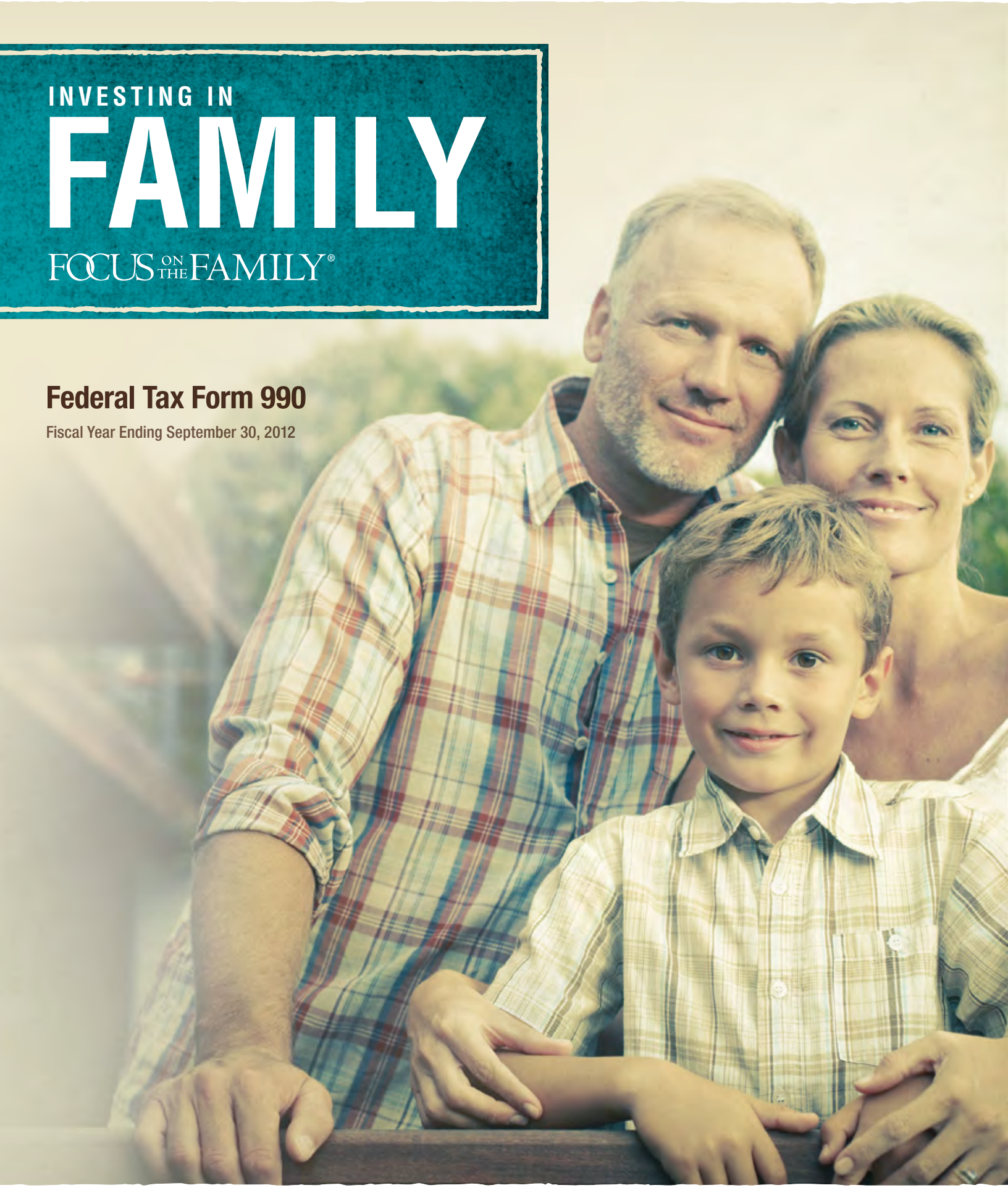
INVESTING IN

FAMILY

FOCUS ON THE FAMILY®

Federal Tax Form 990

Fiscal Year Ending September 30, 2012



PUBLIC DISCLOSURE COPY

Form **990**

Department of the Treasury
Internal Revenue Service

Return of Organization Exempt From Income Tax

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

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

OMB No. 1545-0047

2011

Open to Public Inspection

A For the 2011 calendar year, or tax year beginning 10-01 , 2011, and ending 09-30 , 20 12

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

C Name of organization: Focus on the Family

Doing Business As:

Number and street (or P.O. box if mail is not delivered to street address): 8605 Explorer Drive

Room/suite:

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

D Employer identification no.: 95-3188150

E Telephone number: 92,835,491

G Gross receipts $

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

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

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

H(c) Group exemption number ▶

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

J Website: ▶ www.FocusontheFamily.com

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

L Year of formation: 1977

M State of legal domicile: CO

Part I Summary

Activities & Governance	1	Briefly describe the organization's mission or most significant activities: Focus on the Family shares the Gospel of Jesus Christ while promoting biblical family values.	
	2	Check this box ▶ ☐ if the organization discontinued its operations or disposed of more than 25% of its net assets.	
	3	Number of voting members of the governing body (Part VI, line 1a)	12
	4	Number of independent voting members of the governing body (Part VI, line 1b)	10
	5	Total number of individuals employed in calendar year 2011 (Part V, line 2a)	746
	6	Total number of volunteers (estimate if necessary)	123
	7a	Total unrelated business revenue from Part VIII, column (C), line 12	996,673
	b	Net unrelated business taxable income from Form 990-T, line 34	0

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

			Beginning of Current Year	End of Year
Net Assets or Fund Balances	20	Total assets (Part X, line 16)	69,114,029	64,999,383
	21	Total liabilities (Part X, line 26)	12,846,363	12,052,773
	22	Net assets or fund balances. Subtract line 21 from line 20	56,267,666	52,946,610

Part II Signature Block

Under penalties of perjury, I declare that I have examined this return, including 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

Daniel R Mellema
Signature of officer

Date: 4/9/2013

Daniel R Mellema, Chief Financial Officer
Type or print name and title

Paid Preparer Use Only

Print/Type preparer's name	Preparer's signature	Date	Check ☐ if self-employed	PTIN
David C Moja	David C. Moja	04-05-2013		P00747006

Firm's name ▶ Capin Crouse LLP — Firm's EIN ▶

Firm's address ▶ 2435 Research Parkway Ste 200, Colorado Springs CO 80920 — Phone no. 719-528-6225

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

For Paperwork Reduction Act Notice, see the separate instructions.

EEA

Form **990** (2011)

Part III Statement of Program Service Accomplishments

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

1 Briefly describe the organization's mission:

Focus on the Family shares the Gospel of Jesus Christ while promoting biblical family values.

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

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

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

If "Yes," describe these changes on Schedule O.

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

4a (Code:) (Expenses $ 17,415,361 including grants of $ 64,294) (Revenue $ 50,859)

Broadcasting - 15 different broadcasts are produced by Focus on the Family including the "Focus on the Family" daily program and the popular family drama, "Adventures in Odyssey." Focus broadcasts can be heard from over 3,000 facilities from Vancouver to Buenos Aires to Finland, from South Africa to Melbourne to China. Likewise, Focus on the Family also broadcasts 90 second television features that bring insightful commentary from Dr. Bill Maier to mainstream, major network television affiliates across the United States. See schedule O for more detail on each broadcast.

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

Publications - Focus on the Family distributes many monthly and bi-monthly magazines and newsletters. For example, Thriving Family, which consists of articles to reinforce our core marriage and parenting message, mails 300,000 copies on a regular basis. Focus on the Family reaches many specific interests and ages through its publications. See Schedule o for more detail on each periodical/publication.

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

Correspondence - During the fiscal year ended September 30, 2012, Focus on the Family answered letters, e-mails, website contacts, and telephone calls, each of which came seeking a specific response to a unique request or a question about relationships and family life. This direct communication is a vital link to the people we desire to serve. The many inquiries for information, advice, and encouragement are fielded by an expert staff of over 73, many of which hold earned degrees.

4d Other program services. (Describe in Schedule O.)

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

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

Part IV Checklist of Required Schedules

			Yes	No
1	Is the organization described in section 501(c)(3) or 4947(a)(1) (other than a private foundation)? If "Yes," complete Schedule A	1	X	
2	Is the organization required to complete Schedule B, Schedule of Contributors? (see instructions)?	2	X	
3	Did the organization engage in direct or indirect political campaign activities on behalf of or in opposition to candidates for public office? If "Yes," complete Schedule C, Part I	3		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? If "Yes," complete Schedule C, Part II	4	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? If "Yes," complete Schedule C, Part III	5		
6	Did the organization maintain any donor advised funds or any similar funds or accounts for which donors have the right to provide advice on the distribution or investment of amounts in such funds or accounts? If "Yes," complete Schedule D, Part I	6		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? If "Yes," complete Schedule D, Part II	7		X
8	Did the organization maintain collections of works of art, historical treasures, or other similar assets? If "Yes," complete Schedule D, Part III	8	X	
9	Did the organization report an amount in Part X, line 21; serve as a custodian for amounts not listed in Part X; or provide credit counseling, debt management, credit repair, or debt negotiation services? If "Yes," complete Schedule D, Part IV	9		X
10	Did the organization, directly or through a related organization, hold assets in temporarily restricted endowments, permanent endowments, or quasi-endowments? If "Yes," complete Schedule D, Part V	10	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? If "Yes," complete Schedule D, Part VI	11a	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? If "Yes," complete Schedule D, Part VII	11b	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? If "Yes," complete Schedule D, Part VIII	11c		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? If "Yes," complete Schedule D, Part IX	11d	X	
e	Did the organization report an amount for other liabilities in Part X, line 25? If "Yes," complete Schedule D, Part X	11e	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)? If "Yes," complete Schedule D, Part X	11f	X	
12a	Did the organization obtain separate, independent audited financial statements for the tax year? If "Yes," complete Schedule D, Parts XI, XII, and XIII	12a		X
b	Was the organization included in consolidated, independent audited financial statements for the tax year? If "Yes," and if the organization answered "No" to line 12a, then completing Schedule D, Parts XI, XII, and XIII is optional	12b	X	
13	Is the organization a school described in section 170(b)(1)(A)(ii)? If "Yes," complete Schedule E	13		X
14a	Did the organization maintain an office, employees, or agents outside of the United States?	14a		X
b	Did the organization have aggregate revenues or expenses of more than $10,000 from grantmaking, fundraising, business, investmetnt, and program service activities outisde the United States, or aggregate foreign investments valued at $100,000 or more? If "Yes,' complete Schedule F, Parts I and IV	14b	X	
15	Did the organization report on Part IX, column (A), line 3, more than $5,000 of grants or assistance to any organization or entity located outside the United States? If "Yes," complete Schedule F, Parts II and IV	15	X	
16	Did the organization report on Part IX, column (A), line 3, more than $5,000 of aggregate grants or assistance to individuals located outside the United States? If "Yes," complete Schedule F, Parts III and IV	16		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? If "Yes," complete Schedule G, Part I (see instructions)	17	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? If "Yes," complete Schedule G, Part II	18		X
19	Did the organization report more than $15,000 of gross income from gaming activities on Part VIII, line 9a? If "Yes," complete Schedule G, Part III	19		X
20a	Did the organization operate one or more hospital facilities? If "Yes," complete Schedule H	20a		X
b	If "Yes" to line 20a, did the organization attach its audited financial statements to this return?	20b		

