Qualified conservation contribution—Other				
15 Real estate—Residential				
16 Real estate—Commercial				
17 Real estate—Other				
18 Collectibles				
19 Food inventory				
20 Drugs and medical supplies				
21 Taxidermy				
22 Historical artifacts				
23 Scientific specimens				
24 Archeological artifacts				
25 Other ► (<u>Commodities</u>)	X	43	120,747	Retail price
Equipment and Ofc				
26 Other ► (<u>Supplie</u>)	X	1	6,000	Fair Market Value
27 Other ► (<u>Gift cards</u>)	X	2	85	Retail price
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 Acknowledgement29

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?

31 Does the organization have a gift acceptance policy that requires the review of any non-standard contributions?

32a Does the organization hire or use third parties or related organizations to solicit, process, or sell noncash contributions?

33 If the organization did not report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II

Yes

No

No

Yes

No

No

Part II

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

Identifier	Return Reference	Explanation
M1	Number of contributions or items or both Part I col b	Column B includes the number of individual gifts

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

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

OMB No 1545-0047

2012

Open to Public Inspection

Name of the organization Focus on the Family	Employer identification number 95-3188150
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Identifier	Return Reference	Explanation
O01	Member election for additional members Part VI line 7a	
O02	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, 2013 was 635,017, 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
O03	Form 990 governing body review Part VI line 11	Form 990 was reviewed in detail by the Audit Committee of the Board of Directors A copy of the 990 was provided to all Board members before filing with the IRS Form 990 was also reviewed by the organization's outside CPA firm
O04	Conflict of interest policy compliance Part VI line 12c	Conflict of interest disclosure statements are signed by directors, officers and all employees each year Disclosure statements of employees are reviewed and addressed by management Disclosure statements of the Board and Officers are reviewed and addressed by Corporate Counsel
O05	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
O06	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
O07	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
O08	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
O09	Significant program services not listed on prior year return Part III line 2	NEW PROGRAMS AND ACTIVITIES WHICH STARTED IN FY2013 Dr Greg Smalley and Susie Larson (of K TIS radio) began a one hour program called Everyday Relationships which airs Monday through Friday It is a live broadcast, listener call in program which helps people to solve everyday challenges and build strong, healthy relationships As part of our expanding digital outreach, Focus on the Family launched a Marriage Mentors website It is a place where couples can discover the boomerang of blessing that comes from mentoring another couple Join a growing movement of more than 250,000 certified Marriage Mentors, couples that are turning the tide for marriages that go the distance Focus on the Family began filming the documentary, Irreplaceable, which asks the important questions, What is family, and, Does family still matter in today's society It also serves as an introduction to the themes explored in-depth in The Family Project small group experience We also started The Family Project, a 12 week small group experience exploring God's design for the family through the lenses of theology, art, history, anthropology and sociology The ministry has never undertaken a project of such size and scope, one with the potential to transform not only individual hearts, but society as a whole
O10	Estimate of 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 Joel Vaughan

SCHEDULE R
(Form 990)

Related Organizations and Unrelated Partnerships

OMB No 1545-0047

2012

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

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" to Form 990, Part IV, line 33.)

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1) Pine Creek Entertainment LLC 8605 Explorer Dr Colorado Springs, CO 80920 35-2475764	Collaborative Media and Entertainment Ve	CO			Focus on the Family
(2) PC Music Alpha LLC 8605 Explorer Dr Colorado Springs, CO 80920 38-3907779	Collaborative Media and Entertainment Ve	CO			Pine Creek Entertainment L
(3) PC Music Beta LLC 8605 Explorer Dr Colorado Springs, CO 80920 61-1713929	Collaborative Media and Entertainment Ve	CO			Pine Creek Entertainment L
(4) PC Music Sigma LLC 8605 Explorer Dr Colorado Springs, CO 80920 36-4763172	Collaborative Media and Entertainment Ve	CO			Pine Creek Entertainment L
(5) Project Irreplaceable LLC 8605 Explorer Dr Colorado Springs, CO 80920 32-0411561	Collaborative Media and Entertainment Ve	CO			Pine Creek Entertainment L

