



FORM 990 DISCLOSURE
Fiscal Year Ending September 30, 2020



Form **990**
(Rev. January 2020)
Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

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

OMB No. 1545-0047

2019

Open to Public Inspection

- ▶ Do not enter social security numbers on this form as it may be made public.
▶ Go to www.irs.gov/Form990 for instructions and the latest information.

A For the 2019 calendar year, or tax year beginning OCT 1, 2019 and ending SEP 30, 2020

B Check if applicable:

- ☐ Address change
☐ Name change
☐ Initial return
☐ Final return/terminated
☐ Amended return
☐ Application pending

C Name of organization

Focus on the Family

Doing business as

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

8605 Explorer Dr

Room/suite

City or town, state or province, country, and ZIP or foreign postal code

Colorado Springs, CO 80920

F Name and address of principal officer: James D Daly
same as C above

D Employer identification number

95-3188150

E Telephone number

719-531-3400

G Gross receipts \$

102,728,435.

H(a) Is this a group return

for subordinates? ☐ Yes ☒ No

H(b) Are all subordinates included? ☐ Yes ☐ No

If "No," attach a list. (see instructions)

H(c) Group exemption number

I Tax-exempt status: ☒ 501(c)(3) ☐ 501(c)() (insert no.) ☐ 4947(a)(1) or ☐ 527

J Website: www.focusonthefamily.com

K Form of organization: ☒ Corporation ☐ Trust ☐ Association ☐ Other

L Year of formation: 1977

M State of legal domicile: CA

Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: Focus on the Family shares the Gospel of Jesus Christ while promoting biblical family values.		
	2	Check this box <input type="checkbox"/> if the organization discontinued its operations or disposed of more than 25% of its net assets.		
	3	Number of voting members of the governing body (Part VI, line 1a)	3	12
	4	Number of independent voting members of the governing body (Part VI, line 1b)	4	11
	5	Total number of individuals employed in calendar year 2019 (Part V, line 2a)	5	757
	6	Total number of volunteers (estimate if necessary)	6	135
		7a	Total unrelated business revenue from Part VIII, column (C), line 12	7a
7b		Net unrelated business taxable income from Form 990-T, line 39	7b	0.
Revenue	8	Contributions and grants (Part VIII, line 1h)	Prior Year	Current Year
	9	Program service revenue (Part VIII, line 2g)	82,633,920.	84,106,021.
	10	Investment income (Part VIII, column (A), lines 3, 4, and 7d)	4,517,573.	3,994,484.
	11	Other revenue (Part VIII, column (A), lines 5, 6d, 8c, 9c, 10c, and 11e)	-140,385.	125,388.
	12	Total revenue - add lines 8 through 11 (must equal Part VIII, column (A), line 12)	9,681,568.	10,332,640.
Expenses	13	Grants and similar amounts paid (Part IX, column (A), lines 1-3)	96,692,676.	98,558,533.
	14	Benefits paid to or for members (Part IX, column (A), line 4)	3,514,958.	3,649,293.
	15	Salaries, other compensation, employee benefits (Part IX, column (A), lines 5-10)	0.	0.
	16a	Professional fundraising fees (Part IX, column (A), line 11e)	47,890,518.	49,167,610.
	16b	Total fundraising expenses (Part IX, column (D), line 25)	165,198.	84,306.
	17	Other expenses (Part IX, column (A), lines 11a-11d, 11f-24e)	6,387,644.	
	18	Total expenses. Add lines 13-17 (must equal Part IX, column (A), line 25)	44,954,859.	43,012,051.
Net Assets or Fund Balances	19	Revenue less expenses. Subtract line 18 from line 12	96,525,533.	95,913,260.
	20	Total assets (Part X, line 16)	167,143.	2,645,273.
	21	Total liabilities (Part X, line 26)	Beginning of Current Year	End of Year
	22	Net assets or fund balances. Subtract line 21 from line 20	69,689,297.	71,311,427.
		17,544,621.	15,901,324.	
		52,144,676.	55,410,103.	

Part II Signature Block

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

Sign Here	Signature of officer	Date
	Daniel R Mellema, CFO / Treasurer	3/24/2021
Paid Preparer Use Only	Print/Type preparer's name	Preparer's signature
	Red R. Batson, Jr.	3/29/2021
	Firm's name	Firm's EIN
	Capin Crouse LLP	36-3990892
	Firm's address	Phone no.
	2435 Research Parkway, STE 200	719-528-6225
	Colorado Springs, CO 80920	

May the IRS discuss this return with the preparer shown above? (see instructions) ☒ Yes ☐ No

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Part III Statement of Program Service Accomplishments

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

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

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

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

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

4a (Code:) (Expenses \$ 27,759,062. including grants of \$ 324,193.) (Revenue \$ 4,740,963.)
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 \$ 24,319,702. including grants of \$ 1,291,806.) (Revenue \$ 5,088,602.)
Marriage - Build strength and resilience in marriages, as we help couples prepare for marriage, understand God's unique design for their relationships, and overcome daily challenges. We also operate the Focus Marriage Institute (FMI) where we offer the Hope Restored program.

4c (Code:) (Expenses \$ 15,345,533. including grants of \$ 374,223.) (Revenue \$ 1,401,974.)
Evangelism and Discipleship - Evangelize and represent the Gospel, so that those who have not heard the message of salvation are introduced to Jesus Christ and invited to become part of His family, Christians are bolstered in their daily walk, strengthened in their Biblical worldview, and Christ is magnified in the culture.

4d Other program services (Describe on Schedule O.)
(Expenses \$ 14,807,860. including grants of \$ 1,659,071.) (Revenue \$ 45,954.)

4e Total program service expenses 82,232,157.

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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)? <i>If "Yes," complete Schedule A</i>	X	
2 Is the organization required to complete <i>Schedule B, Schedule of Contributors</i> ?		X
3 Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? <i>If "Yes," complete Schedule C, Part I</i>		X
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? <i>If "Yes," complete Schedule C, Part II</i>	X	
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? <i>If "Yes," complete Schedule C, Part III</i>		X
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? <i>If "Yes," complete Schedule D, Part I</i>		X
7 Did the organization receive or hold a conservation easement, including easements to preserve open space, the environment, historic land areas, or historic structures? <i>If "Yes," complete Schedule D, Part II</i>		X
8 Did the organization maintain collections of works of art, historical treasures, or other similar assets? <i>If "Yes," complete Schedule D, Part III</i>	X	
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? <i>If "Yes," complete Schedule D, Part IV</i>		X
10 Did the organization, directly or through a related organization, hold assets in donor-restricted endowments or in quasi endowments? <i>If "Yes," complete Schedule D, Part V</i>	X	
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? <i>If "Yes," complete Schedule D, Part VI</i>	X	
b Did the organization report an amount for investments - other securities in Part X, line 12, that is 5% or more of its total assets reported in Part X, line 16? <i>If "Yes," complete Schedule D, Part VII</i>	X	
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? <i>If "Yes," complete Schedule D, Part VIII</i>		X
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? <i>If "Yes," complete Schedule D, Part IX</i>		X
e Did the organization report an amount for other liabilities in Part X, line 25? <i>If "Yes," complete Schedule D, Part X</i>	X	
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)? <i>If "Yes," complete Schedule D, Part X</i>		X
12a Did the organization obtain separate, independent audited financial statements for the tax year? <i>If "Yes," complete Schedule D, Parts XI and XII</i>		X
b Was the organization included in consolidated, independent audited financial statements for the tax year? <i>If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI and XII is optional</i>	X	
13 Is the organization a school described in section 170(b)(1)(A)(ii)? <i>If "Yes," complete Schedule E</i>		X
14a Did the organization maintain an office, employees, or agents outside of the United States?		X
b Did the organization have aggregate revenues or expenses of more than \$10,000 from grantmaking, fundraising, business, investment, and program service activities outside the United States, or aggregate foreign investments valued at \$100,000 or more? <i>If "Yes," complete Schedule F, Parts I and IV</i>	X	
15 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of grants or other assistance to or for any foreign organization? <i>If "Yes," complete Schedule F, Parts II and IV</i>	X	
16 Did the organization report on Part IX, column (A), line 3, more than \$5,000 of aggregate grants or other assistance to or for foreign individuals? <i>If "Yes," complete Schedule F, Parts III and IV</i>		X
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? <i>If "Yes," complete Schedule G, Part I</i>	X	
18 Did the organization report more than \$15,000 total of fundraising event gross income and contributions on Part VIII, lines 1c and 8a? <i>If "Yes," complete Schedule G, Part II</i>		X
19 Did the organization report more than \$15,000 of gross income from gaming activities on Part VIII, line 9a? <i>If "Yes," complete Schedule G, Part III</i>		X
20a Did the organization operate one or more hospital facilities? <i>If "Yes," complete Schedule H</i>		X
b If "Yes" to line 20a, did the organization attach a copy of its audited financial statements to this return?		
21 Did the organization report more than \$5,000 of grants or other assistance to any domestic organization or domestic government on Part IX, column (A), line 1? <i>If "Yes," complete Schedule I, Parts I and II</i>	X	

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Part IV Checklist of Required Schedules (continued)

	Yes	No
22 Did the organization report more than \$5,000 of grants or other assistance to or for domestic individuals on Part IX, column (A), line 2? <i>If "Yes," complete Schedule I, Parts I and III</i>	22 X	
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 X	
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 25a</i>	24a	X
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), 501(c)(4), and 501(c)(29) 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	X
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	X
26 Did the organization report any amount on Part X, line 5 or 22, for receivables from or payables to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons? <i>If "Yes," complete Schedule L, Part II</i>	26	X
27 Did the organization provide a grant or other assistance to any current or former officer, director, trustee, key employee, creator or founder, substantial contributor or employee thereof, a grant selection committee member, or to a 35% controlled entity (including an employee thereof) or family member of any of these persons? <i>If "Yes," complete Schedule L, Part III</i>	27	X
28 Was the organization a party to a business transaction with one of the following parties (see Schedule L, Part IV instructions, for applicable filing thresholds, conditions, and exceptions):		
a A current or former officer, director, trustee, key employee, creator or founder, or substantial contributor? <i>If "Yes," complete Schedule L, Part IV</i>	28a	X
b A family member of any individual described in line 28a? <i>If "Yes," complete Schedule L, Part IV</i>	28b	X
c A 35% controlled entity of one or more individuals and/or organizations described in lines 28a or 28b? <i>If "Yes," complete Schedule L, Part IV</i>	28c	X
29 Did the organization receive more than \$25,000 in non-cash contributions? <i>If "Yes," complete Schedule M</i>	29 X	
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	X
31 Did the organization liquidate, terminate, or dissolve and cease operations? <i>If "Yes," complete Schedule N, Part I</i>	31	X
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	X
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 X	
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 X	
35a Did the organization have a controlled entity within the meaning of section 512(b)(13)?	35a X	
b If "Yes" to line 35a, did the organization receive any payment from or engage in any transaction with a controlled entity within the meaning of section 512(b)(13)? <i>If "Yes," complete Schedule R, Part V, line 2</i>	35b X	
36 Section 501(c)(3) organizations. Did the organization make any transfers to an exempt non-charitable related organization? <i>If "Yes," complete Schedule R, Part V, line 2</i>	36	X
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	X
38 Did the organization complete Schedule O and provide explanations in Schedule O for Part VI, lines 11b and 19?	38 X	

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

Part V Statements Regarding Other IRS Filings and Tax Compliance

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

	Yes	No
1a Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a 405	
b Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b 0	
c Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?	1c X	