Part IV Checklist of Required Schedules (continued)

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

Part V Statements Regarding Other IRS Filings and Tax Compliance

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

					Yes	No
1a	Enter the number reported in Box 3 of Form 1096. Enter -0- if not applicable	1a	365			
b	Enter the number of Forms W-2G included in line 1a. Enter -0- if not applicable	1b	0			
c	Did the organization comply with backup withholding rules for reportable payments to vendors and reportable gaming (gambling) winnings to prize winners?			1c		
2a	Enter the number of employees reported on Form W-3, Transmittal of Wage and Tax Statements, filed for the calendar year ending with or within the year covered by this return	2a	746			
b	If at least one is reported on line 2a, did the organization file all required federal employment tax returns?			2b	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," provide an explanation in 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: ▶ _____ See instructions for filing requirements for Form TD F 90-22.1, Report of Foreign Bank and Financial Accounts.					
5a	Was the organization a party to a prohibited tax shelter transaction at any time during the tax year?			5a		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?			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	X	
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 and section 509(a)(3) supporting organizations.** Did the supporting organization, or a donor advised fund maintained by a sponsoring organization, have excess business holdings at any time during the year?			8		
9	**Sponsoring organizations maintaining donor advised funds.**					
a	Did the organization make any taxable distributions under section 4966?			9a		
b	Did the organization make a distribution to a donor, donor advisor, or related person?			9b		
10	**Section 501(c)(7) organizations.** Enter:					
a	Initiation fees and capital contributions included on Part VIII, line 12	10a				
b	Gross receipts, included on Form 990, Part VIII, line 12, for public use of club facilities	10b				
11	**Section 501(c)(12) organizations.** Enter:					
a	Gross income from members or shareholders	11a				
b	Gross income from other sources (Do not net amounts due or paid to other sources against amounts due or received from them.)	11b				
12a	**Section 4947(a)(1) non-exempt charitable trusts.** Is the organization filing Form 990 in lieu of Form 1041?			12a		
b	If "Yes," enter the amount of tax-exempt interest received or accrued during the year	12b				
13	**Section 501(c)(29) qualified nonprofit health insurance issuers.**					
a	Is the organization licensed to issue qualified health plans in more than one state?			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 in Schedule O			14b		

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

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

Section A. Governing Body and Management

				Yes	No
1a	Enter the number of voting members of the governing body at the end of the tax year	1a	12		
	If there are material differences in voting rights among members of the governing body, or If the governing body delegated broad authority to an executive committee or similar committee, explain in Schedule O.				
b	Enter the number of voting members included in line 1a, above, who are independent	1b	10		
2	Did any officer, director, trustee, or key employee have a family relationship or a business relationship with any other officer, director, trustee, or key employee?	2			X
3	Did the organization delegate control over management duties customarily performed by or under the direct supervision of officers, directors, or trustees, or key employees to a management company or other person?	3			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 in 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 ▶ CA CO

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

☒ Own website ☐ Another's website ☒ Upon request

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

20 State the name, physical address, and telephone number of the person who possesses the books and records of the organization: ▶ Daniel R Mellema (719)531-3400 8605 Explorer Dr Colorado Springs, CO 80920

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

Check if Schedule O contains a response to any question in this Part VII . . . . . ☒

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

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

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

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

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

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and a director/trustee)						(D) Reportable compensation from the organization (W-2/1099-MISC)	(E) Reportable compensation from related organizations (W-2/1099-MISC)	(F) Estimated amount of other compensation from the organization and related organizations
		Individual trustee or director	Institutional trustee	Officer	Key employee	Highest compensated employee	Former			
(1) Anthony Wauterlek Board member	5.00	X						0	0	0
(2) Daniel Villanueva Board member	5.00	X						0	0	0
(3) Dr Joan Singleton Board member (part-year)	5.00	X						0	0	0
(4) Dr Kathleen Nielson Board member (part-year)	5.00	X						0	0	0
(5) Dr R Albert Mohler Vice Chairman / Board member	5.00	X		X				0	0	0
(6) Elsa P Broekhuizen Board member (part-year)	5.00	X						0	0	0
(7) Eric Pillmore Board member	5.00	X						0	0	0
(8) James D Daly President / CEO	45.00	X		X				0	238,227	27,526
(9) Kim Robinson Board member	5.00	X						0	0	0
(10) Lee Torrence Board member	5.00	X						0	0	0
(11) LtG Patrick P Caruana MS USAFRet Chairman / Board member	5.00	X		X				0	0	0
(12) Paul Nelson Board member	5.00	X						0	0	0
(13) Robert E Hamby CPA Board member	5.00	X						0	0	0
(14) Tricia Esser Board member (part-year)	5.00	X						0	0	0

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

(A) Name and Title	(B) Average hours per week (describe hours for related organizations in Schedule O)	(C) Position (do not check more than one box, unless person is both an officer and 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			
(15) Daniel R Mellema Treasurer / CFO	45.00			X				0	140,619	22,532
(16) Stu Mendelsohn Secretary	5.00			X				0	0	0
(17) Clark Miller Chief Strategy Officer	45.00				X			160,726	0	21,098
(18) Ken Windebank Chief Development Officer	45.00					X		145,966	0	14,052
(19) Robert Wood Chief Information Officer	45.00					X		141,811	0	18,725
(20) Stanley R John Sr Vice President	45.00					X		144,405	0	21,506
(21) Thomas A Minnery Sr Vice President	45.00					X		0	142,722	18,403
(22) Tim Goeglein Vice President	45.00					X		0	140,563	17,897
(23)										
(24)										
(25)										
1b Sub-total										
c Total from continuation sheets to Part VII, Section A										
d Total (add lines 1b and 1c)								592,908	662,131	161,739

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

		Yes	No
3	Did the organization list any **former** officer, director or trustee, key employee, or highest compensated employee on line 1a? If "Yes," complete Schedule J for such individual		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	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		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
Holland & Knight LLP PO Box 864084 Orlando, FL 32886	Legal services	715,758
Tandon Partners LLC 3226 129th Ave NE Bellevue, WA 98005	Consulting	156,194
OnePlace LLC 402 BNA Dr, Ste 400 Nashville, TN 37217	Broadcasting	123,231
Ray Vander Laan 3152 Jennifer Ln Hamilton, MI 49419	Instructional Matl	120,827
Jellyfish Media LLC 5141 Virginia Way Ste 320 Brentwood, TN 37027	Multimedia/Internt	120,000

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

Part VIII Statement of Revenue

				(A) Total revenue	(B) Related or exempt function revenue	(C) Unrelated business revenue	(D) Revenue excluded from tax under sections 512, 513, or 514
Contributions, Gifts, Grants and Other Similar Amounts	1a Federated campaigns	1a	1,844,237				
	b Membership dues	1b					
	c Fundraising events	1c					
	d Related organizations	1d					
	e Government grants (contributions)	1e					
	f All other contributions, gifts, grants, and similar amounts not included above	1f	79,429,747				
	g Noncash contributions included in lines 1a-1f: $		1,062,819				
	h **Total.** Add lines 1a-1f			81,273,984			
Program Service Revenue		Business Code					
	2a Event Income	900099		241,862	241,862		
	b Institute Income	611600		406,054	406,054		
	c FOFNC Income	511190		50,859	50,859		
	d						
	e						
	f All other program service revenue						
	g **Total.** Add lines 2a-2f			698,775			
Other Revenue	3 Investment income (including dividends, interest, and other similar amounts)			23			23
	4 Income from investment of tax-exempt bond proceeds						
	5 Royalties			1,850,343			1,850,343
		(i) Real	(ii) Personal				
	6a Gross rents	22,935	8,263				
	b Less: rental expenses						
	c Rental income or (loss)	22,935	8,263				
	d Net rental income or (loss)			31,198		8,263	22,935
	7a Gross amount from sales of assets other than inventory	(i) Securities 936,463	(ii) Other 15,563				
	b Less: cost or other basis and sales expenses	941,239	26,830				
	c Gain or (loss)	(4,776)	(11,267)				
	d Net gain or (loss)			(16,043)			(16,043)
	8a Gross income from fundraising events (not including $ _____ of contributions reported on line 1c). See Part IV, line 18 a						
	b Less: direct expenses b						
	c Net income or (loss) from fundraising events						
	9a Gross income from gaming activities. See Part IV, line 19 a						
	b Less: direct expenses b						
	c Net income or (loss) from gaming activities						
	10a Gross sales of inventory, less returns and allowances a		5,721,365				
	b Less: cost of goods sold b		1,113,662				
	c Net income or (loss) from sales of inventory			4,607,703	4,607,703		
	Miscellaneous Revenue	Business Code					
	11a FOFA Reimbursement	900099		837,456	837,456		
	b Advertising	541800		827,265		827,265	
	c Drop-cam	515100		69,000		69,000	
	d All other revenue	900099		574,056	481,911	92,145	
	e **Total.** Add lines 11a-11d			2,307,777			
	12 **Total revenue.** See instructions			90,753,760	6,625,845	996,673	1,857,258

Part IX Statement of Functional Expenses

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

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

Do not include amounts reported on lines 6b, 7b, 8b, 9b, and 10b of Part VIII.	(A) Total expenses	(B) Program service expenses	(C) Management and general expenses	(D) Fundraising expenses
1 Grants and other assistance to governments and organizations in the United States. See Part IV, line 21	535,862	535,862		
2 Grants and other assistance to individuals in the United States. See Part IV, line 22	1,301,809	1,301,809		
3 Grants and other assistance to governments, organizations, and individuals outside the United States See Part IV, lines 15 and 16	1,900,819	1,900,819		
4 Benefits paid to or for members				
5 Compensation of current officers, directors, trustees, and key employees	668,288	560,961	61,785	45,542
6 Compensation not included above, to disqualified persons (as defined under section 4958(f)(1)) and persons described in section 4958(c)(3)(B)	26,889	22,545	2,498	1,846
7 Other salaries and wages	33,746,121	28,294,218	3,134,363	2,317,540
8 Pension plan accruals and contributions (include section 401(k) and 403(b) employer contributions)	1,116,404	1,116,404		
9 Other employee benefits	3,893,395	3,094,180	465,116	334,099
10 Payroll taxes	2,302,900	1,946,509	211,198	145,193
11 Fees for services (non-employees):				
a Management				
b Legal	674,049	154,814	519,235	
c Accounting	87,898		87,898	
d Lobbying				
e Professional fundraising services. See Part IV, line 17	199,239			199,239
f Investment management fees	21,111		21,111	
g Other	5,704,714	4,890,616	377,896	436,202
12 Advertising and promotion	3,988,870	2,563,872	1,076,171	348,827
13 Office expenses	656,569	473,768	59,300	123,501
14 Information technology	2,718,084	2,363,487	212,146	142,451
15 Royalties	623,290	623,290		
16 Occupancy	3,044,281	2,667,610	294,625	82,046
17 Travel	1,174,139	734,363	48,538	391,238
18 Payments of travel or entertainment expenses for any federal, state, or local public officials				
19 Conferences, conventions, and meetings	211,741	177,621	17,771	16,349
20 Interest				
21 Payments to affiliates	8,442		2,899	5,543
22 Depreciation, depletion, and amortization	6,944,333	6,158,892	610,277	175,164
23 Insurance	316,328		316,328	
24 Other expenses. Itemize expenses not covered above (List miscellaneous expenses in line 24e. If line 24e amount exceeds 10% of line 25, column (A) amount, list line 24e expenses on Schedule O.)				
a Radio, TV & Film	11,853,809	11,726,584		127,225
b Printing & Publications	4,771,459	3,562,949	49,561	1,158,949
c Postage & Shipping	3,936,039	3,035,343	42,351	858,345
d Misc Project Expense	911,733	905,566	5,115	1,052
e All other expenses	1,185,463	576,749	49,345	559,369
25 **Total functional expenses.** Add lines 1 through 24e	94,524,078	79,388,831	7,665,527	7,469,720
26 **Joint costs.** Complete this line only if the organization reported in column (B) joint costs from a combined educational campaign and fundraising solicitation. Check here ▶ ☒ if following SOP 98-2 (ASC 958-720)	11,648,000	10,764,000		884,000