Part II

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity?	
						Yes	No
(1) CitizenLink 8655 Explorer Dr Colorado Springs, CO 80920 20-0960855	Social Welfare	CO	501c4		Not Applicable		No
(2) RezilientKidz 8605 Explorer Dr Colorado Sprngs, CO 80920 45-2158585	Charitable Educational & S	CO	501c3		Focus on the Family		No

Part III

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

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

Part IV

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end- of-year assets	(h) Percentage ownership	(i) Section 512 (b)(13) controlled entity?	
								Yes	No

Part V

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

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

1

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

a

Receipt of (i) interest (ii) annuities (iii) royalties or (iv) rent from a controlled entity

b

Gift, grant, or capital contribution to related organization(s)

c

Gift, grant, or capital contribution from related organization(s)

d

Loans or loan guarantees to or for related organization(s)

e

Loans or loan guarantees by related organization(s)

f

Dividends from related organization(s)

g

Sale of assets to related organization(s)

h

Purchase of assets from related organization(s)

i

Exchange of assets with related organization(s)

j

Lease of facilities, equipment, or other assets to related organization(s)

k

Lease of facilities, equipment, or other assets from related organization(s)

l

Performance of services or membership or fundraising solicitations for related organization(s)

m

Performance of services or membership or fundraising solicitations by related organization(s)

n

Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)

o

Sharing of paid employees with related organization(s)

p

Reimbursement paid to related organization(s) for expenses

q

Reimbursement paid by related organization(s) for expenses

r

Other transfer of cash or property to related organization(s)

s

Other transfer of cash or property from related organization(s)

Yes

No

1a

No

1b

No

1c

No

1d

No

1e

No

1f

No

1g

No

1h

No

1i

No

1j

Yes

1k

Yes

1l

Yes

1m

Yes

1n

No

1o

Yes

1p

Yes

1q

Yes

1r

No

1s

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-s)	(c) Amount involved	(d) Method of determining amount involved
See Additional Data Table			

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.

[illegible]

Software ID:
Software Version:
EIN: 95-3188150
Name: Focus on the Family

Part VII Supplemental Information

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

Identifier	Return Reference	Explanation
R01	Explanation of information on Schedule R	CitizenLink, a 501c4 organization that has operated in a close relationship with Focus on the Family, established its own Board of Directors that is distinct from the Focus on the Family Board of Directors. This change happened just prior to the fiscal year end. CitizenLink will continue to focus on its core activities, but will be doing so as an independent and unrelated entity. It will no longer be considered a related party for purposes of Schedule R reporting.

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

(a) Name of other organization	(b) Transaction type(a-s)	(c) Amount Involved	(d) Method of determining amount involved
CitizenLink	j	238,319	Market value
CitizenLink	k	128,460	Cost
CitizenLink	l	421,781	Market value
CitizenLink	m	50,991	Cost
CitizenLink	o	2,163,754	Market value
CitizenLink	p	183,056	Cost
CitizenLink	q	5,957	Market Value

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.

The Ministries of Focus on the Family

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

<http://www.FocusontheFamily.com>

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

BROADCAST MINISTRIES

Daily Focus on the Family Broadcast with Jim Daly

(www.focusonthefamily.com/radio)

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

According to Nielsen measures the audience for this program is more than one million daily; conservative estimate of non-measured listenership escalates the total to over 1.5 million - with a potential audience of 14 million weekly.

The vast radio network carrying the daily Focus on the Family (FOF) broadcast continues to expand in the number of facilities and programs offered - heard on nearly 2,000 facilities (including terrestrial stations, their translators and satellite

radio) in North America, with an estimated 700 outlets via streaming stations and other internet channels.