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

		Yes	No
2a Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a 757		
b If at least one is reported on line 2a, did the organization file all required federal employment tax returns?	2b	X	
Note: If the sum of lines 1a and 2a is greater than 250, you may be required to e-file (see instructions)			
3a Did the organization have unrelated business gross income of \$1,000 or more during the year?	3a	X	
b If "Yes," has it filed a Form 990-T for this year? If "No" to line 3b, provide an explanation on Schedule O	3b	X	
4a At any time during the calendar year, did the organization have an interest in, or a signature or other authority over, a financial account in a foreign country (such as a bank account, securities account, or other financial account)?	4a	X	
b If "Yes," enter the name of the foreign country ► Costa Rica See instructions for filing requirements for FinCEN Form 114, Report of Foreign Bank and Financial Accounts (FBAR).			
5a Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?	5a		X
b Did any taxable party notify the organization that it was or is a party to a prohibited tax shelter transaction?	5b		X
c If "Yes" to line 5a or 5b, did the organization file Form 8886-T?	5c		
6a Does the organization have annual gross receipts that are normally greater than \$100,000, and did the organization solicit any contributions that were not tax deductible as charitable contributions?	6a		X
b If "Yes," did the organization include with every solicitation an express statement that such contributions or gifts were not tax deductible?	6b		
7 Organizations that may receive deductible contributions under section 170(c).			
a Did the organization receive a payment in excess of \$75 made partly as a contribution and partly for goods and services provided to the payor?	7a		X
b If "Yes," did the organization notify the donor of the value of the goods or services provided?	7b		
c Did the organization sell, exchange, or otherwise dispose of tangible personal property for which it was required to file Form 8282?	7c		X
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		X
f Did the organization, during the year, pay premiums, directly or indirectly, on a personal benefit contract?	7f		X
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. Did a donor advised fund maintained by the sponsoring organization have excess business holdings at any time during the year?	8		
9 Sponsoring organizations maintaining donor advised funds.			
a Did the sponsoring organization make any taxable distributions under section 4966?	9a		
b Did the sponsoring organization make a distribution to a donor, donor advisor, or related person?	9b		
10 Section 501(c)(7) organizations. Enter:			
a Initiation fees and capital contributions included on Part VIII, line 12	10a		
b Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b		
11 Section 501(c)(12) organizations. Enter:			
a Gross income from members or shareholders	11a		
b Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b		
12a Section 4947(a)(1) non-exempt charitable trusts. Is the organization filing Form 990 in lieu of Form 1041?	12a		
b If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b		
13 Section 501(c)(29) qualified nonprofit health insurance issuers.			
a Is the organization licensed to issue qualified health plans in more than one state?	13a		
Note: See the instructions for additional information the organization must report on Schedule O.			
b Enter the amount of reserves the organization is required to maintain by the states in which the organization is licensed to issue qualified health plans	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		X
b If "Yes," has it filed a Form 720 to report these payments? If "No," provide an explanation on Schedule O	14b		
15 Is the organization subject to the section 4960 tax on payment(s) of more than \$1,000,000 in remuneration or excess parachute payment(s) during the year?	15		X
If "Yes," see instructions and file Form 4720, Schedule N.			
16 Is the organization an educational institution subject to the section 4968 excise tax on net investment income?	16		X
If "Yes," complete Form 4720, Schedule O.			

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

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

☒**Section A. Governing Body and Management**

		Yes	No
1a Enter the number of voting members of the governing body at the end of the tax year	1a 12		
If there are material differences in voting rights among members of the governing body, or if the governing body delegated broad authority to an executive committee or similar committee, explain on Schedule O.			
b Enter the number of voting members included on line 1a, above, who are independent	1b 11		
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		X
3 Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, trustees, or key employees to a management company or other person?	3		X
4 Did the organization make any significant changes to its governing documents since the prior Form 990 was filed?	4		X
5 Did the organization become aware during the year of a significant diversion of the organization's assets?	5		X
6 Did the organization have members or stockholders?	6		X
7a Did the organization have members, stockholders, or other persons who had the power to elect or appoint one or more members of the governing body?	7a		X
b Are any governance decisions of the organization reserved to (or subject to approval by) members, stockholders, or persons other than the governing body?	7b		X
8 Did the organization contemporaneously document the meetings held or written actions undertaken during the year by the following:			
a The governing body?	8a	X	
b Each committee with authority to act on behalf of the governing body?	8b	X	
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 on Schedule O	9		X

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	X
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 X	
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 X	
b Were officers, directors, or trustees, and key employees required to disclose annually interests that could give rise to conflicts?	12b X	
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 X	
13 Did the organization have a written whistleblower policy?	13 X	
14 Did the organization have a written document retention and destruction policy?	14 X	
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 X	
b Other officers or key employees of the organization	15b X	
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	X
b If "Yes," did the organization follow a written policy or procedure requiring the organization to evaluate its participation in joint venture arrangements under applicable federal tax law, and take steps to safeguard the organization's exempt status with respect to such arrangements?	16b	

Section C. Disclosure

17 List the states with which a copy of this Form 990 is required to be filed **None**

18 Section 6104 requires an organization to make its Forms 1023 (1024 or 1024-A, if applicable), 990, and 990-T (Section 501(c)(3)s only) available for public inspection. Indicate how you made these available. Check all that apply.
☒ Own website ☐ Another's website ☒ Upon request ☒ Other (explain on Schedule O)

19 Describe on Schedule O whether (and if so, how) the organization made its governing documents, conflict of interest policy, and financial statements available to the public during the tax year.

20 State the name, address, and telephone number of the person who possesses the organization's books and records **Daniel R Mellema - 719-531-3400**
8605 Explorer Dr, Colorado Springs, CO 80920

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

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

☒

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

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

- List all of the organization's **current** officers, directors, trustees (whether individuals or organizations), regardless of amount of compensation. Enter -0- in columns (D), (E), and (F) if no compensation was paid.
- List all of the organization's **current** key employees, if any. See instructions for definition of "key employee."
- List the organization's five **current** highest compensated employees (other than an officer, director, trustee, or key employee) who received reportable compensation (Box 5 of Form W-2 and/or Box 7 of Form 1099-MISC) of more than \$100,000 from the organization and any related organizations.
- List all of the organization's **former** officers, key employees, and highest compensated employees who received more than \$100,000 of reportable compensation from the organization and any related organizations.
- List all of the organization's **former directors or trustees** that received, in the capacity as a former director or trustee of the organization, more than \$10,000 of reportable compensation from the organization and any related organizations. See instructions for the order in which to list the persons above.

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

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) James D Daly President / CEO	45.00 1.00	X		X				324,459.	0.	35,720.
(2) Ken Windebank Chief Operating Officer	45.00 1.00				X			244,253.	0.	35,787.
(3) Robert Wood Former Chief Information Officer	45.00						X	250,429.	0.	20,757.
(4) Daniel R Mellema Treasurer/CFO	45.00 1.00			X				219,327.	0.	27,194.
(5) Joel Vaughan Chief Staff Officer	45.00				X			189,951.	0.	32,505.
(6) Timothy Sawer Sr Vice President	45.00					X		176,922.	0.	26,178.
(7) Tim Goeglein Vice President	45.00					X		168,016.	0.	31,050.
(8) John Fuller Vice President	45.00					X		158,122.	0.	29,885.
(9) Danny Huerta Vice President	45.00					X		142,368.	0.	29,022.
(10) Greg Smalley Vice President	45.00					X		146,096.	0.	25,192.
(11) Greg King Chairman / Board member	5.00 1.00	X		X				0.	0.	0.
(12) Patricia Esser Vice Chairman	5.00 1.00	X		X				0.	0.	0.
(13) Richard Lytle Board member	5.00	X						0.	0.	0.
(14) Christine Arnzen Board member	5.00	X						0.	0.	0.
(15) Emily Chang Board member	5.00	X						0.	0.	0.
(16) Jim DeWitt Board member	5.00	X						0.	0.	0.
(17) Ruben Mendoza Board member	5.00	X						0.	0.	0.

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

(A) Name and title	(B) Average hours per week (list any hours for related organizations below line)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(18) Al Pittman Board member	5.00	X						0.	0.	0.
(19) Stephen Quinn Board member	5.00	X						0.	0.	0.
(20) Lee Torrence Board member	5.00	X						0.	0.	0.
(21) Dr. Deryck J van Rensburg Board member	5.00	X						0.	0.	0.
(22) Marcus Smith (part year) Board member	5.00	X						0.	0.	0.
(23) Stu Mendelsohn Secretary	5.00 1.00			X				0.	0.	0.
1b Subtotal								2,019,943.	0.	293,290.
c Total from continuation sheets to Part VII, Section A								0.	0.	0.
d Total (add lines 1b and 1c)								2,019,943.	0.	293,290.

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 **44**

- 3** Did the organization list any **former** officer, director, trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual **3** X
- 4** For any individual listed on line 1a, is the sum of reportable compensation and other compensation from the organization and related organizations greater than \$150,000? If "Yes," complete Schedule J for such individual **4** X
- 5** Did any person listed on line 1a receive or accrue compensation from any unrelated organization or individual for services rendered to the organization? If "Yes," complete Schedule J for such person **5** X

Section B. Independent Contractors

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

(A) Name and business address	(B) Description of services	(C) Compensation
Ambassador Advertising Agency 1641 Langley, Irvine, CA 92614	Airtime and advertising	10,346,274.
Japs-Olson Company, 7500 Excelsior Blvd, St Louis Park, MN 55426	Printing services	3,374,817.
Haynes Mechanical Systems Inc 5700 S. Quebec St. Suite 210, Greenwood Vil	Mechanical Contractor	1,578,974.
Royle Printing Co 745 South Bird St, Sun Prairie, WI 53590	Printing services	1,109,436.
Holland & Knight LLP PO Box 864084, Orlando, FL 32886	Legal Services	716,116.
2 Total number of independent contractors (including but not limited to those listed above) who received more than \$100,000 of compensation from the organization 52		

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Part VIII Statement of Revenue

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

				(A)	(B)	(C)	(D)	
				Total revenue	Related or exempt function revenue	Unrelated business revenue	Revenue excluded from tax under sections 512 - 514	
Contributions, Gifts, Grants and Other Similar Amounts	1 a	Federated campaigns	1a 179,270.					
	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 83,926,751.					
	g	Noncash contributions included in lines 1a-1f	1g \$ 2,293,384.					
	h	Total. Add lines 1a-1f						84,106,021.
Program Service Revenue	2 a	Event income	Business Code 900099	3,964,372.	3,964,372.			
	b	Focus Newspaper Column	511110	30,112.	30,112.			
	c							
	d							
	e							
	f	All other program service revenue	512000					
	g	Total. Add lines 2a-2f		3,994,484.				
	Other Revenue	3	Investment income (including dividends, interest, and other similar amounts)		153,264.			153,264.
4		Income from investment of tax-exempt bond proceeds						
5		Royalties		1,733,270.			1,733,270.	
6 a		Gross rents	(i) Real	(ii) Personal				
			1,110,200.	1,200.				
			6b 0.	0.				
c		Rental income or (loss)	6c 1,110,200.	1,200.				
d		Net rental income or (loss)		1,111,400.		1,200.	1,110,200.	
7 a		Gross amount from sales of assets other than inventory	(i) Securities	(ii) Other				
			2,274,184.	10,760.				
			7b 2,268,901.	43,919.				
			7c 5,283.	-33,159.				
d		Net gain or (loss)		-27,876.			-27,876.	
8 a		Gross income from fundraising events (not including \$ _____ of contributions reported on line 1c). See Part IV, line 18	8a					
								8b
	c							Net income or (loss) from fundraising events
9 a	Gross income from gaming activities. See Part IV, line 19	9a						
							9b	
							c	Net income or (loss) from gaming activities
10 a	Gross sales of inventory, less returns and allowances	10a 8,496,973.						
							10b 1,857,082.	
							c	Net income or (loss) from sales of inventory
Miscellaneous Revenue	11 a	Tenant Svc Inc	Business Code 531390	322,596.		322,596.		
	b	Advertising	541800	29,117.		29,117.		
	c	Joint Venture Loss	900099	-165,217.			-165,217.	
	d	All other revenue	900099	661,583.	643,118.	18,465.		
	e	Total. Add lines 11a-11d		848,079.				
12	Total revenue. See instructions		98,558,533.	11,277,493.	371,378.	2,803,641.		