Part X Balance Sheet

			(A) Beginning of year		(B) End of year
Assets	1	Cash - non-interest-bearing	3,000	1	3,000
	2	Savings and temporary cash investments	8,893,272	2	9,225,991
	3	Pledges and grants receivable, net	1,834,122	3	721,887
	4	Accounts receivable, net	780,529	4	1,162,926
	5	Receivables from current and former officers, directors, trustees, key employees, and highest compensated employees. Complete Part II of Schedule L		5	
	6	Receivables from other disqualified persons (as defined under section 4958(f)(1)), persons described in section 4958(c)(3)(B), and contributing employers and sponsoring organizations of section 501(c)(9) voluntary employees' beneficiary organizations (see instructions)		6	
	7	Notes and loans receivable, net		7	
	8	Inventories for sale or use	325,745	8	315,499
	9	Prepaid expenses and deferred charges	2,049,370	9	2,347,621
	10a	Land, buildings, and equipment: cost or other basis. Complete Part VI of Schedule D — 10a: 103,735,652			
	b	Less: accumulated depreciation — 10b: 65,696,672	42,143,548	10c	38,038,980
	11	Investments - publicly traded securities		11	923
	12	Investments - other securities. See Part IV, line 11	4,908,435	12	5,021,286
	13	Investments - program-related. See Part IV, line 11		13	
	14	Intangible assets		14	
	15	Other assets. See Part IV, line 11	8,176,008	15	8,161,270
	16	**Total assets.** Add lines 1 through 15 (must equal line 34)	69,114,029	16	64,999,383
Liabilities	17	Accounts payable and accrued expenses	6,975,326	17	6,374,711
	18	Grants payable		18	
	19	Deferred revenue	2,838,178	19	2,811,264
	20	Tax-exempt bond liabilities		20	
	21	Escrow or custodial account liability. Complete Part IV of Schedule D		21	
	22	Payables to current and former officers, directors, trustees, key employees, highest compensated employees, and disqualified persons. Complete Part II of Schedule L		22	
	23	Secured mortgages and notes payable to unrelated third parties		23	
	24	Unsecured notes and loans payable to unrelated third parties		24	
	25	Other liabilities (including federal income tax, payables to related third parties, and other liabilities not included on lines 17-24). Complete Part X of Schedule D	3,032,859	25	2,866,798
	26	**Total liabilities.** Add lines 17 through 25	12,846,363	26	12,052,773
Net Assets or Fund Balances		**Organizations that follow SFAS 117, check here ▶ [X] and complete lines 27 through 29, and lines 33 and 34.**			
	27	Unrestricted net assets	52,386,261	27	51,603,797
	28	Temporarily restricted net assets	3,790,405	28	1,251,813
	29	Permanently restricted net assets	91,000	29	91,000
		Organizations that do not follow SFAS 117, check here ▶ [ ] and complete lines 30 through 34.			
	30	Capital stock or trust principal, or current funds		30	
	31	Paid-in or capital surplus, or land, building, or equipment fund		31	
	32	Retained earnings, endowment, accumulated income, or other funds		32	
	33	Total net assets or fund balances	56,267,666	33	52,946,610
	34	Total liabilities and net assets/fund balances	69,114,029	34	64,999,383

Part XI Reconciliation of Net Assets

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

1	Total revenue (must equal Part VIII, column (A), line 12)	1	90,753,760
2	Total expenses (must equal Part IX, column (A), line 25)	2	94,524,078
3	Revenue less expenses. Subtract line 2 from line 1	3	(3,770,318)
4	Net assets or fund balances at beginning of year (must equal Part X, line 33, column (A))	4	56,267,666
5	Other changes in net assets or fund balances (explain in Schedule O)	5	449,262
6	Net assets or fund balances at end of year. Combine lines 3, 4, and 5 (must equal Part X, line 33, column (B))	6	52,946,610

Part XII Financial Statements and Reporting

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

			Yes	No
1	Accounting method used to prepare the Form 990: ☐ Cash ☒ Accrual ☐ Other _____ If the organization changed its method of accounting from a prior year or checked "Other," explain in Schedule O.			
2a	Were the organization's financial statements compiled or reviewed by an independent accountant?	2a		X
b	Were the organization's financial statements audited by an independent accountant?	2b	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 in Schedule O.	2c	X	
d	If "Yes" to line 2a or 2b, check a box below to indicate whether the financial statements for the year were issued on a separate basis, consolidated basis, or both: ☐ Separate basis ☒ Consolidated basis ☐ Both consolidated and separate basis			
3a	As a result of a federal award, was the organization required to undergo an audit or audits as set forth in the Single Audit Act and OMB Circular A-133?	3a		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 in Schedule O and describe any steps taken to undergo such audits	3b		

PUBLIC DISCLOSURE COPY

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.** ▶ **See separate instructions.**

OMB No. 1545-0047

2011

Open to Public Inspection

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")						
2 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
3 The value of services or facilities furnished by a governmental unit to the organization without charge						
4 **Total.** Add lines 1 through 3						
5 The portion of total contributions by each person (other than a governmental unit or publicly supported organization) included on line 1 that exceeds 2% of the amount shown on line 11, column (f)						
6 **Public support.** Subtract line 5 from ln 4						

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
7 Amounts from line 4						
8 Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources						
9 Net income from unrelated business activities, whether or not the business is regularly carried on						
10 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)						
11 **Total support.** Add lines 7 through 10						

12 Gross receipts from related activities, etc. (see instructions) 12

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

Section C. Computation of Public Support Percentage

14 Public support percentage for 2011 (line 6, column (f) divided by line 11, column (f)) . . . . . 14 %

15 Public support percentage from 2010 Schedule A, Part II, line 14 . . . . . 15 %

16a **33 1/3% support test - 2011.** If the organization did not check the box on line 13, and line 14 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ▶ ☐

b **33 1/3% support test - 2010.** If the organization did not check a box on line 13 or 16a, and line 15 is 33 1/3% or more, check this box and **stop here.** The organization qualifies as a publicly supported organization . . . . . ▶ ☐

17a **10%-facts-and-circumstances test - 2011.** If the organization did not check a box on line 13, 16a, or 16b, and line 14 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization . . . . . ▶ ☐

b **10%-facts-and-circumstances test - 2010.** If the organization did not check a box on line 13, 16a, 16b, or 17a, and line 15 is 10% or more, and if the organization meets the "facts-and-circumstances" test, check this box and **stop here.** Explain in Part IV how the organization meets the "facts-and-circumstances" test. The organization qualifies as a publicly supported organization . . . . . ▶ ☐

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

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

(Complete only if you checked the box on line 9 of Part I or if the organization failed to qualify under Part II.
If the organization fails to qualify under the tests listed below, please complete Part II.)

Section A. Public Support

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
1 Gifts, grants, contributions, and membership fees received. (Do not include any "unusual grants.")	133,267,216	119,675,188	97,088,339	84,549,696	81,273,984	515,854,423
2 Gross receipts from admissions, merchandise sold or services performed, or facilities furnished in any activity that is related to the organization's tax-exempt purpose	9,064,763	9,637,723	9,430,903	7,867,211	6,420,140	42,420,740
3 Gross receipts from activities that are not an unrelated trade or bus. under sec 513						
4 Tax revenues levied for the organization's benefit and either paid to or expended on its behalf						
5 The value of services or facilities furnished by a governmental unit to the organization without charge						
6 **Total.** Add lines 1 through 5	142,331,979	129,312,911	106,519,242	92,416,907	87,694,124	558,275,163
7a Amounts included on lines 1, 2, and 3 received from disqualified persons	1,279,708	1,007,329	417,361	371,644	1,523,472	4,599,514
b Amounts included on lines 2 and 3 received from other than disqualified persons that exceed the greater of $5,000 or 1% of the amount on line 13 for the year						
c Add lines 7a and 7b	1,279,708	1,007,329	417,361	371,644	1,523,472	4,599,514
8 **Public support** (Subtract line 7c from line 6.)						553,675,649

Section B. Total Support

Calendar year (or fiscal year beginning in) ▶	(a) 2007	(b) 2008	(c) 2009	(d) 2010	(e) 2011	(f) Total
9 Amounts from line 6	142,331,979	129,312,911	106,519,242	92,416,907	87,694,124	558,275,163
10a Gross income from interest, dividends, payments received on securities loans, rents, royalties and income from similar sources	2,063,050	1,808,130	2,212,863	1,775,473	1,881,564	9,741,080
b Unrelated business taxable income (less section 511 taxes) from businesses acquired after June 30, 1975						
c Add lines 10a and 10b	2,063,050	1,808,130	2,212,863	1,775,473	1,881,564	9,741,080
11 Net income from unrelated business activities not included in line 10b, whether or not the business is regularly carried on				59,919		59,919
12 Other income. Do not include gain or loss from the sale of capital assets (Explain in Part IV.)	3,169,460	2,020,049	1,712,272	1,544,748	1,319,367	9,765,896
13 **Total support.** (Add lines 9, 10c, 11, and 12.)	147,564,489	133,141,090	110,444,377	95,797,047	90,895,055	577,842,058

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

Section C. Computation of Public Support Percentage

15	Public support percentage for 2011 (line 8, column (f) divided by line 13, column (f))	15	95.82 %
16	Public support percentage from 2010 Schedule A, Part III, line 15	16	95.51 %

Section D. Computation of Investment Income Percentage

17	Investment income percentage for **2011** (line 10c, column (f) divided by line 13, column (f))	17	1.69 %
18	Investment income percentage from **2010** Schedule A, Part III, line 17	18	1.87 %

19a **33 1/3% support tests - 2011.** If the organization did not check the box on line 14, and line 15 is more than 33 1/3%, and line 17 is not more than 33 1/3%, check this box and **stop here.** The organization qualifies as a publicly supported organization ▶ ☒

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

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

Schedule B
(Form 990, 990-EZ, or 990-PF)
Department of the Treasury
Internal Revenue Service

Schedule of Contributors

▶ **Attach to Form 990, Form 990-EZ, or Form 990-PF.**

OMB No. 1545-0047

2011

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

Organization type (check one):

Filers of:	**Section:**
Form 990 or 990-EZ	☒ 501(c)(3) (enter number) organization
	☐ 4947(a)(1) nonexempt charitable trust **not** treated as a private foundation
	☐ 527 political organization
Form 990-PF	☐ 501(c)(3) exempt private foundation
	☐ 4947(a)(1) nonexempt charitable trust treated as a private foundation
	☐ 501(c)(3) taxable private foundation

Check if your organization is covered by the **General Rule** or a **Special Rule.**
Note. Only a section 501(c)(7), (8), or (10) organization can check boxes for both the General Rule and a Special Rule. See instructions.