Total daily releases (sum of all channels) for the program exceeds 4,000. In addition to the U.S., the program is heard on nearly 400 additional 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, online streaming audio, and via a mobile app. The daily Focus on the Family program is also available on Salem Communication's OnePlace.com website, TuneIn and Stitcher along with other web locations.

Focus on the Family Commentary Broadcast

This 90-second practical and inspirational feature hosted by Focus on the Family President Jim Daly is now carried every day by nearly 300 "general market" (non-religious) radio facilities. Families around the world are finding the feature meeting needs in their lives, as well. Not only is the English language commentary heard in dozens of global cities such as Singapore and Johannesburg, it is also translated into various languages and airs in Argentina, Indonesia, mainland China, and Slovakia. The broadcast is carried every day across the world from over 1,750 facilities.

Focus on the Family Minute (FOFM) Broadcast

This 60-second radio feature spotlights excerpts from the Daily Focus on the Family broadcast. The "Minute" presents a snapshot of family help and encouragement while also serving as an introduction for new listeners to the daily program. FOFM now airs on an estimated total 2,800 channels - nearly 2,000 facilities in the United States and almost 800 facilities overseas.

Bill Maier Family Minute

This daily 1-minute customized commentary airs on 165 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 1,500 facilities nationwide and 105+ facilities in Canada, plus 125 facilities across the world, this weekly hour-long broadcast provides a variety of advice and encouragement about marriage, parenting, health, finances and entertainment. Designed for busy families, this magazine-style program is fast-paced, and hosted by John Fuller.

Weekend Magazine (General Market) Broadcast

Weekend Magazine also airs on approximately 151 general market/non-religious radio facilities across the United States. This version is nearly identical, but 7-minutes shorter to accommodate commercial breaks.

Adventures In Odyssey Broadcast

For more than 25 years, Adventures in Odyssey has offered families hope, encouragement and important life lessons based on biblical truths especially to children ages 8-12, but also applicable to all ages. The program reached an industry milestone in 2008, becoming the longest-running weekly drama with a consistent cast of characters! Adventures in Odyssey, in both daily and also weekly versions, is now heard on over 4,500 radio facilities worldwide. The program is also available online at Whit'sEnd.org and on Salem Communication's OnePlace.com website. This year a new Spanish-language version of the program was also launched.

Everyday Relationships

Launched in January, 2013, and hosted by Dr. Greg Smalley and Susie Larson, Everyday Relationships is a daily LIVE (also offered tape-delayed) program offering interactive conversations with guests and audiences about relationships, including marriage, parenting, work and even singles. This energetic hour-log show is carried on 115 outlets, and is produced in conjunction with Faith Radio/Northwestern Media. Plans are underway to expand the program into Canada in 2014.

Plugged In Movie Review Broadcast

Currently airing on nearly 1,950 radio facilities, and hosted by media expert Bob Waliziewski, Plugged In Movie Review evaluates a current film release each week. Available in 1-minute and 2-minute versions, and augmented by a variety of live interview opportunities, the feature remains very popular with stations and audiences. Of the above facilities, 678 air the "currently in theaters" version of the feature, while 405 facilities air the version reviewing newly released DVDs.

Focus on the Family Radio Theatre Broadcast

Focus on the Family Radio Theatre is heard on 575 facilities each week. Radio Theatre features classic stories brought to life with motion picture-quality cast and sound.

Radio Theatre recently released "C.S. Lewis at War," the dramatic story of the life of C.S. Lewis and the events behind the creation of Mere Christianity and The Screwtape Letters. In addition to the regular placement of the program, Radio Theatre productions are occasionally offered as radio specials and carried by an additional network of interested outlets.

BOUNDLESS SHOW

This hour-long podcast hosted by Lisa Anderson brings a lively discussion, with poignant information and challenging guests, to Christian young adults. There is a planned radio version of this popular podcast scheduled for release in 2014.