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Part IX Statement of Functional Expenses

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

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

	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.				
1 Grants and other assistance to domestic organizations and domestic governments. See Part IV, line 21	1,614,802.	1,614,802.		
2 Grants and other assistance to domestic individuals. See Part IV, line 22	1,305,639.	1,305,639.		
3 Grants and other assistance to foreign organizations, foreign governments, and foreign individuals. See Part IV, lines 15 and 16	728,852.	728,852.		
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	1,119,635.	930,820.	96,025.	92,790.
6 Compensation not included above to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)				
7 Other salaries and wages	38,461,235.	31,906,776.	3,400,003.	3,154,456.
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	1,264,980.	1,049,412.	111,818.	103,750.
9 Other employee benefits	5,553,792.	4,735,453.	300,842.	517,497.
10 Payroll taxes	2,767,968.	2,379,399.	145,254.	243,315.
11 Fees for services (nonemployees):				
a Management				
b Legal	680,610.	593,652.	86,958.	
c Accounting	58,145.		58,145.	
d Lobbying				
e Professional fundraising services. See Part IV, line 17	84,306.			84,306.
f Investment management fees				
g Other. (If line 11g amount exceeds 10% of line 25, column (A) amount, list line 11g expenses on Sch O.)	5,444,043.	5,008,370.	254,733.	180,940.
12 Advertising and promotion	5,668,898.	5,025,180.	28,570.	615,148.
13 Office expenses	715,729.	534,750.	79,099.	101,880.
14 Information technology	4,259,629.	3,201,411.	882,172.	176,046.
15 Royalties	543,583.	543,583.		
16 Occupancy	3,178,137.	2,790,975.	313,624.	73,538.
17 Travel	1,062,000.	757,583.	16,886.	287,531.
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	304,343.	254,886.	33,370.	16,087.
20 Interest				
21 Payments to affiliates				
22 Depreciation, depletion, and amortization	4,484,882.	3,521,104.	846,976.	116,802.
23 Insurance	490,668.		490,668.	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses on line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a Radio, TV & Film	9,970,226.	9,970,226.		
b Printing & Publications	2,479,338.	2,119,437.		359,901.
c Postage & Shipping	2,475,342.	2,217,058.	23,934.	234,350.
d Misc Project Expense	923,002.	888,310.	13,513.	21,179.
e All other expenses	273,476.	154,479.	110,869.	8,128.
25 Total functional expenses. Add lines 1 through 24e	95,913,260.	82,232,157.	7,293,459.	6,387,644.
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 <input checked="" type="checkbox"/> if following SOP 98-2 (ASC 958-720)	10,901,477.	9,441,539.	0.	1,459,938.

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Part X Balance Sheet

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

		(A) Beginning of year		(B) End of year
Assets	1 Cash - non-interest-bearing	3,175.	1	3,561.
	2 Savings and temporary cash investments	14,590,858.	2	17,133,740.
	3 Pledges and grants receivable, net	157,223.	3	101,367.
	4 Accounts receivable, net	724,841.	4	873,998.
	5 Loans and other receivables from any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		5	
	6 Loans and other receivables from other disqualified persons (as defined under section 4958(f)(1)), and persons described in section 4958(c)(3)(B)		6	
	7 Notes and loans receivable, net	1,941,236.	7	2,223,327.
	8 Inventories for sale or use	1,150,406.	8	1,096,316.
	9 Prepaid expenses and deferred charges	3,235,687.	9	4,992,218.
	10a Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D	10a 113,135,319.		
	b Less: accumulated depreciation	10b 81,547,012.		
		32,810,608.	10c	31,588,307.
	11 Investments - publicly traded securities	3,957,914.	11	2,459,397.
	12 Investments - other securities. See Part IV, line 11	9,214,134.	12	9,756,794.
	13 Investments - program-related. See Part IV, line 11	82,109.	13	77,125.
	14 Intangible assets		14	
15 Other assets. See Part IV, line 11	1,821,106.	15	1,005,277.	
16 Total assets. Add lines 1 through 15 (must equal line 33)	69,689,297.	16	71,311,427.	
Liabilities	17 Accounts payable and accrued expenses	10,107,322.	17	8,349,543.
	18 Grants payable		18	
	19 Deferred revenue	4,924,909.	19	5,128,806.
	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 any current or former officer, director, trustee, key employee, creator or founder, substantial contributor, or 35% controlled entity or family member of any of these persons		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	2,512,390.	25	2,422,975.
	26 Total liabilities. Add lines 17 through 25	17,544,621.	26	15,901,324.
Net Assets or Fund Balances	Organizations that follow FASB ASC 958, check here <input checked="" type="checkbox"/> and complete lines 27, 28, 32, and 33.			
	27 Net assets without donor restrictions	37,777,000.	27	42,007,583.
	28 Net assets with donor restrictions	14,367,676.	28	13,402,520.
	Organizations that do not follow FASB ASC 958, check here <input type="checkbox"/> and complete lines 29 through 33.			
	29 Capital stock or trust principal, or current funds		29	
	30 Paid-in or capital surplus, or land, building, or equipment fund		30	
	31 Retained earnings, endowment, accumulated income, or other funds		31	
	32 Total net assets or fund balances	52,144,676.	32	55,410,103.
	33 Total liabilities and net assets/fund balances	69,689,297.	33	71,311,427.

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Part XI Reconciliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	98,558,533.
2	Total expenses (must equal Part IX, column (A), line 25)	2	95,913,260.
3	Revenue less expenses. Subtract line 2 from line 1	3	2,645,273.
4	Net assets or fund balances at beginning of year (must equal Part X, line 32, column (A))	4	52,144,676.
5	Net unrealized gains (losses) on investments	5	81,185.
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 on Schedule O)	9	538,969.
10	Net assets or fund balances at end of year. Combine lines 3 through 9 (must equal Part X, line 32, column (B))	10	55,410,103.

Part XII Financial Statements and Reporting

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

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

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SCHEDULE A
(Form 990 or 990-EZ)

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

OMB No. 1545-0047

2019

Open to Public
Inspection

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

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

The organization is not a private foundation because it is: (For lines 1 through 12, check only one box.)

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

2 ☐ A school described in **section 170(b)(1)(A)(ii).** (Attach Schedule E (Form 990 or 990-EZ).)

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

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

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

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

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

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

9 ☐ An agricultural research organization described in **section 170(b)(1)(A)(ix)** operated in conjunction with a land-grant college or university or a non-land-grant college of agriculture (see instructions). Enter the name, city, and state of the college or university: _____

10 ☐ 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.)

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

12 ☐ 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 in lines 12a through 12d that describes the type of supporting organization and complete lines 12e, 12f, and 12g.

a ☐ **Type I.** A supporting organization operated, supervised, or controlled by its supported organization(s), typically by giving the supported organization(s) the power to regularly appoint or elect a majority of the directors or trustees of the supporting organization. **You must complete Part IV, Sections A and B.**

b ☐ **Type II.** A supporting organization supervised or controlled in connection with its supported organization(s), by having control or management of the supporting organization vested in the same persons that control or manage the supported organization(s). **You must complete Part IV, Sections A and C.**

c ☐ **Type III functionally integrated.** A supporting organization operated in connection with, and functionally integrated with, its supported organization(s) (see instructions). **You must complete Part IV, Sections A, D, and E.**

d ☐ **Type III non-functionally integrated.** A supporting organization operated in connection with its supported organization(s) that is not functionally integrated. The organization generally must satisfy a distribution requirement and an attentiveness requirement (see instructions). **You must complete Part IV, Sections A and D, and Part V.**

e ☐ Check this box if the organization received a written determination from the IRS that it is a Type I, Type II, Type III functionally integrated, or Type III non-functionally integrated supporting organization.

f Enter the number of supported organizations _____

g Provide the following information about the supported organization(s).

(i) Name of supported organization	(ii) EIN	(iii) Type of organization (described on lines 1-10 above (see instructions))	(iv) Is the organization listed in your governing document?		(v) Amount of monetary support (see instructions)	(vi) Amount of other support (see instructions)
			Yes	No		
Total						

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Schedule A (Form 990 or 990-EZ) 2019 Focus on the Family

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

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

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	79,608,015.	75,156,766.	75,738,768.	82,633,920.	84,106,021.	397,243,490.
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	79,608,015.	75,156,766.	75,738,768.	82,633,920.	84,106,021.	397,243,490.
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.						397,243,490.

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
7 Amounts from line 4	79,608,015.	75,156,766.	75,738,768.	82,633,920.	84,106,021.	397,243,490.
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources	2,946,448.	3,216,125.	3,454,674.	3,278,707.	2,996,734.	15,892,688.
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 VI.)	84,924.	582,418.	789,881.	-331,127.	477,901.	1,603,997.
11 Total support. Add lines 7 through 10						414,740,175.
12 Gross receipts from related activities, etc. (see instructions)					12	61,893,095.
13 First five years. If the Form 990 is for the organization's first, second, third, fourth, or fifth tax year as a section 501(c)(3) organization, check this box and stop here						<input type="checkbox"/>

Section C. Computation of Public Support Percentage

14 Public support percentage for 2019 (line 6, column (f) divided by line 11, column (f))	14	95.78 %
15 Public support percentage from 2018 Schedule A, Part II, line 14	15	95.75 %
16a 33 1/3% support test - 2019. 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		<input checked="" type="checkbox"/>
b 33 1/3% support test - 2018. 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		<input type="checkbox"/>
17a 10% -facts-and-circumstances test - 2019. 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 VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
b 10% -facts-and-circumstances test - 2018. 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 VI how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization		<input type="checkbox"/>
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		<input type="checkbox"/>

Schedule A (Form 990 or 990-EZ) 2019

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Schedule A (Form 990 or 990-EZ) 2019 Focus on the Family

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

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

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose						
3 Gross receipts from activities that are not an unrelated trade or business under section 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 Total. Add lines 1 through 5						
7a Amounts included on lines 1, 2, and 3 received from disqualified persons						
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						
8 Public support. (Subtract line 7c from line 6.)						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2015	(b) 2016	(c) 2017	(d) 2018	(e) 2019	(f) Total
9 Amounts from line 6						
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties, and income from similar sources						
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b						
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on						
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part VI.)						
13 Total support. (Add lines 9, 10c, 11, and 12.)						