General Rule

☐ For an organization filing Form 990, 990-EZ, or 990-PF that received, during the year, $5,000 or more (in money or property) from any one contributor. Complete Parts I and II.

Special Rules

☒ For a section 501(c)(3) organization filing Form 990 or 990-EZ that met the 33 1/3% support test of the regulations under sections 509(a)(1) and 170(b)(1)(A)(vi) and received from any one contributor, during the year, a contribution of the greater of **(1)** $5,000 or **(2)** 2% of the amount on (i) Form 990, Part VIII, line 1h or (ii) Form 990-EZ, line 1. Complete Parts I and II.

☐ For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, total contributions of more than $1,000 for use exclusively for religious, charitable, scientific, literary, or educational purposes, or the prevention of cruelty to children or animals. Complete Parts I, II, and III.

☐ For a section 501(c)(7), (8), or (10) organization filing Form 990 or 990-EZ that received from any one contributor, during the year, contributions for use exclusively for religious, charitable, etc., purposes, but these contributions did not total to more than $1,000. If this box is checked, enter here the total contributions that were received during the year for an exclusively religious, charitable, etc., purpose. Do not complete any of the parts unless the **General Rule** applies to this organization because it received nonexclusively religious, charitable, etc., contributions of $5,000 or more during the year . . . . . ▶ $ _____

Caution. An organization that is not covered by the General Rule and/or the Special Rules does not file Schedule B (Form 990, 990-EZ, or 990-PF), but it **must** answer "No" on Part IV, line 2 of its Form 990; or check the box on line H of its Form 990-EZ or on Part I, line 2, of its Form 990-PF, to certify that it does not meet the filing requirements of Schedule B (Form 990, 990-EZ, or 990-PF),

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SCHEDULE C (Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Political Campaign and Lobbying Activities

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

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

OMB No. 1545-0047

2011

Open to Public Inspection

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

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

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

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

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

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

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

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

1 Provide a description of the organization's direct and indirect political campaign activities in Part IV.

2 Political expenditures . . . . . ▶ $

3 Volunteer hours . . . . . .

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

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

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

3 If the organization incurred a section 4955 tax, did it file Form 4720 for this year? . . . . . ☐ Yes ☐ No

4a Was a correction made? . . . . . ☐ Yes ☐ No

b If "Yes," describe in Part IV.

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

1 Enter the amount directly expended by the filing organization for section 527 exempt function activities . . . . . ▶ $

2 Enter the amount of the filing organization's funds contributed to other organizations for section 527 exempt 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-.
(1)					
(2)					
(3)					
(4)					
(5)					
(6)					

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

A Check ▶ ☐ if the filing organization belongs to an affiliated group (and list in Part IV each affiliated group member's name, address, EIN, expenses, and share of excess lobbying expenditures).

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

Limits on Lobbying Expenditures (The term "expenditures" means amounts paid or incurred.)	(a) Filing organization's totals	(b) Affiliated group totals
1a Total lobbying expenditures to influence public opinion (grass roots lobbying)		
b Total lobbying expenditures to influence a legislative body (direct lobbying)	5,445	
c Total lobbying expenditures (add lines 1a and 1b)	5,445	
d Other exempt purpose expenditures	87,048,913	
e Total exempt purpose expenditures (add lines 1c and 1d)	87,054,358	
f Lobbying nontaxable amount. Enter the amount from the following table in both columns.	1,000,000	
g Grassroots nontaxable amount (enter 25% of line 1f)	250,000	
h Subtract line 1g from line 1a. If zero or less, enter -0-		
i Subtract line 1f from line 1c. If zero or less, enter -0-		

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.

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

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

Lobbying Expenditures During 4-Year Averaging Period

Calendar year (or fiscal year beginning in)	(a) 2008	(b) 2009	(c) 2010	(d) 2011	(e) Total
2a Lobbying nontaxable amount	1,000,000	1,000,000	1,000,000	1,000,000	4,000,000
b Lobbying ceiling amount (150% of line 2a, column (e))					6,000,000
c Total lobbying expenditures	224,641	34,114	5,926	5,445	270,126
d Grassroots nontaxable amount	250,000	250,000	250,000	250,000	1,000,000
e Grassroots ceiling amount (150% of line 2d, column (e))					1,500,000
f Grassroots lobbying expenditures					

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

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

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

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

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

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

Part IV Supplemental Information

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

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SCHEDULE D (Form 990)

Department of the Treasury
Internal Revenue Service

Supplemental Financial Statements

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

▶ **Attach to Form 990.** ▶ **See separate instructions.**

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization
Focus on the Family

Employer identification number
95-3188150

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

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

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

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

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

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

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

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

			Held at the End of the Tax Year
a	Total number of conservation easements	2a	
b	Total acreage restricted by conservation easements	2b	
c	Number of conservation easements on a certified historic structure included in (a)	2c	
d	Number of conservation easements included in (c) acquired after 8/17/06 and not on a historic structure listed in the National Register.	2d	

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

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

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

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

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

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

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

Part III Organizations Maintaining Collections of Art, Historical Treasures, or Other Similar Assets.

Complete if the organization answered "Yes" to Form 990, Part IV, line 8.

1a If the organization elected, as permitted under SFAS 116 (ASC 958), not to report in its revenue statement and balance sheet works of art, historical treasures, or other similar assets held for public exhibition, education, or research in furtherance of public service, provide, in Part XIV, the text of the footnote to its financial statements that describes these items.

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

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

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

2 If the organization received or held works of art, historical treasures, or other similar assets for financial gain, provide the following amounts required to be reported under SFAS 116 (ASC 958) relating to these items:

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

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

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

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

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

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

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

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

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

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

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

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

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

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

	(a) Current year	(b) Prior year	(c) Two years back	(d) Three years back	(e) Four years back
1a Beginning of year balance	115,751	114,758	106,399	103,110	
b Contributions					
c Net investment earnings, gains, and losses	17,511	993	8,359	3,289	
d Grants or scholarships					
e Other expenditures for facilities and programs					
f Administrative expenses					
g End of year balance	133,262	115,751	114,758	106,399	

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 ▶ 68.29 %
c Temporarily restricted endowment ▶ 31.71 %

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

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

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

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

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

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

Part VII Investments - Other Securities. See Form 990, Part X, line 12.

(a) Description of security or category (including name of security)	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1) Financial derivatives		
(2) Closely-held equity interests		
(3) Other		
(A) Gift Annuities - CA	555,992	FMV
(B) Gift Annuities - WI	127,129	FMV
(C) Gift Annuities - Natl	4,338,165	FMV
(D)		
(E)		
(F)		
(G)		
(H)		
(I)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 12.) ▶	5,021,286	

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

(a) Description of investment type	(b) Book value	(c) Method of valuation: Cost or end-of-year market value
(1)		
(2)		
(3)		
(4)		
(5)		
(6)		
(7)		
(8)		
(9)		
(10)		
Total. (Column (b) must equal Form 990, Part X, col. (B) line 13.) ▶		

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

(a) Description	(b) Book value
(1) Website and Film Prod Costs - Net	1,867,889
(2) CSV of Life Insurance Policy	5,568,204
(3) Misc Other Assets	134,240
(4) Endowment Funds	133,262
(5) Construction in Progress	457,675
(6)	
(7)	
(8)	
(9)	
(10)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 15.) ▶	8,161,270

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

1. (a) Description of liability	(b) Book value
(1) Federal income taxes	
(2) Deferred Annuities	2,866,798
(3)	
(4)	
(5)	
(6)	
(7)	
(8)	
(9)	
(10)	
(11)	
Total. (Column (b) must equal Form 990, Part X, col. (B) line 25.) ▶	2,866,798

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

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

1	Total revenue (Form 990, Part VIII, column (A), line 12)	1	
2	Total expenses (Form 990, Part IX, column (A), line 25)	2	
3	Excess or (deficit) for the year. Subtract line 2 from line 1	3	
4	Net unrealized gains (losses) on investments	4	
5	Donated services and use of facilities	5	
6	Investment expenses	6	
7	Prior period adjustments	7	
8	Other (Describe in Part XIV.)	8	
9	Total adjustments (net). Add lines 4 through 8	9	
10	Excess or (deficit) for the year per audited financial statements. Combine lines 3 and 9	10	

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

1	Total revenue, gains, and other support per audited financial statements			1	
2	Amounts included on line 1 but not on Form 990, Part VIII, line 12:				
a	Net unrealized gains on investments	2a			
b	Donated services and use of facilities	2b			
c	Recoveries of prior year grants	2c			
d	Other (Describe in Part XIV.)	2d			
e	Add lines **2a** through **2d**			2e	
3	Subtract line **2e** from line **1**			3	
4	Amounts included on Form 990, Part VIII, line 12, but not on line **1:**				
a	Investment expenses not included on Form 990, Part VIII, line 7b	4a			
b	Other (Describe in Part XIV.)	4b			
c	Add lines **4a** and **4b**			4c	
5	Total revenue. Add lines **3** and **4c.** (This must equal Form 990, Part I, line 12.)			5	

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

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

Part XIV Supplemental Information

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

Collections descriptions (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 XIV Supplemental Information (continued)

02. Endowment funds intended uses (Part V, line 4)

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

The end of year balance indicated on schedule D, Part V, Line 1G, consists of a permanent endowment of $91,000 (also classified as permanently restricted net assets on Form 990, Part X, Line 29) and accumulated undesignated endowment earnings of $42,262.

03. Other change in net assets (Part XI, line 8)

Net unrealized losses on investments

04. Footnote for uncertain tax position under FIN 48 (Part X)

The financial statement effects of a tax position taken or expected to be taken are recognized in the consolidated financial statements when it is more likely than not, based on the technical merits, that the position will be sustained upon examination. Interest and penalties, if any, are included in expenses in the consolidated statements of activities. As of September 30, 2012, Focus had no uncertain tax positions that qualify for recognition or disclosure in the consolidated financial statements.