Enfoque a la Familia Broadcast

Enfoque a la Familia's mission is to reach the Hispanic community of the United States with the truth of the Gospel through strengthening and upholding the Hispanic family. The Enfoque a la Familia radio broadcast is currently airing on about 110 facilities throughout the U.S. and on approximately 835 facilities outside the U.S.

Comentario de la Enfoque a la Familia Program

A 90-second Spanish-language feature that provides marriage and family advice is heard on 60 facilities.

Conectados Program

The Spanish-language version of the weekly Plugged IN Movie Reviews feature is heard on 116 facilities.

ONLINE MINISTRIES

Focus on the Family Website (www.focusonthefamily.com)

The flagship Web site for Focus on the Family draws an average audience of about 1,650,000 unique visitors per month, providing our constituents with ready access to reliable, practical, time tested advice on marriage, parenting, life challenges and more. Through online articles, blogs, broadcasts, podcast, streaming audio/video and community forums, FocusontheFamily.com offers encouragement, inspiration and help for people of all ages. Visitors can search all Focus on the Family's online content by topic, site or media type, finding the information they need whenever they need it.

Marriage (www.focusonthefamily.com/marriage)

While the very definition of marriage is debated, couples continue to face the challenge of building, strengthening and preserving thriving marriages. Our Marriage ministry is committed to inspiring the God-given desire within men and women for life-long, healthy marriages, equipping them to prepare a solid foundation for marriage, strengthen their marriage, save their marriage in crisis, and to raise hope-filled children who will shape our nation and future generations.

Parenting (www.focusonthefamily.com/parenting, www.pluggedin.com)

It's impossible to estimate the number of letters we've received over the years from parents thanking Focus on the Family for helping them raise their children. Our ministry has long been known for its parenting resources, and the Parents ministry team forges into the 21st century helping parents guide their families through difficult times, raise healthy and resilient children, and pass on a thriving faith to those children.

Children (www.clubhousemagazine.com, www.clubhousejr.com,
www.whitsend.org,
www.jellytelly.org)

Focus on the Family meets the needs of kids of all ages while providing a safe place to grow in their faith. The sites for younger kids provide fun articles, faith-building stories, recipes, activity suggestions, poems, movie reviews and games, including our exclusive partnership with Phil Vischer for his JellyTelly website.

Pluggedin.com (www.pluggedin.com)

Now reaching over 1 million visits per month (17MM annually), this Focus website posts timely reviews of what's playing in theaters each week (and an ongoing archive), television programming, popular CDs and video games. These reviews focus on the messages being conveyed, both positively and negatively. The PLUGGEDIN.COM website also tackles many of the most popular questions being asked by our readership as well as offering practical advice about becoming more discerning regarding today's media.

PluggedIn also produces an entertainment podcast each week, and in the spirit of hearing back from our constituency, Plugged In has launched its own blog. Practical entertainment help and advice can be found at the "Family Room" section of the website. In addition, the Plugged In Movie Review radio features are currently airing on nearly 700 radio stations, heard each week by an audience in excess of 9 million. A video version of the same feature airs on a number of cable outlets to an estimated viewership of 1.6 million weekly. Many families also find our smartphone app a valuable resource.

COLLEGE STUDENT MINISTRY

Focus Leadership Institute (www.focusleadership.org)

Launched in 1995, the Institute offers young people a life-changing, semester-long experience that helps them develop a healthy Christian worldview and equips them to use this understanding to shape their families, their communities and their culture.

Participants may receive college credit while undergoing intensive training on leadership roles in the family, the church and society at large. The Institute is also building a sustainable brand of online programming which will serve constituents of all ages.

The Boundless Project (www.boundless.org)

Sponsored by Focus on the Family, Boundless is a ministry for those in the transitional years between high school graduation and parenthood. While research warns us of an inherent spiritual wanderlust during these years, Boundless offers young adults a consistent Christian community and motivation to remain firm in their faith, plugged into a local church body, and intentional about the pursuit of marriage and family. From college to career

to relationships, Boundless offers a vibrant vision for young adults seeking to experience the abundant Christian life in the midst of discovery and change.