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

Section C. Computation of Public Support Percentage

15 Public support percentage for 2019 (line 8, column (f), divided by line 13, column (f))	15	%
16 Public support percentage from 2018 Schedule A, Part III, line 15	16	%

Section D. Computation of Investment Income Percentage

17 Investment income percentage for 2019 (line 10c, column (f), divided by line 13, column (f))	17	%
18 Investment income percentage from 2018 Schedule A, Part III, line 17	18	%

19a 33 1/3% support tests - 2019. 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 - 2018. If the organization did not check a box on line 14 or line 19a, and line 16 is more than 33 1/3%, and line 18 is not more than 33 1/3%, check this box and **stop here**. The organization qualifies as a publicly supported organization ▶ ☐

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

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Part IV Supporting Organizations

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

Section A. All Supporting Organizations

	Yes	No
1 Are all of the organization's supported organizations listed by name in the organization's governing documents? If "No," describe in Part VI how the supported organizations are designated. If designated by class or purpose, describe the designation. If historic and continuing relationship, explain.		
2 Did the organization have any supported organization that does not have an IRS determination of status under section 509(a)(1) or (2)? If "Yes," explain in Part VI how the organization determined that the supported organization was described in section 509(a)(1) or (2).		
3a Did the organization have a supported organization described in section 501(c)(4), (5), or (6)? If "Yes," answer (b) and (c) below.		
b Did the organization confirm that each supported organization qualified under section 501(c)(4), (5), or (6) and satisfied the public support tests under section 509(a)(2)? If "Yes," describe in Part VI when and how the organization made the determination.		
c Did the organization ensure that all support to such organizations was used exclusively for section 170(c)(2)(B) purposes? If "Yes," explain in Part VI what controls the organization put in place to ensure such use.		
4a Was any supported organization not organized in the United States ("foreign supported organization")? If "Yes," and if you checked 12a or 12b in Part I, answer (b) and (c) below.		
b Did the organization have ultimate control and discretion in deciding whether to make grants to the foreign supported organization? If "Yes," describe in Part VI how the organization had such control and discretion despite being controlled or supervised by or in connection with its supported organizations.		
c Did the organization support any foreign supported organization that does not have an IRS determination under sections 501(c)(3) and 509(a)(1) or (2)? If "Yes," explain in Part VI what controls the organization used to ensure that all support to the foreign supported organization was used exclusively for section 170(c)(2)(B) purposes.		
5a Did the organization add, substitute, or remove any supported organizations during the tax year? If "Yes," answer (b) and (c) below (if applicable). Also, provide detail in Part VI , including (i) the names and EIN numbers of the supported organizations added, substituted, or removed; (ii) the reasons for each such action; (iii) the authority under the organization's organizing document authorizing such action; and (iv) how the action was accomplished (such as by amendment to the organizing document).		
b Type I or Type II only. Was any added or substituted supported organization part of a class already designated in the organization's organizing document?		
c Substitutions only. Was the substitution the result of an event beyond the organization's control?		
6 Did the organization provide support (whether in the form of grants or the provision of services or facilities) to anyone other than (i) its supported organizations, (ii) individuals that are part of the charitable class benefited by one or more of its supported organizations, or (iii) other supporting organizations that also support or benefit one or more of the filing organization's supported organizations? If "Yes," provide detail in Part VI .		
7 Did the organization provide a grant, loan, compensation, or other similar payment to a substantial contributor (as defined in section 4958(c)(3)(C)), a family member of a substantial contributor, or a 35% controlled entity with regard to a substantial contributor? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).		
8 Did the organization make a loan to a disqualified person (as defined in section 4958) not described in line 7? If "Yes," complete Part I of Schedule L (Form 990 or 990-EZ).		
9a Was the organization controlled directly or indirectly at any time during the tax year by one or more disqualified persons as defined in section 4946 (other than foundation managers and organizations described in section 509(a)(1) or (2))? If "Yes," provide detail in Part VI .		
b Did one or more disqualified persons (as defined in line 9a) hold a controlling interest in any entity in which the supporting organization had an interest? If "Yes," provide detail in Part VI .		
c Did a disqualified person (as defined in line 9a) have an ownership interest in, or derive any personal benefit from, assets in which the supporting organization also had an interest? If "Yes," provide detail in Part VI .		
10a Was the organization subject to the excess business holdings rules of section 4943 because of section 4943(f) (regarding certain Type II supporting organizations, and all Type III non-functionally integrated supporting organizations)? If "Yes," answer 10b below.		
b Did the organization have any excess business holdings in the tax year? (Use Schedule C, Form 4720, to determine whether the organization had excess business holdings.)		

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Part IV Supporting Organizations *(continued)*

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

Section B. Type I Supporting Organizations

	Yes	No
1 Did the directors, trustees, or membership of one or more supported organizations have the power to regularly appoint or elect at least a majority of the organization's directors or trustees at all times during the tax year? If "No," describe in Part VI how the supported organization(s) effectively operated, supervised, or controlled the organization's activities. If the organization had more than one supported organization, describe how the powers to appoint and/or remove directors or trustees were allocated among the supported organizations and what conditions or restrictions, if any, applied to such powers during the tax year.		
1		
2 Did the organization operate for the benefit of any supported organization other than the supported organization(s) that operated, supervised, or controlled the supporting organization? If "Yes," explain in Part VI how providing such benefit carried out the purposes of the supported organization(s) that operated, supervised, or controlled the supporting organization.		
2		

Section C. Type II Supporting Organizations

	Yes	No
1 Were a majority of the organization's directors or trustees during the tax year also a majority of the directors or trustees of each of the organization's supported organization(s)? If "No," describe in Part VI how control or management of the supporting organization was vested in the same persons that controlled or managed the supported organization(s).		
1		

Section D. All Type III Supporting Organizations

	Yes	No
1 Did the organization provide to each of its supported organizations, by the last day of the fifth month of the organization's tax year, (i) a written notice describing the type and amount of support provided during the prior tax year, (ii) a copy of the Form 990 that was most recently filed as of the date of notification, and (iii) copies of the organization's governing documents in effect on the date of notification, to the extent not previously provided?		
1		
2 Were any of the organization's officers, directors, or trustees either (i) appointed or elected by the supported organization(s) or (ii) serving on the governing body of a supported organization? If "No," explain in Part VI how the organization maintained a close and continuous working relationship with the supported organization(s).		
2		
3 By reason of the relationship described in (2), did the organization's supported organizations have a significant voice in the organization's investment policies and in directing the use of the organization's income or assets at all times during the tax year? If "Yes," describe in Part VI the role the organization's supported organizations played in this regard.		
3		

Section E. Type III Functionally Integrated Supporting Organizations

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

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

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

Section A - Adjusted Net Income		(A) Prior Year	(B) Current Year (optional)
1	Net short-term capital gain	1	
2	Recoveries of prior-year distributions	2	
3	Other gross income (see instructions)	3	
4	Add lines 1 through 3.	4	
5	Depreciation and depletion	5	
6	Portion of operating expenses paid or incurred for production or collection of gross income or for management, conservation, or maintenance of property held for production of income (see instructions)	6	
7	Other expenses (see instructions)	7	
8	Adjusted Net Income (subtract lines 5, 6, and 7 from line 4)	8	

Section B - Minimum Asset Amount		(A) Prior Year	(B) Current Year (optional)
1	Aggregate fair market value of all non-exempt-use assets (see instructions for short tax year or assets held for part of year):		
a	Average monthly value of securities	1a	
b	Average monthly cash balances	1b	
c	Fair market value of other non-exempt-use assets	1c	
d	Total (add lines 1a, 1b, and 1c)	1d	
e	Discount claimed for blockage or other factors (explain in detail in Part VI):		
2	Acquisition indebtedness applicable to non-exempt-use assets	2	
3	Subtract line 2 from line 1d.	3	
4	Cash deemed held for exempt use. Enter 1-1/2% of line 3 (for greater amount, see instructions).	4	
5	Net value of non-exempt-use assets (subtract line 4 from line 3)	5	
6	Multiply line 5 by .035.	6	
7	Recoveries of prior-year distributions	7	
8	Minimum Asset Amount (add line 7 to line 6)	8	

Section C - Distributable Amount			Current Year
1	Adjusted net income for prior year (from Section A, line 8, Column A)	1	
2	Enter 85% of line 1.	2	
3	Minimum asset amount for prior year (from Section B, line 8, Column A)	3	
4	Enter greater of line 2 or line 3.	4	
5	Income tax imposed in prior year	5	
6	Distributable Amount. Subtract line 5 from line 4, unless subject to emergency temporary reduction (see instructions).	6	
7	<input type="checkbox"/> Check here if the current year is the organization's first as a non-functionally integrated Type III supporting organization (see instructions).		

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

Section D - Distributions	Current Year
1 Amounts paid to supported organizations to accomplish exempt purposes	
2 Amounts paid to perform activity that directly furthers exempt purposes of supported organizations, in excess of income from activity	
3 Administrative expenses paid to accomplish exempt purposes of supported organizations	
4 Amounts paid to acquire exempt-use assets	
5 Qualified set-aside amounts (prior IRS approval required)	
6 Other distributions (describe in Part VI). See instructions.	
7 Total annual distributions. Add lines 1 through 6.	
8 Distributions to attentive supported organizations to which the organization is responsive (provide details in Part VI). See instructions.	
9 Distributable amount for 2019 from Section C, line 6	
10 Line 8 amount divided by line 9 amount	

Section E - Distribution Allocations (see instructions)	(i) Excess Distributions	(ii) Underdistributions Pre-2019	(iii) Distributable Amount for 2019
1 Distributable amount for 2019 from Section C, line 6			
2 Underdistributions, if any, for years prior to 2019 (reasonable cause required- explain in Part VI). See instructions.			
3 Excess distributions carryover, if any, to 2019			
a From 2014			
b From 2015			
c From 2016			
d From 2017			
e From 2018			
f Total of lines 3a through e			
g Applied to underdistributions of prior years			
h Applied to 2019 distributable amount			
i Carryover from 2014 not applied (see instructions)			
j Remainder. Subtract lines 3g, 3h, and 3i from 3f.			
4 Distributions for 2019 from Section D, line 7: \$			
a Applied to underdistributions of prior years			
b Applied to 2019 distributable amount			
c Remainder. Subtract lines 4a and 4b from 4.			
5 Remaining underdistributions for years prior to 2019, if any. Subtract lines 3g and 4a from line 2. For result greater than zero, explain in Part VI. See instructions.			
6 Remaining underdistributions for 2019. Subtract lines 3h and 4b from line 1. For result greater than zero, explain in Part VI. See instructions.			
7 Excess distributions carryover to 2020. Add lines 3j and 4c.			
8 Breakdown of line 7:			
a Excess from 2015			
b Excess from 2016			
c Excess from 2017			
d Excess from 2018			
e Excess from 2019			

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Part VI

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

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

Miscellaneous

2015 Amount: \$ 84,924.

2016 Amount: \$ 582,418.

2017 Amount: \$ 789,881.

2018 Amount: \$ -331,127.

2019 Amount: \$ 477,901.

Part I - Explanation of church status

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

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

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SCHEDULE C
(Form 990 or 990-EZ)

Political Campaign and Lobbying Activities

OMB No. 1545-0047

2019

Open to Public
Inspection

Department of the Treasury
Internal Revenue Service

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

4-Year Averaging Period Under Section 501(h)

(Some organizations that made a section 501(h) election do not have to complete all of the five columns below.

See the separate instructions for lines 2a through 2f.)

Lobbying Expenditures During 4-Year Averaging Period					
Calendar year (or fiscal year beginning in)	(a) 2016	(b) 2017	(c) 2018	(d) 2019	(e) Total
2a Lobbying nontaxable amount					
b Lobbying ceiling amount (150% of line 2a, column(e))					
c Total lobbying expenditures				0.	
d Grassroots nontaxable amount				0.	
e Grassroots ceiling amount (150% of line 2d, column (e))					
f Grassroots lobbying expenditures				0.	