Schedule F (Form 990)

Department of the Treasury
Internal Revenue Service

Statement of Activities Outside the United States

▶ **Complete if the organization answered "Yes" to Form 990, Part IV, line 14b, 15, or 16.**

▶ **Attach to Form 990.** ▶ **See separate instructions.**

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

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

1 **For grantmakers.** Does the organization maintain records to substantiate the amount of 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 region	(d) Activities conducted in region (by type) (e.g., fundraising, program services, investments, grants to recipients located in the region)	(e) If activity listed in (d) is a program service, describe specific type of service(s) in region	(f) Total expenditures for and investments in region
(1) Central America and the Carribean			Program services	Marriage & Parenting	587,990
(2) East Asia and the Pacific			Program services	Character Training	664,128
(3) Europe (including Iceland and Greenland)			Program services	Marriage & Parenting	76,605
(4) Middle East and North Africa			Program services	Worldview Seminars	258,415
(5) North America (Not the United States)			Program services	Marriage & Parenting	11,616
(6) South Asia			Program services	Worldview Seminars	90,000
(7) Sub-Saharan Africa			Program services	Character training	212,064
(8)					
(9)					
(10)					
(11)					
(12)					
(13)					
(14)					
(15)					
(16)					
(17)					
3a Sub-total					1,900,818
b Total from continuation sheets to Part I					
c **Totals** (add lines 3a and 3b)					1,900,818

Part II **Grants and Other Assistance to Organizations or Entities Outside the United States.** Complete if the organization answered "Yes" to Form 990, Part IV, line 15, for any recipient who received more than $5,000. Check this box if no one recipient received more than $5,000 . . . . . ▶ ☐

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 non-cash assistance	(h) Description of non-cash assistance	(i) Method of valuation (book, FMV, appraisal, other)
(1)		East Asia and the Pacific	Character	155,178	Wire trans			
(2)		North America (Not the United States)	Marriage &	11,616	Wire trans			
(3)		Central America and the Carribean	Marriage &	371,811	Wire trans			
(4)		Central America and the Carribean	Spanish ra	212,500	Wire trans			
(5)		Middle East and North Africa	Worldview	258,415	Wire trans			
(6)		South Asia	Worldview	90,000	Wire trans			
(7)		East Asia and the Pacific	Character	53,823	Wire trans			
(8)		Europe (including Iceland and Greenland)	Marriage &	76,605	Wire trans			
(9)		East Asia and the Pacific	Character	284,498	Wire trans			
(10)		East Asia and the Pacific	Office sup	116,374	Wire trans			
(11)		Sub-Saharan Africa	Character	212,064	Wire trans			
(12)		East Asia and the Pacific	Character	29,255	Wire trans			
(13)		Central America and the Carribean	Marriage &			1,719	Travel & S	Book
(14)		Central America and the Carribean	Worldview			1,960	Travel & S	Book
(15)		East Asia and the Pacific	Find famil	25,000	Wire trans			
(16)								

2 Enter total number of recipient organizations listed above that are recognized as charities by the foreign country, recognized as tax-exempt by the IRS, or for which the grantee or counsel has provided a section 501(c)(3) equivalency letter . . . . . ▶ 15

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

PUBLIC DISCLOSURE COPY

Part IV Foreign Forms

1	Was the organization a U.S. transferor of property to a foreign corporation during the tax year? If "Yes," the organization may be required to file Form 926, Return by a U.S. Transferor of Property to a Foreign Corporation (see Instructions for Form 926)	☐ Yes	☒ No
2	Did the organization have an interest in a foreign trust during the tax year? If "Yes," the organization may be required to file Form 3520, Annual Return to Report Transactions with Foreign Trusts and Receipt of Certain Foreign Gifts, and/or Form 3520-A, Annual Information Return of Foreign Trust With a U.S. Owner (see Instructions for Forms 3520 and 3520-A)	☐ Yes	☒ No
3	Did the organization have an ownership interest in a foreign corporation during the tax year? If "Yes," the organization may be required to file Form 5471, Information Return of U.S. Persons With Respect To Certain Foreign Corporations. (see Instructions for Form 5471)	☐ Yes	☒ No
4	Was the organization a direct or indirect shareholder of a passive foreign investment company or a qualified electing fund during the tax year? If "Yes," the organization may be required to file Form 8621, 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 file Form 5713, International Boycott Report (see Instructions for Form 5713)	☐ Yes	☒ No

Part V Supplemental Information

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

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

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

PUBLIC DISCLOSURE COPY

SCHEDULE G
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information Regarding Fundraising or Gaming Activities

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

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

Part I **Fundraising Activities.** Complete if the organization answered "Yes" to Form 990, Part IV, line 17. 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 ☒ Mail solicitations
b ☒ Internet and email solicitations
c ☒ Phone solicitations
d ☒ In-person solicitations
e ☒ Solicitation of non-government grants
f ☐ Solicitation of government grants
g ☒ Special fundraising events

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

b If "Yes," list the ten highest paid individuals or entities (fundraisers) pursuant to agreements under which the fundraiser is to be compensated at least $5,000 by the organization.

(i) Name and address of individual or entity (fundraiser)	(ii) Activity	(iii) Did fundraiser have custody or control of contributions? Yes	(iii) No	(iv) Gross receipts from activity	(v) Amount paid to (or retained by) fundraiser listed in col. (i)	(vi) Amount paid to (or retained by) organization
1 Campbell Rinker	Consulting		X		8,900	(8,900)
2 J Allen Design	Consulting		X		6,834	(6,834)
3 SilverPOP Systems	Consulting		X		6,635	(6,635)
4 Teradata Operations	Consulting		X		175,100	(175,100)
5						
6						
7						
8						
9						
10						
Total ▶					197,469	(197,469)

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.

Alabama, Alaska, Arkansas, California, Colorado,
Connecticut, Dist. of Coloumbia, Delaware, Florida, Georgia,

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

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

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

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

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

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

b If "No," explain: _____

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

b If "Yes," explain: _____

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

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

13 Indicate the percentage of gaming activity operated in:

a The organization's facility 13a %

b An outside facility 13b %

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

01. Fundraiser custody or control of funds (Part I, line 2b (iii))

None of the fundraising consultants received any funds directly from a donor. All contributions were received by the organization.

02. Fundraiser agreements (Part I, line 2b(v))

Focus on the Family paid Masterworks a total of $1,388,187, which consisted of fundraising consulting of $130 and creative services of $1,388,057. Focus on the Family has an agreement with Masterworks to provide fundraising consulting and services with the agreement stating that the fees and expenses are paid separately. This is consistent with the presentation on Form 990, part IX.

SCHEDULE I
(Form 990)

Department of the Treasury
Internal Revenue Service

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

Complete if the organization answered "Yes" to Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

Part I General Information on Grants and Assistance

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

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Governments and Organizations in the United States. Complete if the organization answered "Yes" to Form 990, Part IV, line 21, for any recipient that received more than $5,000. Check this box if no one recipient received more than $5,000. 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 non-cash assistance	(h) Purpose of grant or assistance
(1) Massachusetts Family Institute 100 Trade Center, St 01801	04-3113783	501(c)(3)	15,958				Conference
(2) Minnesota Family Institute 2855 Anthony Lane S, 55418	41-1439560	501(c)(3)	30,958				Voter Regist
(3) Missouri Family Policy Council 229 Chesterfield Bus 63005	26-1215011	501(c)(3)	17,667				RLA
(4) Protect Marriage Maine 864 Manchester Rd 04917	45-5090604	501(c)(3)	25,000				SSM Referend
(5) Chuck Colson Center 44180 Riverside Park 20176	27-2996285	501(c)(3)	25,000				Manhattan Pr
(6) Alternatives Pregnancy Center 1440 Blake St, Ste 2 80202	74-2218129	501(c)(3)		35,376		Ultrasound	Provide Med
(7) Riverside Life Services 3727 McCray Street 92506	33-0738512	501(c)(3)	9,300				Training
(8) St Louis Pregnancy Resource Ct 305A Mid Rivers Mall 63376	43-1304395	501(c)(3)		20,796		Ultrasound	Provide Med
(9) St Louis Pregnancy Resource Ct 11977 St Charles Roc 63044	43-1304395	501(c)(3)	16,500				Training
(10) Lane Pregnancy Support Center 142 E 13th 97401	93-0882559	501(c)(3)		25,995		Ultrasound	Provide Med
(11) The Source for Women 6009 Avenue, Ste 130 77057	76-0025661	501(c)(3)	16,500				Training
(12) Pregnancy Resource Ctr of the 16909 Parthenia St, 91343	95-4184344	501(c)(3)	9,500				Training

2 Enter total number of section 501(c)(3) and government organizations listed in the line 1 table . . . . . ▶ 30

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

PUBLIC DISCLOSURE COPY

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

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

Complete if the organization answered "Yes" to Form 990, Part IV, line 21 or 22.

▶ Attach to Form 990.

OMB No. 1545-0047

2011

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Name of the organization

Focus on the Family

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95-3188150

Part I General Information on Grants and Assistance

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

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Governments and Organizations in the United States.

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

1 (a) Name and address of organization or government	(b) EIN	(c) IRC 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
(1) Care Net Pegnancy Ctr of Burli 56 Colchester Avenue 05401	03-0297936	501(c)(3)		25,032		Ultrasound	Provide Med
(2) Life Centers of Ventura County 522 North A Street, 93030	90-0048781	501(c)(3)	9,500				Training
(3) Agape Pregnancy Center 3212 Northwestern Dr 78238	74-2809910	501(c)(3)	9,300				Training
(4) Horizon Pregnancy Center 15061 Springdale St, 92649	75-3132920	501(c)(3)	9,500				Training
(5) Real Options 3315 Almaden Express 95118	94-2820673	501(c)(3)		31,180		Ultrasound	Provide Med
(6) Lincoln Crisis Pregnancy Ctr 4247 O St 68510	47-0662813	501(c)(3)		20,796		Ultrasound	Provide Med
(7) Care Net Pregnancy Resource Ct 100 Edgewood Ave, St 30303	20-0478411	501(c)(3)	10,000				Enhancement
(8) Choices Pregnancy Resource Ctr 3560 Temple Ave, Ste 91768	26-0605200	501(c)(3)	9,500				Training
(9) Alternate Avenues 9675 Monte Vista, Un 91763	33-0482936	501(c)(3)	6,400				Training
(10) Pregnancy Res Ctr of South Hil 101 Drake Rd, Ste A 15241	25-1613161	501(c)(3)		20,796		Unltrasound	Provide Med
(11) Choices Pregnancy Svcs 626 Fifth Ave 15108	25-1528068	501(c)(3)	10,000				Ultrasound
(12) Hope Pregnancy Center 716 N Broad St 19130	23-2676655	501(c)(3)	10,000				Enhancement

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

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

PUBLIC DISCLOSURE COPY

SCHEDULE I (Form 990)

Department of the Treasury
Internal Revenue Service

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

Complete if the organization answered "Yes" to Form 990, Part IV, line 21 or 22.

▶ **Attach to Form 990.**

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

Part I General Information on Grants and Assistance

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

2 Describe in Part IV the organization's procedures for monitoring the use of grant funds in the United States.

Part II Grants and Other Assistance to Governments and Organizations in the United States.