Briargate Media (www.briargatemedia.com)

This Web site serves in the placement and promotion of Focus on the Family media products, such as various radio and TV programs and websites, to the broadcast media - both general market and religious.

GOVERNMENT AND PUBLIC POLICY

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

Day of Dialogue (www.Dayofdialogue.com)

This website provides information and resources for a student-led, free speech initiative called Day of Dialogue. Among other things, it equips Christian students to express their Biblical viewpoint in a loving and grace-filled way on current-day issues including bullying, relationships and sexuality.

TrueTolerance (www.TrueTolerance.org)

This web site is for parents and families who are concerned about what their schools are teaching about sensitive topics, including bullying and sexuality. The web site offers information and tips for parents, such as how to approach school officials with concerns.

It also provides a mechanism for them to email packets of information to their school officials outlining information on parental rights and families' religious freedoms.

Analysis (www.citizenlink.com/analysis)

This web site serves to bring timely, critical analysis to bear on the most important cultural and policy issues of the day. Written and edited by some of the country's most knowledgeable family advocates, the resources featured here are designed to educate and energize concerned citizens within religious, political, educational and activist spheres working to apply Christian principles to the struggles that face our nation.

Thriving Pastor (www.ThrivingPastor.org)

The website was created to come alongside pastors as they endeavor to serve the Lord in these most difficult days. The mission is to facilitate spiritual, emotional and physical

health in the life of the pastor and to provide resources and services that would offer support and encouragement to the pastor's personal life, family and ministry.

PERIODICALS

Thriving Family (<http://www.thrivingfamily.com/>)

The Media Publishing Group launched Thriving Family, a full-size, newsstand-worthy parenting, marriage, and family magazine, in the fall of 2009 and mails 300,000 copies 6 times per year of this 60 page publication. The purpose of Thriving Family is to provide and reinforce Focus on the Family's core marriage and parenting message to the bull's-eye audience on a regular basis and to inspire and equip families. A complementary website and digital edition were also created to provide additional access and reinforcement of the Thriving Family vision.

Focus on the Family's Citizen Magazine

(www.citizenlink.com/citizen-magazine/)

Citizen magazine is a 32-page, four-color, monthly newsmagazine issued 10 times a year. Citizen offers its readers news and analysis on cultural, political and public policy issues that dominate the headlines or are not seen in the mainstream media - all from a biblical worldview. Citizen seeks to inspire and equip men and women to live out biblical citizenship within their spheres of influence - whether that's in the boardroom, school room or the family room.

Focus on the Family Clubhouse Magazine

(www.clubhousemagazine.com)

In serving nearly 75,000 of our intermediate readers, ages eight to twelve, Focus on the Family Clubhouse presents a fun mix of contemporary and classic fiction, personality stories, fact articles, quizzes, devotionals, crafts and games all from a Christian perspective that help parents show kids a better understanding of their world and God's Word.

Focus on the Family Clubhouse, Jr. Magazine

(www.clubhousemagazine.com/club_jr/)

This colorful, high-quality magazine, geared for ages three to seven, contains simple stories, crafts, Bible stories, poems, and puzzles designed to delight the 65,000 families who receive it. An emphasis on Christian values and cognitive development makes this an ideal resource for families with pre-readers and early readers.

Pastor to Pastor CD Audio Series

This resource is especially designed to meet the specific needs of busy pastors and church leaders. Pastor to Pastor is an extensive audio library featuring interviews with leading pastors and Christian leaders on important topics for those in ministry. Hosted by Rev.H.B. London Jr., a respected senior pastor for over 30 years, numerous guests offer their solid biblical insights on topics such as finances, parenting stages,

burnout, suffering, conflict, personal devotions and restoration. One hundred two editions have been produced since 1992 and are now available online for listening or downloading.