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

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

	(a)		(b)
	Yes	No	Amount
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?		X	
b Paid staff or management (include compensation in expenses reported on lines 1c through 1i)?	X		
c Media advertisements?		X	
d Mailings to members, legislators, or the public?	X		202.
e Publications, or published or broadcast statements?	X		340.
f Grants to other organizations for lobbying purposes?		X	
g Direct contact with legislators, their staffs, government officials, or a legislative body?		X	
h Rallies, demonstrations, seminars, conventions, speeches, lectures, or any similar means?		X	
i Other activities?		X	
j Total. Add lines 1c through 1i			542.
2a Did the activities in line 1 cause the organization to be not described in section 501(c)(3)?		X	
b If "Yes," enter the amount of any tax incurred under section 4912			
c 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 campaign activity expenditures from the prior year?	3	

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

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

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

Part II-A, Line 1 Activities

Focus on the Family took part in activities to oppose Arkansas HB 1536

legalizing assisted suicides and Arkansas HB 1020 hate crimes legislation.

Focus on the Family took part in activities to support Colorado petition

to ban abortions after 22 weeks, South Dakota HB 1057 Vulnerable Child

Act, and H.R.4712 Born-Alive Abortion Survivors Protection Act.

Schedule C (Form 990 or 990-EZ) 2019

NOT REQUIRED TO FILE WITH IRS

SCHEDULE D
(Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

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

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

OMB No. 1545-0047

2019
Open to Public
Inspection

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

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

Table with 3 columns: Line number, (a) Donor advised funds, (b) Funds and other accounts. Includes questions 1-6 regarding donor advised funds.

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

Questions 1-9 regarding conservation easements, including a table for lines 2a-2d (Held at the End of the Tax Year).

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

Questions 1a-1b and 2 regarding collections of art, historical treasures, or other similar assets, including amounts for revenue and assets.

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Schedule D (Form 990) 2019

Focus on the Family

95-3188150

Page **2****Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets** (continued)

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

a ☒ Public exhibition

d ☐ Loan or exchange program

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" on Form 990, Part IV, line 9, or reported an amount on Form 990, Part X, line 21.

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

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

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

2a Did the organization include an amount on Form 990, Part X, line 21, for escrow or custodial account liability? ☐ Yes ☐ No

b If "Yes," explain the arrangement in Part XIII. Check here if the explanation has been provided on Part XIII ☐

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

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	348,973.	185,500.	175,773.	164,575.	152,367.
b Contributions		150,000.			
c Net investment earnings, gains, and losses	18,847.	13,473.	9,727.	11,198.	12,208.
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance	367,820.	348,973.	185,500.	175,773.	164,575.

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

a Board designated or quasi-endowment ☐ _____ %

b Permanent endowment ☐ 100.00 %

c Term endowment ☐ _____ %

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

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

(i) Unrelated organizations ☐

(ii) Related organizations ☐

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

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

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

Part VI Land, Buildings, and Equipment.

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

Description of property	(a) Cost or other basis (investment)	(b) Cost or other basis (other)	(c) Accumulated depreciation	(d) Book value
1a Land	1,528,562.	5,785,405.		7,313,967.
b Buildings		64,081,011.	44,672,047.	19,408,964.
c Leasehold improvements				
d Equipment		35,460,987.	31,031,487.	4,429,500.
e Other		6,279,354.	5,843,478.	435,876.
Total. Add lines 1a through 1e. (Column (d) must equal Form 990, Part X, column (B), line 10c.)				31,588,307.

Schedule D (Form 990) 2019

NOT REQUIRED TO FILE WITH IRS

Schedule D (Form 990) 2019

Focus on the Family

95-3188150

Page **3****Part VII Investments - Other Securities.**

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

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely held equity interests		
(3) Other		
(A) Gift Annuities - CA	489,984.	Cost
(B) Gift Annuities - Natl	8,081,334.	Cost
(C) Other Investments	1,185,476.	Cost
(D)		
(E)		
(F)		
(G)		
(H)		
Total. (Col. (b) must equal Form 990, Part X, col. (B) line 12.) ▶	9,756,794.	

Part VIII Investments - Program Related.

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

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

Part IX Other Assets.

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

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

Part X Other Liabilities.

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

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) Deferred Annuities	2,422,975.
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	2,422,975.

2. Liability for uncertain tax positions. In Part XIII, provide the text of the footnote to the organization's financial statements that reports the organization's liability for uncertain tax positions under FASB ASC 740. Check here if the text of the footnote has been provided in Part XIII... ☐

Schedule D (Form 990) 2019

NOT REQUIRED TO FILE WITH IRS

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

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

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 (losses) 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.

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

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.

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

Part III, line 4:

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

Part V, line 4:

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

The end of the year balance indicated on Schedule D, Part V, Line 1g, consists of a permanent endowment of \$241,000 (also classified as

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Part XIII Supplemental Information (continued)

Permanently Restricted Net Assets on Form 990, Part X, Line 29) and
accumulated undesignated endowment earnings of \$126,820.

Form 990, Schedule D, Part V, Lines 2a-2c:
In accordance with the principles of FASB ASU 2016-14 (ASC 958), the
organization has implemented required changes to its audited financial
statements for the period ended 9/30/2020. To date, IRS Form 990, Schedule
D has not been updated to reflect changes made by ASU 2016-14. Thus, we
have reported the revised net asset categories from the audited financial
statements as follows on Form 990, Schedule D, Part V, Lines 2a-2c:

Line 2a - Without donor restrictions

Line 2b - With donor restrictions

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SCHEDULE F (Form 990)

Department of the Treasury
Internal Revenue Service

Statement of Activities Outside the United States

► Complete if the organization answered "Yes" on Form 990, Part IV, line 14b, 15, or 16.

► Attach to Form 990.

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

OMB No. 1545-0047

2019

Open to Public
Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

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

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

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

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

(a) Region	(b) Number of offices in the region	(c) Number of employees, agents, and independent contractors in the region	(d) Activities conducted in the region (by type) (such as, fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in the region	(f) Total expenditures for and investments in the region
Central America and the Caribbean	0	0	Grants to recipients located in the region		365,685.
East Asia and the Pacific	0	0	Grants to recipients located in the region		184,808.
Middle East and North Africa	0	0	Grants to recipients located in the region		173,272.
Sub-Saharan Africa	0	0	Grants to recipients located in the region		5,087.
3 a Subtotal	0	0			728,852.
b Total from continuation sheets to Part I	0	0			0.
c Totals (add lines 3a and 3b)	0	0			728,852.

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

Schedule F (Form 990) 2019

NOT REQUIRED TO FILE WITH IRS

Schedule F (Form 990) 2019

Focus on the Family

95-3188150

Page **2**

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 15, for any recipient who received more than \$5,000. Part II can be duplicated if additional space is needed.

1 (a) Name of organization	(b) IRS code section and EIN (if applicable)	(c) Region	(d) Purpose of grant	(e) Amount of cash grant	(f) Manner of cash disbursement	(g) Amount of noncash assistance	(h) Description of noncash assistance	(i) Method of valuation (book, FMV, appraisal, other)
		Central America and the Caribbean	Radio broadcasting, values education, parenting help and evangelism	365,685.	Wire Transfer	0.		
		East Asia and the Pacific	Strengthening marriages, values education, and family ministry	117,529.	Wire Transfer	2,659.	Books and materials	FMV
		Middle East and North Africa	Worldview training, values education, and strengthening marriages	164,559.	Wire Transfer	8,713.	Books and materials	FMV
		East Asia and the Pacific	Values education and parenting help	60,120.	Wire Transfer	0.		
		Sub-Saharan Africa	Family ministry and orphan care work	4,416.	Wire Transfer	671.	Books and materials	FMV

- 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 **5**
- 3** Enter total number of other organizations or entities **0**

Schedule F (Form 990) 2019

NOT REQUIRED TO FILE WITH IRS

Part III **Grants and Other Assistance to Individuals Outside the United States.** Complete if the organization answered "Yes" on Form 990, Part IV, line 16.

Part III can be duplicated if additional space is needed.

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

NOT REQUIRED TO FILE WITH IRS

Schedule F (Form 990) 2019 Focus on the Family

95-3188150

Page 4

Part IV Foreign Forms

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

Schedule F (Form 990) 2019

NOT REQUIRED TO FILE WITH IRS

Part V

Supplemental Information

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

Part I, Line 2:

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

Part I, line 3:

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

NOT REQUIRED TO FILE WITH IRS

SCHEDULE G
(Form 990 or 990-EZ)

Supplemental Information Regarding Fundraising or Gaming Activities

OMB No. 1545-0047

Complete if the organization answered "Yes" on Form 990, Part IV, line 17, 18, or 19, or if the organization entered more than \$15,000 on Form 990-EZ, line 6a.

2019

Open to Public Inspection

Department of the Treasury
Internal Revenue Service

Attach to Form 990 or Form 990-EZ.

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

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

Part I Fundraising Activities. Complete if the organization answered "Yes" on Form 990, Part IV, line 17. Form 990-EZ filers are not required to complete this part.

- 1 Indicate whether the organization raised funds through any of the following activities. Check all that apply.
a [X] Mail solicitations
b [X] Internet and email solicitations
c [X] Phone solicitations
d [X] In-person solicitations
e [X] Solicitation of non-government grants
f [] Solicitation of government grants
g [X] Special fundraising events
2 a Did the organization have a written or oral agreement with any individual... [X] Yes [] No
b If "Yes," list the 10 highest paid individuals or entities (fundraisers) pursuant to agreements...

Table with 6 columns: (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. Includes entries for InfoCision, Inc and MDS Communications Corpo.

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

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

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

		(a) Event #1	(b) Event #2	(c) Other events	(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. Subtract line 10 from line 3, column (d)				

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

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

9 Enter the state(s) in which the organization conducts gaming activities: _____

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

b If "No," explain: _____

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

b If "Yes," explain: _____

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

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

13 Indicate the percentage of gaming activity conducted in:

a The organization's facility	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:

Name ▶ _____

Address ▶ _____

16 Gaming manager information:

Name ▶ _____

Gaming manager compensation ▶ \$ _____

Description of services provided ▶ _____

☐ Director/officer ☐ Employee ☐ Independent contractor

17 Mandatory distributions:

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

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

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

Schedule G, Part I, Line 2b, List of Ten Highest Paid Fundraisers:

(i) Name of Fundraiser: InfoCision, Inc

(i) Address of Fundraiser: 325 Springside Dr, Akron, OH 44333

(i) Name of Fundraiser: MDS Communications Corpo

(i) Address of Fundraiser: 545 W. Juanita, Mesa, AZ 85210

Schedule G (Form 990 or 990-EZ)

Focus on the Family

95-3188150

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Part IV	Supplemental Information <i>(continued)</i>
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Focus on the Family has a contract with InfoCision, Inc. to provide

planning and management consulting including conducting telemarketing

fundraising campaigns.