Complete if the organization answered "Yes" to Form 990, Part IV, line 21, for any recipient that received more than $5,000. Check this box if no one recipient received more than $5,000. 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 non-cash assistance	(h) Purpose of grant or assistance
(1) Riverside Life Services 3727 McCray St 92506	33-0738512	501(c)(3)		20,796		Ultrasound	Provide Med
(2) Life Services of Spokane 2659 N Ash St 99205	91-1494402	501(c)(3)	21,800				Training
(3) First Choice Services 860 E Sahara 89104	16-1706155	501(c)(3)	11,200				Enhancement
(4) Hope Resource Center 2700 Painter Ave 37919	58-1592223	501(c)(3)	28,800				Training
(5) St Louis Pregnancy Resource Ct 305A Mid Rivers Mall 63376	43-1304395	501(c)(3)	16,500				Training
(6) Real Choices Pregnancy Resourc 1285 Centaur Village 80026	84-1097182	501(c)(3)	9,500				Training
(7)							
(8)							
(9)							
(10)							
(11)							
(12)							

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

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

PUBLIC DISCLOSURE COPY

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

(a) Type of grant or assistance	(b) Number of recipients	(c) Amount of cash grant	(d) Amount of non-cash assistance	(e) Method of valuation (book, FMV, appraisal, other)	(f) Description of non-cash assistance
1 Cash grants	468	74,950			
2 Materials grants	6,892		1,005,593	Cost of goods	Books and materials
3 Program grants	12		10,780	Cost of program	Counseling assistance
4					
5					
6					
7					

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

Monitoring procedures (Part I, line 2)

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

PUBLIC DISCLOSURE COPY

SCHEDULE J (Form 990)

Department of the Treasury
Internal Revenue Service

Compensation Information

For certain Officers, Directors, Trustees, Key Employees, and Highest Compensated Employees

▶ **Complete if the organization answered "Yes" to Form 990, Part IV, line 23.**

▶ **Attach to Form 990.** ▶ **See separate instructions.**

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

Part I Questions Regarding Compensation

			Yes	No
1a	Check the appropriate box(es) if the organization provided any of the following to or for a person listed in Form 990, Part VII, Section A, line 1a. Complete Part III to provide any relevant information regarding these items.			
	☒ First-class or charter travel	☐ Housing allowance or residence for personal use		
	☒ Travel for companions	☐ Payments for business use of personal residence		
	☒ Tax indemnification and gross-up payments	☐ Health or social club dues or initiation fees		
	☐ Discretionary spending account	☐ Personal services (e.g., maid, chauffeur, chef)		
b	If any of the boxes 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	1b	X	
2	Did the organization require substantiation prior to reimbursing or allowing expenses incurred by all officers, directors, trustees, and the CEO/Executive Director, regarding the items checked in line 1a?	2	X	
3	Indicate which, if any, of the following the filing organization used to establish the compensation of the organization's CEO/Executive Director. Check all that apply. Do not check any boxes for methods used by a related organization to establish compensation of the CEO/Executive Director. Explain in Part III.			
	☒ Compensation committee	☐ Written employment contract		
	☐ Independent compensation consultant	☒ Compensation survey or study		
	☒ Form 990 of other organizations	☒ Approval by the board or compensation committee		
4	During the year, did any person listed in Form 990, Part VII, Section A, line 1a, with respect to the filing organization or a related organization:			
a	Receive a severance payment or change-of-control payment?	4a		X
b	Participate in, or receive payment from, a supplemental nonqualified retirement plan?	4b		X
c	Participate in, or receive payment from, an equity-based compensation arrangement?	4c		X
	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) and 501(c)(4) organizations must complete lines 5-9.			
5	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the revenues of:			
a	The organization?	5a		X
b	Any related organization?	5b		X
	If "Yes" to line 5a or 5b, describe in Part III.			
6	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization pay or accrue any compensation contingent on the net earnings of:			
a	The organization?	6a		X
b	Any related organization?	6b		X
	If "Yes" to line 6a or 6b, describe in Part III.			
7	For persons listed in Form 990, Part VII, Section A, line 1a, did the organization provide any non-fixed payments not described in lines 5 and 6? If "Yes," describe in Part III	7		X
8	Were any amounts reported in Form 990, Part VII, paid or accrued pursuant to a contract that was subject to the initial contract exception described in Regulations section 53.4958-4(a)(3)? If "Yes," describe in Part III	8		X
9	If "Yes" to line 8, did the organization also follow the rebuttable presumption procedure described in Regulations section 53.4958-6(c)?	9		

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

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

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

(A) Name		(B) Breakdown of W-2 and/or 1099-MISC compensation			(C) Retirement and other deferred compensation	(D) Nontaxable benefits	(E) Total of columns (B)(i)-(D)	(F) Compensation reported as deferred in prior Form 990
		(i) Base compensation	(ii) Bonus & incentive compensation	(iii) Other reportable compensation				
1 James D Daly	(i)	0	0	0	0	0	0	0
	(ii)	224,433	12,105	1,689	13,474	14,052	265,753	0
2 Daniel R Mellema	(i)	0	0	0	0	0	0	0
	(ii)	140,419	200	0	8,480	14,052	163,151	0
3 Clark Miller	(i)	158,682	200	1,844	7,046	14,052	181,824	0
	(ii)	0	0	0	0	0	0	0
4 Stanley R John	(i)	143,338	200	867	7,454	14,052	165,911	0
	(ii)	0	0	0	0	0	0	0
5 Thomas A Minnery	(i)	0	0	0	0	0	0	0
	(ii)	141,440	200	1,082	8,503	9,900	161,125	0
6 Robert Wood	(i)	141,143	200	468	4,673	14,052	160,536	0
	(ii)	0	0	0	0	0	0	0
7 Ken Windebank	(i)	143,755	1,524	687	0	14,052	160,018	0
	(ii)	0	0	0	0	0	0	0
8 Tim Goeglein	(i)	0	0	0	0	0	0	0
	(ii)	139,863	700	0	3,845	14,052	158,460	0
9	(i)							
	(ii)							
10	(i)							
	(ii)							
11	(i)							
	(ii)							
12	(i)							
	(ii)							
13	(i)							
	(ii)							
14	(i)							
	(ii)							
15	(i)							
	(ii)							
16	(i)							
	(ii)							

PUBLIC DISCLOSURE COPY

Part III Supplemental Information

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

01. Benefit information (Part I, line 1a)

Jim Daly has flown first-class for international travel and occasionally for domestic flights. This is most often the result of airline upgrades and frequent flyer programs.

Travel for companions was provided to Jim Daly and Ken Windebank. The cost of the companion travel is included in employee compensation.

On an annual basis, the organization calculates the cost of laptop and tablet computers provided to the disqualified individuals. This calculated amount is grossed up for any tax impact and included in employee compensation.

PUBLIC DISCLOSURE COPY

SCHEDULE L
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Transactions With Interested Persons

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

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

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

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

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

1	(a) Name of disqualified person	(b) Description of transaction	(c) Corrected? Yes	(c) Corrected? No
(1)				
(2)				
(3)				
(4)				
(5)				
(6)				

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

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

Part II Loans to and/or From Interested Persons.

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

	(a) Name of interested person and purpose	(b) Loan to or from the organization? To	(b) Loan to or from the organization? From	(c) Original principal amount	(d) Balance due	(e) In default? Yes	(e) In default? No	(f) Approved by board or committee? Yes	(f) Approved by board or committee? No	(g) Written agreement? Yes	(g) Written agreement? No
(1)											
(2)											
(3)											
(4)											
(5)											
(6)											
(7)											
(8)											
(9)											
(10)											
Total	. . . . . ▶ $										

Part III Grants or Assistance Benefiting Interested Persons.

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

	(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount and type of assistance
(1)			
(2)			
(3)			
(4)			
(5)			
(6)			
(7)			
(8)			
(9)			
(10)			

Part IV Business Transactions Involving Interested Persons.

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

(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues? Yes	(e) Sharing of organization's revenues? No
(1) Jeremy Woodard	Son-in-law of D Vill	12,967	Wage from employment		X
(2) Matthew Mellema	Son of D Mellema	15,106	Wage from employment		X
(3) CSK Strategic Marketing Group	Former Key Employee	1,333,939	CSK perform mktg svc		X
(4)					
(5)					
(6)					
(7)					
(8)					
(9)					
(10)					

Part V Supplemental Information

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

01. 990 Schedule L Placeholder 1

(a) Jeremy Woodard

(b) Son-in-law of Daniel Villanueva, Board Member

(c) $ 12,967

(d) Jeremy received wages related to his employment as a Business Analyst for Focus on the Family. He worked for part of the year with Focus on the Family and for part of the year with CitizenLink.

(e) Sharing of organization revenues? = No

02. 990 Schedule L Placeholder 2

(a) Matthew Mellema

(b) Son of Daniel Mellema, CFO

(c) $ 15,106

(d) Matthew received wages related to his employment as a Guest Relations Asst for Focus on the Family

(e) Sharing of organization revenues? = No

03. 990 Schedule L Placeholder 3

(a) CSK Strategic Marketing Group Inc.

(b) former key employee is CEO and greater than 5% owner

(c) $ 1,333,939

Part IV Business Transactions Involving Interested Persons.

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

	(a) Name of interested person	(b) Relationship between interested person and the organization	(c) Amount of transaction	(d) Description of transaction	(e) Sharing of organization's revenues? Yes	(e) Sharing of organization's revenues? No
(1)						
(2)						
(3)						
(4)						
(5)						
(6)						
(7)						
(8)						
(9)						
(10)						

Part V Supplemental Information

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

(d) CSK Strategic Marketing Group Inc. (CSK) and Focus on the Family (Focus) have entered into a three year business agreement whereby CSK will perform marketing services for Focus. A former key employee, Steve Maegdlin, is the CEO of CSK Strategic Marketing Group Inc. (CSK) and owns more than 5% of CSK.

(e) sharing of organization revenues? = No

SCHEDULE M (Form 990)

Department of the Treasury
Internal Revenue Service

Noncash Contributions

▶ **Complete if the organizations answered "Yes" on Form 990, Part IV, lines 29 or 30.**

▶ **Attach to Form 990.**

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

Part I Types of Property

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

			Yes	No
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		
30a	During the year, did the organization receive by contribution any property reported in Part I, lines 1-28 that it must hold for at least three years from the date of the initial contribution, and which is not required to be used for exempt purposes for the entire holding period?	30a		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 non-standard 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 did not report an amount in column (c) for a type of property for which column (a) is checked, describe in Part II.			

Part II **Supplemental Information.** Complete this part to provide the information required by Part I, lines 30b, 32b, and 33, 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.

Column B includes the number of individual gifts.

SCHEDULE O
(Form 990 or 990-EZ)

Department of the Treasury
Internal Revenue Service

Supplemental Information to Form 990 or 990-EZ

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

▶ **Attach to Form 990 or 990-EZ.**

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

01. Member election for additional members (Part VI, line 7a)

During the taxable year, two members retired from the Board of Directors and two new members were elected to the Board.

Retiring Board members

. Elsa P Broekhuizen

. Dr Kathleen Nielson

New Board members

. Tricia Esser

. Dr Joan Singleton

02. Governing body decisions (Part VI, line 7b)

General disclosure regarding legal fees and corporate secretary Holland & Knight LLP, a law firm in which Stu Mendelsohn, Corporate Secretary for Focus on the Family (Focus), is a partner, provides legal counsel for Focus. Compensation paid to Holland & Knight LLP during FYE September 30, 2012 was $715,758, which includes the reimbursement of expenses. The board at large has considered these fees and holds that they are at or below market rates for the services performed.

03. Form 990 governing body review (Part VI, line 11)

Form 990 was reviewed in detail by the Audit/Finance Committee of the Board of Directors. A copy of the 990 was provided to all board members before filing with the IRS. Form 990 was also reviewed by the organization's outside CPA firm.

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

04. Conflict of interest policy compliance (Part VI, line 12c)

Annual disclosure statements are signed by directors, officers and all employees.

05. CEO, executive director, top management comp (Part VI, line 15a)

The Compensation Committee of the Board of Directors determines compensation of the organization's CEO by reviewing comparability data and contemporaneous substantiation. These deliberations and decisions regarding officer compensation are documented annually. The voting members of this committee are independent directors of the organization.