Thriving Pastor Connection weekly e-mail (www.ThrivingPastor.org)
Designed with an emphasis on Soul Care, the goal of Thriving Pastor Connection is to offer weekly support and encouragement to pastors and church leaders as they attempt to find balance and health in their spiritual, emotional and physical lives.

FAMILY RESOURCES

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

Films and Videos (resources.family.org/)
Focus on the Family began its first film production in 1986 and has continued producing new programs that have been translated in over 20 languages. Focus on the Family continues to seek the widest possible audiences for its videos. Focus on the Family videos include marriage and parenting advice, worldview curricula, and animated and live action character building videos for children. All of our original videos are scripted and filmed with Christian audiences in mind, although they are often enjoyed by a broader audience.

PERSONAL TOUCH MINISTRIES

Strategic Alliance Services
Strategic Alliance Services exists to support the Chief Strategy Office and the rest of Focus's internal ministry areas by finding, evaluating, and developing working relationships with alliances that can help to expand and extend Focus' strategic impact to families around the world.

Christian Worldview Ministry (www.thetruthproject.org)
At Focus, we believe that every aspect of our lives - the way we manage our families, carry out our work, enjoy our free time, and relate to others - stems from our understanding of who God is and who we are in Him. The goal of the Christian Worldview team is to awaken our constituents to God's Truth, character, design, and purpose for all of life by creating a curriculum for small group study, training facilitators, and providing support for those teaching these vital concepts and serving as impact partners in our society.

Relationship Services

Each week brings thousands of contacts, via email, phone calls, letters and social media, each seeking a response to unique requests. This direct communication is a vital link to the people we desire to serve. We also moderate most of Focus on the Family' Forums and Blogs, which occasionally provides opportunities to reach out to this community as well. Those who contact us are treated with dignity, care, and expertise. The many inquiries for information, advice, and encouragement are fielded and supported by a well-trained staff of 80, predominantly with earned degrees.

Counseling

Many of those who come to us require specialized care. Focus on the Family (Focus) is increasingly called upon to assist those experiencing painful and often destructive situations. Potential suicides, cases of spouse abuse, and child molestation are not uncommon. These pleas receive a reply by phone on a one-to-one basis. Most contacts are prompted by our radio broadcasts, which touch off an avalanche of "pain mail" and cries for help. In addition to the radio broadcast, callers become aware of the counseling/consultation we offer through Focus websites, magazine articles, simulcasts and other ministry outreaches. Our staff of 14 state-licensed counselors, 3 support staff, and 2 chaplains, respond to the critical letters and calls too complex for a mail or email response. As well as a free consultation, when appropriate, callers are referred to counselors in their geographical area who have been approved through a screening process for our National Referral Network. Focus on the Family does not provide a categorical "endorsement" of therapists on the referral network. No charge is made for consultation with the Focus counselor.

Focus Leadership Institute (www.focusleadership.org)

This specialized leadership training program, which was launched in September of 1995, is offered multiple times a year to selected young people who are typically enrolled at an accredited academic institution. As they participate in classroom sessions, individual research, and internships under the mentorship of specialists in their area of study, a unique emphasis is placed upon the integration of their foundational principles to their academic disciplines and their future careers. Significant components of the program include a community learning environment where mentoring and accountability are stressed.

In developing this endeavor, Focus on the Family relied on the input of university leaders from over 110 colleges and universities, as well as leaders from the business and government arenas. Participants are also afforded opportunities to interact with renowned leaders and to complete an internship related to their future career field.