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SCHEDULE I
(Form 990)

Department of the Treasury
Internal Revenue Service

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

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

OMB No. 1545-0047

2019

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

1 (a) Name and address of organization or government	(b) EIN	(c) IRC section (if applicable)	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of noncash assistance	(h) Purpose of grant or assistance
Shaohannah's Hope dba Show Hope 230 Franklin Rd, Ste 11JJ Franklin, TN 37064	32-0011220	501(c)(3)	73,500.	0.			Benevolence, Event Sponsorship and Training
Waterleaf Women's Center 3598 E New York St Aurora, IL 60504	27-0309870	501(c)(3)	25,000.	93,277.	Purchase Price	Two Ultrasound Machines	Provide Medical Equipment, Training and Operating Ass't
Assure Pregnancy Clinic 17057 Foothill Blvd, Ste 204 Fontana, CA 92335	33-0482936	501(c)(3)	21,800.	41,628.	Purchase Price	Two Ultrasound Machines	Provide Medical Equipment, Training and Salary
Corona Life Services 623 N Main St, Ste D11 Corona, CA 92880	33-0899908	501(c)(3)	1,000.	31,794.	Purchase Price	Ultrasound Machine	Provide Medical Equipment and Training
Aid for Women 8 S Michigan Ave, Ste 1418 Chicago, IL 60603	36-2988483	501(c)(3)	22,395.	0.			Provide Training
Riverside Women's Center 628 E Columbus St, Ste 208 Ottawa, IL 61350	36-3397306	501(c)(3)	20,500.	0.			Provide Training and Operating Ass't

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table 33.

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

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

Schedule I (Form 990) (2019)

NOT REQUIRED TO FILE WITH IRS

Schedule I (Form 990) Focus on the Family

95-3188150

Page 1

Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Corbella Clinic 101 E State St South Elgin, IL 60177	36-3554765	501(c)(3)	26,000.	0.			Provide Training and Operating Ass't
Southside Pregnancy Center 3759 W 95th St. Evergreen Park, IL 60805	36-3367445	501(c)(3)	27,500.	0.			Provide Training and Operating Ass't
The Life Center dba Life Choices 825 Dundee Ave. Elgin, IL 60120	36-3693224	501(c)(3)	3,638.	48,200.	Purchase Price	Two Ultrasound Machines	Provide Medical Equipment and Training
1st Way Life Center 3714 Fairview Ave Johnsburg, IL 60051	36-3988414	501(c)(3)	24,685.	0.			Provide Training and Operating Ass't
Living Alternatives PRC 205 Wilbur Ave Champaign, IL 61822	37-1182626	501(c)(3)	65,000.	56,500.	Purchase Price	Ultrasound Machine	Provide Medical Equipment, Training and Operating Ass't
Help Ministries, Inc 200 W Williams St Danville, IL 61832	37-1296954	501(c)(3)	24,295.	0.			Provide Training and Operating Ass't
InnerVisions Health Care 1355 50th St #400 West Des Moines, IA 50266	45-3790483	501(c)(3)	6,900.	23,262.	Purchase Price	Ultrasound Machine	Provide Medical Equipment and training
New Life Family Services 2900 University Ave SE Minneapolis, MN 55414	51-0153937	501(c)(3)	1,000.	101,748.	Purchase Price	Four Ultrasound Machines	Provide Medical Equipment and training
Hope Women's Center 2740 Virginia Pkwy, #200 McKinney, TX 75071	56-2530679	501(c)(3)	0.	21,014.	Purchase Price	Ultrasound Machine	Provide Medical Equipment

Schedule I (Form 990)

NOT REQUIRED TO FILE WITH IRS

Schedule I (Form 990) Focus on the Family

95-3188150

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Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Gateway Women's Care 1306 Hillsborough St Raleigh, NC 27605	58-1584775	501(c)(3)	3,500.	14,348.	Purchase Price	3D Probes	Provide Medical Equipment and training
Hope Pregnancy Ministries - North 10327 N May Ave Oklahoma City, OK 73120	73-1435473	501(c)(3)	0.	22,436.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
The Pregnancy Resource Center 1131 Grand Ave Glenwood Springs, CO 91601	74-2357231	501(c)(3)	15,000.	0.			Provide Training and Digital Marketing
Dallas Life Inc. 6500 Greenville Ave, Ste 600 Dallas, TX 75206	75-1853520	501(c)(3)	0.	57,922.	Purchase Price	Two Ultrasound Machines	Provide Medical Equipment
Pregnancy Care Center 1127 E Olive Ave Fresno, CA 93728	77-0027014	501(c)(3)	0.	25,381.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Life Choices Pregnancy Care Center 152 N Blakey St Russelville, KY 42276	81-1287290	501(c)(3)	0.	17,136.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Life Network 3925 N Centennial Blvd Colorado Springs, CO 80907	84-0970592	501(c)(3)	0.	27,500.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
College Area Pregnancy Center 2903 Fourth Ave San Diego, CA 92103	95-3749711	501(c)(3)	0.	32,394.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Agape Pregnancy Resource Center 104 E Main St Round Rock, TX 78633	27-0111679	501(c)(3)	1,590.	56,500.	Purchase Price	Ultrasound Machine	Provide Medical Equipment and training

Schedule I (Form 990)

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Part II Continuation of Grants and Other Assistance to Governments and Organizations in the United States (Schedule I (Form 990), Part II.)

(a) Name and address of organization or government	(b) EIN	(c) IRC section if applicable	(d) Amount of cash grant	(e) Amount of non-cash assistance	(f) Method of valuation (book, FMV, appraisal, other)	(g) Description of non-cash assistance	(h) Purpose of grant or assistance
Pregnancy Crisis Center of Lake City - 130 NW Hilton Ave - Lake City, FL 32055	59-2553369	501(c)(3)	0.	56,500.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
The Hope Center 295 Molly Lane, Ste 120 Woodstock, GA 30189	58-1967056	501(c)(3)	0.	59,890.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Bakersfield Crisis Pregnancy Center - 1801 18th St - Bakersfield, CA 93301	77-0024688	501(c)(3)	0.	60,879.	Purchase Price	Ultrasound Machine	Provide Medical Equipment
Orphan Care Alliance Inc 115 N Watterson Trail Ste 201 Louisville, KY 40243	26-4549276	501(c)(3)	40,000.	0.			Benvolence
Judicial Education Project 13220 N Street NW Washington, DC 20007	20-2466871	501(c)(3)	25,000.	0.			Benvolence
Iglesia Cristiana Un Nuevo Pacto 1401 Lomaland Dr El Paso, TX 79935	74-2895398	501(c)(3)	18,000.	0.			Benvolence
Sheild 616 Inc 13395 Voyager Pkwy Ste 130 Colorado Springs, CO 80921	47-4347589	501(c)(3)	15,000.	0.			Benvolence
National Christian Foundation Inc. 11625 Rainwater Dr Ste 500 Alpharetta, GA 30009	30-0209280	501(c)(3)	10,500.	0.			Benvolence
The Source for Youth Ministry 3987 Missouri Flat Rd #340 Placerville, CA 95667	47-0855213	501(c)(3)	7,500.	0.			Benvolence

Schedule I (Form 990)

NOT REQUIRED TO FILE WITH IRS

Part III

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

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of noncash assistance
Counseling assistance and benevolence to individuals	603	999,825.	1,000.	Book	Provision of services for individuals
Grants of books & materials for individuals	34550	0.	304,814.	Book	Books & materials

Part IV

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

Part I, Line 2:

These requests for financial assistance are for a specific activity that is

in agreement with our charitable purpose. We discuss the project involved

and how the requested funds are going to be used. We also monitor the

activities involved and request follow-up info as necessary.

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SCHEDULE J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

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

OMB No. 1545-0047

2019

Open to Public
Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

Part I Questions Regarding Compensation

1a Check the appropriate box(es) if the organization provided any of the following to or for a person listed on Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.

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

b If any of the boxes on line 1a are checked, did the organization follow a written policy regarding payment or reimbursement or provision of all of the expenses described above? If "No," complete Part III to explain

2 Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all directors, trustees, and officers, including the CEO/Executive Director, regarding the items checked on line 1a?

3 Indicate which, if any, of the following the organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director, but explain in Part III.

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

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

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

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

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

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

Only section 501(c)(3), 501(c)(4), and 501(c)(29) organizations must complete lines 5-9.

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

a The organization?

b Any related organization?

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

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

a The organization?

b Any related organization?

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

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

8 Were any amounts reported on Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III

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

Yes No

1b	X	
2	X	
4a		X
4b		X
4c		X
5a		X
5b		X
6a		X
6b		X
7	X	
8		X
9		

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

Schedule J (Form 990) 2019

NOT REQUIRED TO FILE WITH IRS

Schedule J (Form 990) 2019

Focus on the Family

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Page **2**

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

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

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

(A) Name and Title		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation in column (B) reported as deferred on prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
(1) James D Daly President / CEO	(i)	314,664.	9,795.	0.	15,123.	23,891.	363,473.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(2) Ken Windebank Chief Operating Officer	(i)	243,908.	345.	0.	15,190.	23,196.	282,639.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(3) Robert Wood Former Chief Information Officer	(i)	228,509.	21,920.	0.	10,238.	12,118.	272,785.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(4) Daniel R Mellema Treasurer/CFO	(i)	215,267.	4,035.	25.	13,170.	16,422.	248,919.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(5) Joel Vaughan Chief Staff Officer	(i)	189,696.	230.	25.	11,908.	22,744.	224,603.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(6) Timothy Sawer Sr Vice President	(i)	176,667.	230.	25.	5,581.	22,120.	204,623.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(7) Tim Goeglein Vice President	(i)	165,124.	2,798.	94.	10,453.	22,099.	200,568.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(8) John Fuller Vice President	(i)	145,694.	12,403.	25.	9,288.	22,042.	189,452.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(9) Danny Huerta Vice President	(i)	130,103.	12,245.	20.	8,425.	21,978.	172,771.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
(10) Greg Smalley Vice President	(i)	142,150.	2,622.	1,324.	4,595.	22,045.	172,736.	0.
	(ii)	0.	0.	0.	0.	0.	0.	0.
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							
	(i)							
	(ii)							

Schedule J (Form 990) 2019

NOT REQUIRED TO FILE WITH IRS

Part III

Supplemental Information

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

Part I, Line 1a:

Jim Daly has flown first-class for occasional domestic flights upgraded by the airline.

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

Part I, Line 3:

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

Part I, Line 7:

Bonus payments are discretionary and performance related.

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SCHEDULE M
(Form 990)

Noncash Contributions

OMB No. 1545-0047

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Inspection

Department of the Treasury
Internal Revenue Service

- ▶ Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.
- ▶ Attach to Form 990.
- ▶ Go to www.irs.gov/Form990 for instructions and the latest information.

Name of the organization
Focus on the Family

Employer identification number
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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		21,063.	Thrift shop value
6	Cars and other vehicles				
7	Boats and planes				
8	Intellectual property				
9	Securities - Publicly traded	X	228	2,163,021.	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	X	1	44,237.	Invoice amount
21	Taxidermy				
22	Historical artifacts				
23	Scientific specimens				
24	Archeological artifacts				
25	Other ▶ (Commodities)	X	17	64,363.	Retail price
26	Other ▶ (Office Suppli)	X	1	700.	Retail price
27	Other ▶ ()				
28	Other ▶ ()				

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

29

0

30a During the year, did the organization receive by contribution any property reported in Part I, lines 1 through 28, that it
must hold for at least three years from the date of the initial contribution, and which isn't required to be used for
exempt purposes for the entire holding period?

30a

Yes

No

X

b If "Yes," describe the arrangement in Part II.

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

31

X

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

32a

X

b If "Yes," describe in Part II.

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

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Part II

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

Schedule M, Part I, Column (b):

The number of contributions represent the number of contributions
received, not the number of items donated.

NOT REQUIRED TO FILE WITH IRS

SCHEDULE O (Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

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

▶ Attach to Form 990 or 990-EZ.

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

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

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

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

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

Expenses \$ 11,214,227. incl grants of \$ 1,617,157. Revenue \$ 34,707.