06. Other officer or key employee compensation (Part VI, line 15b

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

07. Governing documents, etc, available to public (Part VI, line 19)

The organization makes its organizing documents available by written request. Also, the organization makes its audited financial statements and Forms 990 available on its website.

08. Audited by an independent accountant (Part XII, line 2b)

Audit Committee of the Board of Directors

The Audit Committee of the Board of Directors reviews the results of the annual financial audit. The committee oversees the selection of the independent auditors.

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

09. Explanation of other changes in net assets or fund balances (Part XI, line 5)

Net unrealized loss on securities	449,264
(Audit related Mark to Market adjustment)	
Rounding	(2)
Total	449,262

10. Average hours per week devoted to related organizations (Part VII, Col B)

Average hours per week devoted to related organizations as employees of a related organization, the following individuals listed on form 990, Part VII, Section A, Line 1a devoted an average of 45 hours per week to the related organization:

James D. Daly

Daniel R. Mellema

Thomas A. Minnery

Tim Goeglein

11. General explanation attachment

ORGANIZATIONAL MISSION STATEMENT

Focus on the Family (Focus) is a nondenominational religious organization whose primary objective is to spread the Gospel of Jesus Christ by helping to preserve traditional values and the institution of the family. The primary means of accomplishing these goals are radio broadcasts, periodicals, books, films, videos, internet and events which share the message with constituents, schools, churches and the public at large in the United States as well as around the world.

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

General disclosure regarding Dr. James Dobson and Focus on the Family

Throughout the years, Focus on the Family (Focus) has offered many of Dr. James Dobson's books and tapes for distribution. These materials have been purchased from the publishers of the books (not from Dr. Dobson or James Dobson, Inc.), at much greater discounts than usual, because of the nature of the ministry and distribution of materials at Focus (royalties have been waived by Dr. Dobson in order to guarantee maximum discounts to Focus on purchases). Focus also offers products authored by Shirley M. Dobson, as well as Danae and Ryan Dobson (children of Dr. James and Shirley Dobson), under similar agreements.

The Ministries of Focus on the Family

Focus on the Family . Colorado Springs, CO 80995 . 719-531-3400

http://www.FocusontheFamily.com

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

BROADCAST MINISTRIES

Focus on the Family Broadcast (www.focusonthefamily.com/radio)

The Focus on the Family program offers real-life, Bible-based insights for everyday

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

families, with real help for marriage and parenting from families who are in the trenches with you. Hosted by Jim Daly and John Fuller.

The vast radio network carrying the daily Focus on the Family (FOF) broadcast continues to expand in the number of facilities and programs offered. Every week it is aired on over 2,707 facilities (which include terrestrial stations, their translators, satellite radio and streams) throughout the U.S. with approximately 369 facilities around the world. From the daily English program, a daily 15-minute program is excerpted, scripted and then translated into French, Russian, Hindi, Tamil, Telugu and Spanish, airing on over 951 facilities across Europe, the Commonwealth of Independent States (CIS), and Latin America. This daily broadcast is offered as a resource on audio CD, Podcast, MP3 or online streaming audio. The daily Focus on the Family program is also available on Salem Communication's OnePlace.com website and Stitcher among other web locations.

Focus on the Family Commentary Broadcast

This 90-second practical "family help" feature that provides commentary by Focus on the Family President Jim Daly is now carried every day by over 298 general market radio facilities. Families around the world are finding advice meeting needs in their lives, as well. Not only is the English language commentary heard in dozens of cities such as Singapore and Johannesburg, it is also translated into various languages and airs in countries such as Argentina, Indonesia, mainland China, and Slovakia. The broadcast is carried every day across the world from around 1,763 facilities.

Focus on the Family Minute (FOFM) Broadcast

This 60-second radio feature is composed of excerpts from the 30-minute broadcast. It presents a snapshot of useful family-related information while also serving as an introduction for new listeners to the daily program. FOFM now airs on over 2,281

facilities in the United States and with around 771 facilities overseas.

Focus on the Family With Dr. Bill Maier TV

This short form television feature of roughly 90 seconds in length airs three times per week on local news stations across the country. It is currently airing on 61 stations some of which are affiliated with TV networks. The feature is set-up in a news story format consisting of a host (Dr. Maier) covering family or parenting oriented stories and content. Focus on the Family experts are used as well as information from Focus on the Family web resources.

Bill Maier Family Minute

This daily 1-minute customized commentary airs on 231 Christian music facilities and networks. Dr. Maier offers encouragement and advice on topics relevant to parenting and marriage.

Weekend Magazine (Christian) Broadcast

Airing on over 1,732 facilities nationwide and 105†facilities in Canada, plus 125 facilities across the world, this weekly broadcast provides a variety of advice and encouragement about marriage, parenting, health, finances and entertainment. Designed for busy families, this program addresses a variety of topics in a fast-paced, educational and easy-to-listen-to format. This version is hosted by John Fuller.

Weekend Magazine (General Market) Broadcast

Weekend Magazine also airs on approximately 151 non-religious radio facilities across the United States. This version is nearly identical, minus 7-minutes of content to accommodate the longer commercial breaks on general market stations.

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

Adventures In Odyssey Broadcast

For more than 20 years, Adventures in Odyssey has offered thousands of families hope, encouragement and important life lessons based on biblical truths applicable to people of all ages. The program reached an industry milestone in 2008, becoming the longest-running weekly drama with a consistent cast of characters! Adventures in Odyssey is now heard on over 4,073 radio facilities worldwide. The daily Adventures in Odyssey program is also available on Salem Communication's OnePlace.com website.

Plugged In Movie Review Broadcast

Currently airing on more than 1,946 radio facilities, the Plugged In Movie Review highlights a motion picture release each week and breaks down the content into a 60-second and a 120-second snapshot (radio stations are free to choose which version they prefer). Of the above facilities, 678 air a live version of the weekly review, while 405 facilities air the DVD version.

Focus on the Family Radio Theatre Broadcast

Relaunched in 2010, the Focus on the Family Radio Theatre broadcast is heard on 527 facilities each week. Radio Theatre features classic stories brought to life with motion picture-quality cast and sound. Radio Theatre has received the prestigious Peabody Award for its production of "Bonhoeffer: The Cost of Freedom."

Enfoque a la Familia Broadcast

Enfoque a la Familia's mission is to reach the Hispanic community of the United States with the truth of the Gospel through strengthening and upholding the Hispanic family. The Enfoque a la Familia radio broadcast is currently airing on about 206 facilities throughout the U.S. and on approximately 835 facilities outside the U.S.

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

Comentario de la Enfoque a la Familia Program

A 90-second Spanish-language feature that provides marriage and family advice is heard on 137 facilities.

Conectados Program

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

ONLINE MINISTRIES

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

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

Marriage (www.focusonthefamily.com/marriage)

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

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

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

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

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

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

Pluggedin.com (www.pluggedin.com)

Now reaching over 1 million visits per month (15MM annually), this Focus website posts timely reviews of what's playing in theaters each week (and an ongoing archive), television programming, popular CDs and video games. These reviews focus on the messages being conveyed, both positively and negatively. The PLUGGEDIN.COM website also tackles many of the most popular questions being asked by our readership as well as offering practical advice about becoming more discerning regarding today's media.

PluggedIn also produces an entertainment podcast each week, and in the spirit of hearing back from our constituency, Plugged In has launched its own blog. Practical entertainment help and advice can be found at the "Family Room" section of the website. In addition, the Plugged In Movie Review radio features are currently airing on nearly 700 radio stations, heard each week by an audience in excess of 7 million. A video version of the same feature airs on a number of cable outlets to an estimated viewership of 1.6 million weekly.

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

COLLEGE STUDENT MINISTRY

Focus Leadership Institute (www.focusleadership.org)

Launched in 1995, the Institute offers young people a life-changing, semester-long experience that helps them develop a healthy Christian worldview and equips them to use this understanding to shape their families, their communities and their culture. Participants may receive college credit while undergoing intensive training on leadership roles in the family, the church and society at large.

The Boundless Project (www.boundless.org)

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

Briargate Media (www.briargatemedia.com)

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

GOVERNMENT AND PUBLIC POLICY

Now more than ever, we at Focus on the Family recognize the need to make our voices heard

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

in the public square. Protecting life, marriage and religious liberties are among the front burner issues that impact the family. Our Government and Public Policy outreach addresses these issues and more through a number of venues. In-house experts grapple with contemporary social issues and then produce educational and motivational resources for the Focus audience.

Family News In Focus Online (www.citizenlink.com/category/radio-news/)

The Family News In Focus (FNIF) website contains on-demand audio of our radio reports. The daily radio news and commentary broadcast program informs citizens about current events, and challenges them to take action on pro-family matters. They are posted daily online.

CitizenLink (www.citizenlink.com/)

CitizenLink Web site provides a biblical perspective on national and local news as well as offer[sks]s techniques for grassroots activism.† The CitizenLink daily email, created by the Public Policy staff, offers a Christian perspective on significant current events and legislation, as well as "Action items" that offers resources for further involvement.

Day of Dialogue (www.Dayofdialogue.com)

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

TrueTolerance (www.TrueTolerance.org)

This web site is for parents and families who are concerned about what their schools are teaching about sensitive topics, including bullying and sexuality. The web site offers

information and tips for parents, such as how to approach school officials with concerns. It also provides a mechanism for them to email packets of information to their school officials outlining information on parental rights and familiesí religious freedoms.

Analysis (www.citizenlink.com/analysis)

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

Thriving Pastor (www.ThrivingPastor.org)

The website was created to come alongside pastors as they endeavor to serve the Lord in these most difficult days. The mission is to facilitate spiritual, emotional and physical health in the life of the pastor and to provide resources and services that would offer support and encouragement to the pastorís personal life, family and ministry.

PERIODICALS

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

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

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

Focus on the Family's Citizen Magazine (www.citizenlink.com/citizen-magazine/)

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

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

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

Focus on the Family Clubhouse, Jr. Magazine (www.clubhousemagazine.com/club_jr/)

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

Pastor to Pastor CD Audio Series

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

solid biblical insights on topics such as finances, parenting stages, burnout, suffering, conflict, personal devotions and restoration. One hundred two editions have been produced since 1992 and are now available online for listening or downloading.

Thriving Pastor Connection weekly e-mail (www.ThrivingPastor.org)

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

FAMILY RESOURCES

Book Publishing (resources.family.org/)

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

Films and Videos (resources.family.org/)

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

PERSONAL TOUCH MINISTRIES

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

Strategic Alliance Services

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

Christian Worldview Ministry (www.thetruthproject.org)

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

Relationship Services

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

Counseling

Many of those who come to us require specialized care. Focus on the Family (Focus) is

increasingly called upon to assist those experiencing painful and often destructive situations. Potential suicides, cases of spouse abuse, and child molestation are not uncommon. These pleas receive a reply by phone on a one-to-one basis. Most contacts are prompted by our radio broadcasts, which touch off an avalanche of "pain mail" and cries for help. In addition to the radio broadcast, callers become aware of the counseling/consultation we offer through Focus websites, magazine articles, simulcasts and other ministry outreaches. Our staff of 16 state-licensed counselors, 10 support staff, and 1 (2) chaplains, respond to the critical letters and calls too complex for a mail or email response. As well as a free consultation, when appropriate, callers are referred to counselors in their geographical area who have been approved through a screening process for our National Referral Network. Focus on the Family does not provide a categorical "endorsement" of therapists on the referral network. No charge is made for consultation with the Focus counselor.