"Focus on the Family" Newspaper Column

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

Social Media

Focus on the Family social media efforts span across multiple channels including Facebook, Twitter, YouTube, Pinterest, blogs, etc. Our combined social footprint includes over 2.6 million fans and followers. The goal of this aspect of ministry is to bring our message/help/services to the places/sites where families are today, instead of waiting for them to come to our websites. We do this by offering small excerpts of our content, contests, give aways, tips, links and free downloads. We also have a pro-active listening aspect of our social media efforts. Where we listen in the social media space (not just our pages) for opportunities to provide help, resources & counseling to families in need of our support.

Benevolence

Funding from our annual budget helps to provide tangible support to those in need, primarily through distribution of various resources by our Relationship Services, Counseling, Thriving Pastor and Chaplaincy ministries.

Pastoral Ministries (www.ThrivingPastor.org)

Relevant materials and referrals aid the Church Care and the Counseling departments in facilitating the spiritual renewal of ministers and their families. Time, financial, and relational pressures that are unique to ministry in today's fast-paced culture are placing pastors' homes under attack as never before. As a means of providing insight and encouragement to counteract these destructive influences, several resources and services are offered. Among them are Thriving Pastor Connection, a weekly e-mail, Coaching events for pastors, and our toll-free Pastoral Care Line which is administered by our Counseling Department, provides a listening ear, referrals, and advice to pastoral family members in crisis. Church Care also continues to spearhead the effort to promote the observance of Clergy Appreciation Month each October. The In House Ministry of Concern provides support for Focus on the Family employees at times of death, illness, and other serious personal issues; the Pastoral Care Online Directory offers a list of care giving ministries, books, tapes, videos, and other resources; and the Pastors Advocate Series of booklets help congregations better understand and care for their pastoral families.

Physicians Resource Council

Over thirty U.S. and Canadian physicians representing diverse medical specialties serve as volunteers on the Focus on the

Family Physicians Resource Council (PRC). The PRC works closely with our Medical Review department staff, and functions in a supportive, advisory capacity by providing our ministry with expert counsel regarding medical and health-related issues that relate to our broadcasts, publications, films, and other media.

Sanctity of Human Life (www.beavoice.net)

Because the Sanctity of Human Life (SOHL) is one of the core commitments of Focus on the Family, the SOHL team promotes awareness of the value of each human life and equips its constituents to nurture and defend the sanctity of human life from conception to natural death. Our primary initiatives are:

Option Ultrasound: (www.heartlink.org/oupdirectors.cfm) Provide grants for ultrasound machines or sonography training to qualified Pregnancy Medical Clinics (PMCs) in high abortion communities, equipping them to offer limited obstetrical ultrasound services under the supervision of a licensed physician. This year we placed 16 additional ultrasound machines in PMCs, for a program total of 617.

Benevolent Resources:

(www.heartlink.org/directors/benevolentresources) Provide \$500 yearly per organization of educational resources for women facing unexpected pregnancies through a benevolent program for pregnancy care organizations around the world.

Adoption & Orphan Care Initiative: (www.icareaboutorphans.org): Collaborate with partners on worldwide adoption and orphan care awareness campaigns, and coordinate efforts with government, church and adoption agency leaders to help find permanent adoptive families for the more than 100,000 legal orphans waiting in foster care in the U.S. Focus also provides additional post-adoption support to families to include training Christian therapists to help adoptive families.

State Family Policy Councils (www.citizenlink.com/state-groups/) Since 1988, business and community leaders from across the nation have formed state-level organizations to invest in the future of America's families. Each Family Policy Council conducts policy analysis, promotes responsible and informed citizenship, facilitates strategic leadership involvement, and influences public opinion. Many of these councils also perform community and statewide work to foster a movement to affirm families. These councils are independent entities with no corporate or financial relationship to each other or to Focus on the Family. However, they have a uniform purpose: serving as a voice for the family and assisting family advocates who aim to recapture the moral and intellectual high ground in the public arena.