Citizenship and Engaging the Culture - Equipping people and families to

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

Citizenship, and transform the culture for Christ.

Expenses \$ 3,593,633. including grants of \$ 41,914. Revenue \$ 11,247.

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

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

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

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

and sharing it with donors.

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

elected not to file with the IRS.

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

Conflict of interest disclosure statements are signed by directors,

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

of Directors are reviewed and addressed by Corporate Counsel annually.

For conflicts of interest involving members of the Board of Directors, the

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

Schedule O (Form 990 or 990-EZ) (2019)

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matter is referred to the Board for discussion and fact-finding. The independent Board members will vote whether the transaction is in the best interest of the organization and act in accordance with established procedures.

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

Form 990, Part VI, Section B, Line 15:
The Compensation Committee of the Board of Directors determines the compensation of the organization's CEO by reviewing salary data from non-profit religious and non-religious organizations of all sizes (smaller, larger and similar-sized). These deliberations and decisions regarding officer compensation are documented in the Compensation Committee minutes and records. The voting members of this committee are independent directors of the organization.

The Compensation Committee also annually reviews the compensation of other officers and key employees. These deliberations and decisions regarding employee compensation are documented in the Compensation Committee minutes and records. The voting members of this committee are independent directors of the organization.

Form 990, Part VI, Section C, Line 19:
The organization makes its organizing documents and policy statements available by written request. Also, the organization makes its Annual

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Schedule O (Form 990 or 990-EZ) (2019)

Page **2**

Name of the organization

Focus on the Family

Employer identification number

95-3188150

Financial Report and Forms 990 & 990-T for the previous three years freely

available on its website.

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

During the taxable year, one member retired from the Board of Directors

and two new members were added to the Board.

Retiring Board member:

Marcus Smith

New Board members:

Emily Chang

Stephen Quinn

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

General disclosure regarding legal fees and corporate secretary:

Holland & Knight LLP, a law firm in which Stu Mendelsohn, Corporate

Secretary for Focus on the Family (Focus) is a partner, provides legal

counsel for Focus. His ownership in the law firm is less than 35%.

Compensation paid to Holland & Knight LLP during FYE September 30,

2020, was \$647,363 which includes legal services on a variety of

matters including, but not limited to, litigation counsel, employee

relations, tax matters, religious liberty developments, intellectual

property guidance, consultation on property development and zoning

regulations, public policy issues, and the reimbursement of expenses

incurred in providing expert legal services in the previously mentioned

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

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

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Name of the organization	Employer identification number
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variety of services performed.

Estimate of average hours per week devoted to related organizations

(Part VII)

The following individuals listed on Form 990, Part VII, Section A, Line 1a, devoted an average of 1 hour per week to a related organization:

- Greg King
- Tricia Esser
- James D Daly
- Daniel R Mellema
- Stu Mendelsohn
- Ken Windebank

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

Present value adjustment (gift annuities) 538,969.

Schedule O - General Explanation Attachment

ORGANIZATIONAL MISSION STATEMENT

Focus on the Family 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.

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Schedule O (Form 990 or 990-EZ) (2019)

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

Focus on the Family was organized in California under the Nonprofit Religious Corporation Law exclusively for religious purposes. We are presently classified by the IRS under IRC Section 170(b)(1)(A)(i) as a church and as an exempt organization under Section 501(c)(3). According to the IRS, Focus on the Family is not required to file IRS Form 990 and we have elected not to file. Consequently, our Form 990 is not subject to Public Inspection, however, we plan to post a pro-forma 990 on our website and make copies available to donors.

Schedule O - General Explanation Attachment

The Ministries of Focus on the Family

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

<http://www.FocusontheFamily.com>

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

General Explanation - Broadcast Ministries

Daily Focus on the Family Broadcast with Jim Daly

(www.FocusontheFamily.com/broadcast)

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Schedule O (Form 990 or 990-EZ) (2019)

Page **2**

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

The Focus on the Family Broadcast 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 6.5 million weekly - with a potential audience of 14 million weekly.

The vast radio network carrying the Focus on the Family (FOF) Broadcast continues to expand in the number of facilities and programs offered - heard on over 1,900 facilities (including terrestrial stations, their translators and satellite radio) in North America, with an estimated 700 outlets via streaming stations and other internet channels.

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

General Explanation - Broadcast Ministries

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 more than 200 "general market" (non-religious) radio facilities.

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Schedule O (Form 990 or 990-EZ) (2019)

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

General Explanation - Broadcast Ministries

Focus on the Family Minute (FOFM) Broadcast

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

General Explanation - Broadcast Ministries

Focus on the Family Weekend (Christian and General Market)

Airing on over 1,000 facilities nationwide, 118 facilities in Canada, plus 16 outlets across the world, this weekly hour-long broadcast provides a variety of advice and encouragement about marriage, parenting, health, finances and entertainment. Designed for busy families, this replay of the week's best broadcasts is hosted by Jim Daly.

General Explanation - Broadcast Ministries

Adventures In Odyssey Broadcast

For more than 35 years, Adventures in Odyssey has offered families hope, encouragement and important life lessons based on biblical truths. Intended especially for children ages 8 to 12, it is also

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applicable to all ages. The program reached an industry milestone in 2008, becoming the longest-running weekly drama with a consistent cast of characters! Then, in 2020, Adventures in Odyssey won Radio Broadcast of the year from the National Religious Broadcasters. Adventures in Odyssey, in both daily and weekly versions, is now heard on over 1,400 radio facilities worldwide. The program is also available online at www.Adventuresinodyssey.com and on Salem Communication's OnePlace.com website.

General Explanation - Broadcast Ministries

Plugged In Entertainment Reviews Broadcast

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

General Explanation - Broadcast Ministries

Focus on the Family Radio Theatre Broadcast

Focus on the Family Radio Theatre is heard on 597 facilities each week. Radio Theatre features classic stories brought to life with motion-picture-quality cast and sound. Radio Theatre has received the prestigious Peabody Award for its productions of "Bonhoeffer: The Cost of Freedom" and "Oliver Twist." In addition to the regular placement of the program, Radio Theatre productions are occasionally offered as radio specials and carried by an additional network of interested outlets.

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General Explanation - Broadcast Ministries

Boundless Show

Boundless is an award-winning ministry for Christian young adults who want to pursue faith, relationships, and adulthood with confidence and joy. Through articles, a group blog, a weekly podcast, weekly radio broadcast on 315 facilities, and the power of community, we challenge 20- and 30- somethings to reject society's low expectations and live biblically and intentionally in all things, including relationships.

General Explanation - Broadcast Ministries

Enfoque a la Familia Broadcast

Enfoque a la Familia's mission is to reach the Hispanic community of the United States with the truth of the Gospel through strengthening and upholding the Hispanic family. The Enfoque a la Familia radio broadcast is currently airing on 242 facilities throughout the U.S. and on approximately 411 facilities outside the U.S.

General Explanation - Broadcast Ministries

Conectados Program

The Spanish-language version of the weekly Plugged In Movie Review feature is heard on 153 facilities in the United States and about 204 facilities around the world.

General Explanation - Broadcast Ministries

Aventuras En Odisea

Launched in 2014, this Spanish broadcast mimics the English Adventures in Odyssey broadcast. It offers families hope, encouragement and

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important life lessons based on biblical truths especially to children

ages 8-12, but also applicable to all ages. It is heard on 96

facilities in the United States and around the world.

General Explanation - Relationship Services

Relationship Services

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

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

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

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

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

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

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

expertise. The many inquiries for information, advice, and

encouragement are fielded and supported by a well-trained staff of 80,

predominantly with earned degrees.

General Explanation - Relationship Services

Counseling Consultation and Referral Outreach

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

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

experiencing painful and often destructive situations. Marriages in

crisis, parenting dilemmas, pastoral leaders needing confidential care,

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

pleas receive a reply by phone on a one-to-one basis. Most contacts are

prompted by our radio broadcasts, which touch off an avalanche of "pain

mail" and cries for help. In addition to the radio broadcast, callers

become aware of the counseling/consultation we offer through Focus on

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the Family websites, magazine articles, simulcasts and other ministry outreaches. Our staff of state-licensed mental health professionals, support staff, and pastoral counselors, respond to the critical letters and calls too complex for a mail, email, or other general response. No charge is made for consultation with the Focus on the Family counselor. Beyond this free consultation, when appropriate, callers are referred to Focus on the Family's marriage intensive counseling program or counselors in their geographical area who have been approved through a screening process for our Christian Counselors Network. Focus on the Family does not provide a categorical "endorsement" of therapists on the Christian Counselors Network nor does it provide ongoing professional therapy by phone via these phone responses.

General Explanation - Relationship Services

Online Ministries

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

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

General Explanation - Relationship Services

Family Resources - Book Publishing

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

General Explanation - Relationship Services

Films and Videos

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

General Explanation - Marriage

Marriage (www.focusonthefamily.com/marriage)

Our marriage ministry desires to passionately assist Christian couples to honor marriage (Hebrews 13:4) by keeping their own marriage strong and helping other couples have a strong marriage. We are dedicated to equipping couples with content, resources and experiences to help them build strong, lasting marriages that will have generational impact.

General Explanation - Marriage

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The Boundless Project (www.boundless.org)

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

General Explanation - Marriage

Focus on the Family Retreat Center

(www.HopeRestored.com)

This year, Focus on the Family Retreat Center helped more than 1,125 couples strengthen their marriage and family through a variety of different programs. 876 couples were served through Hope Restored intensive marriage counseling in 3-day, 4 day and 5 day programs. An additional 249 couples were served through various marriage enrichment programs that were hosted at churches throughout the country and at the Focus on the Family Retreat Center in Branson, MO.

General Explanation - Sanctity of Human Life

Adoption & Orphan Care Initiative: (www.WaitNoMore.org)

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

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and adoptive families.

General Explanation - Sanctity of Human Life

Sanctity of Human Life (www.focusonthefamily.com/prolife)

Sanctity of Human Life (SOHL) is one of the pillars/core commitments of

Focus on the Family; the SOHL team promotes awareness of the value of

each human life and equips its constituents to nurture and defend the

sanctity of human life from conception to natural death. Our primary

initiatives are:

Option Ultrasound (www.optionultrasound.org)

Provide grants for ultrasound machines, sonography training, and other

capacity building grants to qualified Pregnancy Medical Clinics (PMCs)

in high abortion communities, equipping them to reach the women and men

in their communities facing an unexpected pregnancy. This year we

provided 220 grants, for a program total of 1,200 grants since program

inception.

Benevolent Resources (www.focusonthefamily.com/brp)

Provide through a benevolent program for pregnancy care organizations

around the world \$500 yearly per center of educational, life-affirming

medically-accurate resources for women facing unexpected pregnancies.

General Explanation - Parenting

Parenting (www.focusonthefamily.com/parenting)

It's impossible to estimate the number of emails, phone calls, and

letters we've received over the years from parents thanking Focus on

the Family for helping them raise their children. Our ministry has long

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been a trusted resource for parents. The parenting team will continue

this tradition by equipping generations of parents with the biblical

knowledge and tools to raise up their children in a vibrant faith.