The Shepherd's Covenant

Pastors are increasingly facing a crisis of integrity, righteousness and credibility. Many need to regain their focus and to recommit themselves to a lifestyle pleasing to the lord,

their families and congregations. To that end we offer complimentary the Shepherd's Covenant, a simple commitment by spiritual leaders to aspire to a new level of holiness and accountability based on the acronym G.R.A.C.E. (Genuine accountability, Right relationships, a Servant's heart, Constant safeguards, Embracing God intimately). A weekly e-newsletter is included.

Welcome Center / Bookstore /Whit's End

(<http://www.focusonthefamily.com/visitus/A000000482.cfm>)

Approximately 280,000 people visit Focus on the Family's Welcome Center every year, where they can explore our Ground level, which features a 10,000 square foot Bookstore and Gift Shop filled with relevant and compelling resources and wholesome entertainment; the Solid Grounds Coffee Shop; a G. Harvey Gallery with an impressive display of art, created especially for Focus on the Family; various ministry-related displays; and our spacious theater, which is host to a video on the history and mission of Focus on the Family. Our lower level is home to Whit's End Soda Shoppe, a turn-of-the-century soda fountain inspired by the popular radio drama series Adventures in Odyssey (AIO); Kid's Discovery Emporium, featuring the widely popular three-story A-Bend-A-Go slide; video caves; climbing gym; touch-screen coloring books; a B-17 aircraft based on the Last Chance Detectives video drama series; hand puppets and AIO costumes for extemporaneous play-acting on a children's theatrical stage; KYDS Radio Station for personally recording an AIO Radio Drama and leaving with a souvenir CD; a rich in color toddler room with close-to-the-floor climbing props (ie, boat, tunnel, animals); and a hands-on Foley Museum and Narnia Room, complete with a walk-through Wardrobe. Information is available at the Welcome Center regarding our Daily Guided Tours of the Administration Building, including the Gallery where our Radio Broadcasts are recorded.

Youth Outreach (www.clubhousemagazine.com, www.clubhousejr.com, www.jellytelly.com, www.whitsend.org, www.pluggedin.com, www.trueu.org)

The Youth Outreach department seeks to equip parents, youth leaders/ministers, and youth (ages 4-12) with the essential tools that will enable them to help youth understand, navigate, and impact the culture in which they live. We do this by helping parents and others shape the identity, foundations, and perspective with entertaining and Biblically-based content that can involve the whole family.

INTERNATIONAL OUTREACH

The reach of Focus on the Family now extends to over 120 countries. Focus broadcasts can be heard from over 3,050 facilities from Vancouver to Buenos Aires to Finland, from South

Africa to Melbourne to China. The distribution of print, audio, and video resources enhances our international family-strengthening outreach.

Associate Offices

Through Focus on the Family's Partner offices, the international outreach of the ministry continues to expand. These independent entities, founded and staffed by over 200 nationals, are working to bring a message of hope to their country. We now have Focus International Associate offices in 11 countries, which include: Australia, Canada, Costa Rica, Egypt, Indonesia, Ireland, Malaysia, New Zealand, Singapore, South Africa, and Taiwan.

We also have partnered with various like-minded ministry partner organizations in the above countries and regions to further expand our reach by offering our resources. For more information on our global efforts, please visit focusonthefamily.com and look for the globe.

International Resources

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

Radio Outreach

We currently have approximately 3,050 facilities in more than 120 countries with an estimated global audience of 238 million. We are currently broadcasting in 27 languages including Afrikaans, Albanian, Arabic, Armenian, Cantonese, English, Finnish, French, German, Hindi, Indonesian, Japanese, Korean, Mandarin, Mongolian, Norwegian, Polish, Portuguese, Romanian, Russian, Serbo-Croatian, Slovak, Spanish, Tamil, Telugu, Xhosa and Zulu.

Television Outreach

International television is currently placed in 70 countries. There are 13 TV products on the air, and our most prominent products being Adventures in Odyssey, No Apologies, The Truth Project and That the World May Know series. Enfoque a la Familia is managing the TV placements of 7 Spanish language programs in 18 Latin American countries.