General Explanation - Parenting

Pluggedin.com (www.pluggedin.com)

Plugged In is Focus on the Family's media review and discernment

website. We seek to provide families with the information that they

need to make a wise choice regarding the myriad of entertainment

options available via multiple platforms today. We review movies,

music, television, video games, books and You Tube channels, as well as

producing short-form radio segments in most of those areas as well. We

typically publish 22 to 30 pieces of content a week, including reviews,

blog posts, interviews, radio spots, podcasts posted to YouTube and our

weekly podcast. Our readership is around 600,000 unique visitors a

month, which translates to roughly 800,000 sessions and about 1.8

million page views monthly. Our syndicated, one-minute PluggedIn Movie

Review, reaches around 9.5 million listeners a month.

General Explanation - Parenting

Focus on the Family Magazine (www.focusonthefamily.com/magazine)

The Media Publishing Group produces Focus on the Family magazine, a

48-page publication that is mailed six times per year to 200,000 homes.

Our flagship magazine is produced for both married couples with

children in the home and empty nest readers. The purpose of Focus on

the Family magazine is to inform and provide resources to reinforce

Focus on the Family's core marriage and parenting message on a regular

basis and to inspire and equip families to thrive in Christ.

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General Explanation - Parenting

Focus on the Family Clubhouse Magazine (www.clubhousemagazine.com)

In serving more than 80,000 of our intermediate readers, ages eight to

twelve, Focus on the Family Clubhouse presents a fun mix of

contemporary and classic fiction, personality stories, fact articles,

quizzes, devotionals, crafts and games all from a Christian perspective

that help parents show kids a better understanding of their world and

God's Word.

Focus on the Family Clubhouse Jr. Magazine (www.clubhousejr.com)

This colorful, high-quality magazine, geared for ages three to seven,

contains short fiction, crafts, Bible stories, poems, and puzzles

designed to delight the more than 50,000 families who receive it. An

emphasis on Christian values and cognitive development makes this an

ideal resource for families with pre-readers and early readers.

General Explanation - Parenting

Adventures in Odyssey (www.whitsend.org)

Focus on the Family's Adventures in Odyssey meets the needs of kids of

all ages, teaching them Christian values and growing their faith

through audio drama. This site provides a way to listen to the latest

episodes, news about upcoming stories, as well as an archive of

previous episodes. Links to a podcast, books and other Adventures in

Odyssey products pull kids further into the world of Odyssey.

General Explanation - Parenting

TrueU (www.trueu.org)

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

General Explanation - Parenting

Physicians Resource Council

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

General Explanation - Parenting

Welcome Center / Bookstore / Whit's End

Approximately 230,000 people visit Focus on the Family's Welcome Center every year, where they can explore our ground level, which features a 10,000-square-foot Bookstore and Gift Shop filled with relevant and compelling resources and wholesome entertainment; the Solid Grounds Coffee Shop; the G. Harvey Gallery with an impressive display of art created especially for Focus on the Family; various ministry-related displays; and our spacious theater, which is host to a video on the history and mission of Focus on the Family. Our lower level is home to Whit's End Soda Shoppe, a turn-of-the-century soda fountain inspired by

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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 and/or a

digital download; a colorful 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. We also have

Birthday Party Rooms which can be reserved for free use for kid's

celebrations.

Information is available at the Welcome Center regarding our Guided

Tours of the Administration Building, including the Gallery where our

Radio Broadcasts are recorded.

General Explanation - Parenting

Adventures in Odyssey Club (www.oaclub.org)

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

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

Adventures in Odyssey Club to access almost the entire library of

episodes and receive daily devotions and other benefits aimed at

helping children put their faith in action. Children today have so many

media choices, and not all of them are positive. Through the Adventures

in Odyssey Club, parents can trust their kids will receive engaging,

faith-building material - all in a safe online environment. This

interactive content builds on the lessons they've received and helps

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them grow in their walk with Jesus.

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

The club will also raise kids' awareness to needs around the world by highlighting partner organizations and their outreach efforts, including Christian Veterinary Mission, Operation Christmas Child and Compassion International.

We have welcomed members from more than 40 countries and territories around the world. We also have dozens of Spanish-language audio dramas to our growing library.

General Explanation - Public Policy

Culture and Public Policy

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

General Explanation - Public Policy

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Bring Your Bible to School Day (www.bringyourbible.org)

#BringYourBible is a nationwide, student-led movement to read and

treasure scripture as God's Holy Word, to encourage others with the

hope we have in Christ Jesus, and to celebrate our religious freedoms

in the United States. It all culminates with Bring Your Bible to School

Day on the first Thursday of October. (This year, the celebration will

be October 1, 2020!) This event empowers Christian students of all ages

to speak God's grace and truth into the culture around them, starting

with two simple steps - bringing their Bibles to school and sharing

what God's Word means to them. It is estimated that over 514,000

students from across the U.S. participated this year.

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

The Live It Challenges offer students a way to keep the movement of

Bring Your Bible to School Day going all year round! We are challenging

students and families to put into practice the "Live It" portion of

Bring Your Bible to School Day's "Bring It. Share It. Live It." motto.

We provide monthly challenges - specific, tangible actions they can

take to live out their faith and strengthen their relationship with

Jesus Christ.

General Explanation - Public Policy

Focus on the Family's Daily Citizen

The Daily Citizen is a multi-media platform that offers its readers

news and analysis on cultural and public policy issues that dominate

the headlines or are not seen in the mainstream media - all from a

biblical worldview. The Daily Citizen, through magazine and web

articles, social media, emails and newsletters seeks to inspire and

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equip men and women to live out biblical citizenship within their

spheres of influence - whether that's in the boardroom, school room or

the family room.

General Explanation - Public Policy

State Family Policy Councils

(www.focusonthefamily.com/socialissues/how-to-get-involved/state-policy)

Since 1988, business and community leaders from across the nation have

formed state-level organizations to invest in the future of America's

families. Each Family Policy Council conducts policy analysis, promotes

responsible and informed citizenship, facilitates strategic leadership

involvement, and influences public opinion. Many of these councils also

perform community and statewide work to foster a movement to affirm

families. These councils are independent entities with no corporate or

financial relationship to each other or to Focus on the Family.

However, they have a uniform purpose: serving as a voice for the family

and assisting family advocates who aim to recapture the moral and

intellectual high ground in the public arena.

General Explanation - Public Policy

"Focus on the Family" Newspaper Column

Each week millions of readers search for the answers to questions about

family life. The "Focus on the Family" column features answers to

family-related questions, fielded by Focus on the Family President Jim

Daly with Focus on the Family experts. The column appears weekly in

over 120 newspapers.

General Explanation - Evangelism

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Christian Worldview Ministry

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

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

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

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

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

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

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

resources, and providing support for those teaching these vital

concepts and serving as impact partners in our society.

General Explanation - Evangelism

Social Media

Focus on the Family social media efforts span across multiple channels

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

combined social footprint includes over 5.5 million fans and followers.

The goal of this aspect of ministry is to bring our

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

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

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

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

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

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

counseling to families in need of our support.

General Explanation - Evangelism

Focus on the Family Church Resources weekly e-mail

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

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Focus on the Family Church Resources is to offer weekly support and encouragement to pastors and church leaders as they attempt to find balance and health in their spiritual, emotional and physical lives.

General Explanation - Evangelism

Focus on the Family Church Resources

(<https://www.focusonthefamily.com/church>)

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 as church leaders navigate family help issues for families in their church and ministry.

General Explanation - Evangelism

Pastoral Care Line

Relevant materials and referrals aid the Counseling departments in facilitating the spiritual renewal of ministers and their families. Time, financial, and relational pressures that are unique to ministry in today's fast-paced culture are placing pastors' homes under attack as never before. As a means of providing insight and encouragement to counteract these destructive influences, several resources and services are offered. Among these are a weekly e-mail and our toll-free Pastoral Care Line, administered by our Counseling Department, which provides a listening ear, referrals and advice to pastoral family members in crisis. Focus on the Family Church Resources also continues to spearhead the effort to promote the observance of Clergy Appreciation

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

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

General Explanation - Evangelism

Benevolence

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

General Explanation - Evangelism

INTERNATIONAL OUTREACH

The reach of Focus on the Family now extends to 120 countries. Focus broadcasts can be heard from over 3,200 facilities from Vancouver to Buenos Aires to Finland, from South Africa to Melbourne to China. The distribution of print, audio, and video resources enhances our international family-strengthening outreach.

Associate Offices

Through Focus on the Family's Associate offices the international outreach of the ministry continues to expand. These independent entities, founded and staffed by over 200 nationals, are working to bring a message of hope to their countries. We now have Focus International Associate offices in 14 countries: Australia, Canada, China, Costa Rica, Ecuador, Egypt, Indonesia, India, Malaysia, Mongolia, New Zealand, Singapore, South Africa and Taiwan.

We also partner with various like-minded ministry organizations in

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upwards of 60 countries and regions to further expand our reach by
offering our resources. For more information on our global efforts,
please visit focusonthefamily.com and look for the globe.

International Resources

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

Radio Outreach

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

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SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

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

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

OMB No. 1545-0047

2019

Open to Public
Inspection

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

(a) Name, address, and EIN (if applicable) of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
Pine Creek Entertainment, LLC - 35-2475764 8605 Explorer Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ventures	Colorado	0.	640,081.	Focus on the Family
PC Music Alpha LLC - 38-3907779 8605 Explorer Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ventures	Colorado	0.	0.	Pine Creek Entertainment, LLC
PC Music Beta LLC - 61-1713929 8605 Explorer Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ventures	Colorado	0.	0.	Pine Creek Entertainment, LLC
PC Music Sigma LLC - 36-4763172 8605 Explorer Dr Colorado Springs, CO 80920	Collaborative Media and Entertainment Ventures	Colorado	0.	0.	Pine Creek Entertainment, LLC

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

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

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Predominant income (related, unrelated, excluded from tax under sections 512-514)	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations?		(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner?		(k) Percentage ownership
							Yes	No		Yes	No	
Highlands at Briargate I, LLC - 47-4266546, 4500 Cameron Valley Parkway, Suite 400, Charlotte, NC 28211	Developing and constructing a retail shopping center	NC	Focus on the Family	Excluded	0.	2,829,467.	X		N/A	X		100.00%
Highlands at Briargate II, LLC - 82-1296295, 4500 Cameron Valley Parkway, Suite 400, Charlotte, NC 28211	Developing and constructing a senior living center	NC	Focus on the Family	Excluded	30,699.	1,584,907.	X		N/A	X		99.89%

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

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

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

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

	Yes	No
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	1a	X
b Gift, grant, or capital contribution to related organization(s)	1b	X
c Gift, grant, or capital contribution from related organization(s)	1c	X
d Loans or loan guarantees to or for related organization(s)	1d	X
e Loans or loan guarantees by related organization(s)	1e	X
f Dividends from related organization(s)	1f	X
g Sale of assets to related organization(s)	1g	X
h Purchase of assets from related organization(s)	1h	X
i Exchange of assets with related organization(s)	1i	X
j Lease of facilities, equipment, or other assets to related organization(s)	1j	X
k Lease of facilities, equipment, or other assets from related organization(s)	1k	X
l Performance of services or membership or fundraising solicitations for related organization(s)	1l	X
m Performance of services or membership or fundraising solicitations by related organization(s)	1m	X
n Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1n	X
o Sharing of paid employees with related organization(s)	1o	X
p Reimbursement paid to related organization(s) for expenses	1p	X
q Reimbursement paid by related organization(s) for expenses	1q	X
r Other transfer of cash or property to related organization(s)	1r	X
s Other transfer of cash or property from related organization(s)	1s	X
2 If the answer to any of the above is "Yes," see the instructions for information on who must complete this line, including covered relationships and transaction thresholds.		

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

NOT REQUIRED TO FILE WITH IRS

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

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

[illegible]

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Focus on the Family

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