Focus Leadership Institute (www.focusleadership.org)

This specialized leadership training program, which was launched in September of 1995, is offered multiple times a year to selected young people who are typically enrolled at an accredited academic institution. As they participate in classroom sessions, individual research, and internships under the mentorship of specialists in their area of study, a unique emphasis is placed upon the integration of their foundational principles to their academic disciplines and their future careers. Significant components of the program include a community learning environment where mentoring and accountability are stressed. In developing this endeavor, Focus on the Family relied on the input of university leaders from over 110 colleges and universities, as well as leaders from the business and government arenas. Participants are also afforded opportunities to interact with renowned leaders and to complete an internship related to their future career field.

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

"Focus on the Family" Newspaper Column

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

Social Media

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

Benevolence

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

Pastoral Ministries (www.ThrivingPastor.org)

Relevant materials and referrals aid the Church Care and the Counseling departments in facilitating the spiritual renewal of ministers and their families. Time, financial, and relational pressures that are unique to ministry in today's fast-paced culture are placing pastors' homes under attack as never before. As a means of providing insight and

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

encouragement to counteract these destructive influences, several resources and services are offered. Among them are Thriving Pastor Connection, a weekly e-mail; Coaching events for pastors that will be held in four different cities in†2012 and our toll-free Pastoral Care Line which is administered by our Counseling Department, provides a listening ear, referrals, and advice to pastoral family members in crisis. Church Care also continues to spearhead the effort to promote the observance of Clergy Appreciation Month each October. The In House Ministry of Concern provides support for Focus on the Family employees at times of death, illness, and other serious personal issues; the Pastoral Care Online Directory offers a list of care giving ministries, books, tapes, videos, and other resources; and the Pastors Advocate Series of booklets help congregations better understand and care for their pastoral families.

Physicians Resource Council

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

Sanctity of Human Life (www.beavoice.net)

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

Option Ultrasound: (www.heartlink.org/oupdirectors.cfm) Provide grants for ultrasound

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

machines or sonography training to qualified Pregnancy Medical Clinics (PMCs) in high abortion communities, equipping them to offer limited obstetrical ultrasound services under the supervision of a licensed physician.

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

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

State Family Policy Councils (www.citizenlink.com/state-groups/)

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

The Shepherd's Covenant

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

Pastors are increasingly facing a crisis of integrity, righteousness and credibility. Many need to regain their focus and to recommit themselves to a lifestyle pleasing to the lord, their families and congregations. To that end we offer complimentary the Shepherd's Covenant, a simple commitment by spiritual leaders to aspire to a new level of holiness and accountability based on the acronym G.R.A.C.E. (Genuine accountability, Right relationships, a Servant's heart, Constant safeguards, Embracing God intimately). A weekly e-newsletter is included.

Welcome Center / Bookstore /Whit's End

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

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

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

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

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

INTERNATIONAL OUTREACH

The reach of Focus on the Family now extends to over 120 countries. Focus broadcasts can be heard from over 3,050 facilities from Vancouver to Buenos Aires to Finland, from South Africa to Melbourne to China. The distribution of print, audio, and video resources enhances our international family-strengthening outreach.

Associate Offices

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

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

Name of the organization: Focus on the Family

Employer identification number: 95-3188150

globe.

International Resources

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

Radio Outreach

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

Television Outreach

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

SCHEDULE R
(Form 990)

Department of the Treasury
Internal Revenue Service

Related Organizations and Unrelated Partnerships

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

▶ Attach to Form 990. ▶ See separate instructions.

OMB No. 1545-0047

2011

Open to Public Inspection

Name of the organization

Focus on the Family

Employer identification number

95-3188150

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

(a) Name, address, and EIN of disregarded entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Total income	(e) End-of-year assets	(f) Direct controlling entity
(1) Pine Creek Entertainment LLC, 8605 Explorer Dr, 80920	Collaborative Media and Entertainment Ve	CO			Focus on the Family
(2)					
(3)					
(4)					
(5)					
(6)					

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

(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Exempt Code section	(e) Public charity status (if section 501(c)(3))	(f) Direct controlling entity	(g) Section 512(b)(13) controlled entity? Yes	(g) No
(1) CitizenLink, 20-0960855 8655 Explorer Dr, 80920	Social Welfare	CO	501(c)(4)		Not Applicable		X
(2) RezilientKidz, 45-2158585 8605 Explorer Dr, 80920	Charitable, Educational & Scient	CO	501(c)(3)	9	Focus on the Family		X
(3)							
(4)							
(5)							
(6)							
(7)							

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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? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership
(1)													
(2)													
(3)													
(4)													
(5)													
(6)													
(7)													

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

	(a) Name, address, and EIN of related organization	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Direct controlling entity	(e) Type of entity (C corp, S corp, or trust)	(f) Share of total income	(g) Share of end-of-year assets	(h) Percentage ownership
(1)								
(2)								
(3)								
(4)								
(5)								
(6)								
(7)								

PUBLIC DISCLOSURE COPY

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

Note. Complete line 1 if any entity is listed in Parts II, III, or IV 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	Sale of assets to related organization(s)	1f		X
g	Purchase of assets from related organization(s)	1g		X
h	Exchange of assets with related organization(s)	1h		X
i	Lease of facilities, equipment, or other assets to related organization(s)	1i	X	
j	Lease of facilities, equipment, or other assets from related organization(s)	1j	X	
k	Performance of services or membership or fundraising solicitations for related organization(s)	1k	X	
l	Performance of services or membership or fundraising solicitations by related organization(s)	1l	X	
m	Sharing of facilities, equipment, mailing lists, or other assets with related organization(s)	1m		X
n	Sharing of paid employees with related organization(s)	1n	X	
o	Reimbursement paid to related organization(s) for expenses	1o	X	
p	Reimbursement paid by related organization(s) for expenses	1p		X
q	Other transfer of cash or property to related organization(s)	1q		X
r	Other transfer of cash or property from related organization(s)	1r		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 other organization	(b) Transaction type (a-r)	(c) Amount involved	(d) Method of determining amount involved
(1)	CitizenLink	i	298,701	Market value
(2)	CitizenLink	j	162,175	Cost
(3)	CitizenLink	k	538,755	Market value
(4)	CitizenLink	l	60,379	Cost
(5)	CitizenLink	n	2,751,995	Market value
(6)	CitizenLink	o	206,362	Cost

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

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

	(a) Name, address, and EIN of entity	(b) Primary activity	(c) Legal domicile (state or foreign country)	(d) Predominant income (related, unrelated, excluded from tax under section 512-514)	(e) Are all partners section 501(c)(3) organizations? Yes	(e) No	(f) Share of total income	(g) Share of end-of-year assets	(h) Disproportionate allocations? Yes	(h) No	(i) Code V-UBI amount in box 20 of Schedule K-1 (Form 1065)	(j) General or managing partner? Yes	(j) No	(k) Percentage ownership
(1)														
(2)														
(3)														
(4)														
(5)														
(6)														
(7)														
(8)														
(9)														
(10)														
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(12)														
(13)														
(14)														
(15)														
(16)														

PUBLIC DISCLOSURE COPY

Statement of Program Service Accomplishments

2011 01

Name(s) as shown on return

Focus on the Family

Your Social Security Number

95-3188150

Form 990, Part III(d)

Program Service Code	
Program Service Expenses	$7933621
Grants and allocations included in above expense	$25155
Program Services Revenue	$6558081

Explanation

Resources - Focus on the Family produces and/or distributes a number of films, video products, audio products and books that are used to spread the Gospel of Jesus Christ by helping to preserve traditional values and the institution of the family. These products discuss many issues that affect the family and are geared to serve many age groups. Focus on the Family began publishing books in 1985. Currently, many of the products are created from in-house writers and editors, and are supported by contributions from talented authors. Film production began in 1986 and has continued producing new programs that have been translated into over 20 languages. See Schedule O for more detail on the products developed and distributed by Focus on the Family.

	Statement of Program Service Accomplishments	2011 01
Name(s) as shown on return		Your Social Security Number
Focus on the Family		95-3188150

Form 990, Part III(i)

Program Service Code	
Program Service Expenses	$5329626
Grants and allocations included in above expense	$106784
Program Services Revenue	$0

Explanation

Public Policy - For many years, Focus on the Family (Focus) has played an important role in educating the christian community on public policy and legislative matters that are critical in the battle to preserve the judeo-christian foundation that is vital to building strong families in this great nation and developing a culture that is friendly to sharing the Gospel of Jesus Christ. This program includes an effort to create a positive impact on the definition of marriage (biblically defined as only between one man and one woman) and the sanctity of human life in all its forms. Citizen magazine, which publishes 10 issues a year provides in-depth stories and analysis on pressing policy concerns. Focus communicates important information by mail, email and webcast on critical public policy issues. Focus's issues response group provides research and analysis necessary to properly educate the christian community and react to new and emerging issues that face our nation.

Statement of Program Service Accomplishments

2011 01

Name(s) as shown on return

Focus on the Family

Your Social Security Number

95-3188150

Form 990, Part III(o)

Program Service Code	
Program Service Expenses	$4358731
Grants and allocations included in above expense	$30292
Program Services Revenue	$0

Explanation

Internet content and maintenance - Focus on the Family has a significant internet presence and believes this is a major avenue to reach people with information that they can access at a moment's notice. Through its internet site, Focus on the Family can provide information and resources to its constituents and the general public on a wide variety of topics impacting marriage, parenting, and life in general. Focus on the Family has websites that address all the various areas that we seek to minister to - marriage, parenting, young children, young adults in their college years to early marriage, sanctity of human life, government and public policy, social issues, and ministry to pastors and others in ministry.

Statement of Program Service Accomplishments

2011 01

Name(s) as shown on return

Focus on the Family

Your Social Security Number

95-3188150

Form 990, Part III(v)

Program Service Code	
Program Service Expenses	$3657796
Grants and allocations included in above expense	$1872715
Program Services Revenue	$0

Explanation

International outreach - For nearly 30 years, by invitation only, Focus on the Family has invested in international ministry organizations that not only produce impact, but that also re-produce impact. This impact to millions of people internationally is achieved through a variety of programs, special events, seminars, and media opportunities through radio and tv, all aimed at providing encouragement and tools to help strengthen marriages, equip parents in raising their kids and undergird the faith and convictions of young people.

Statement of Program Service Accomplishments

2011 01

Name(s) as shown on return

Focus on the Family

Your Social Security Number

95-3188150

Form 990, Part III(~)

Program Service Code	
Program Service Expenses	$1346238
Grants and allocations included in above expense	$1075
Program Services Revenue	$253075

Explanation

Events - Focus on the Family has sponsored and conducted many events to emphasize the importance of marriage, family and parenting. These events are designed to to support, encourage, and educate our constituents and the general public. The Date Night program reached more than 750,000 people in over 500 churches in February 2012. Many local and regional seminars and conferences such as Wait No More, The Truth Project, and Pastor-to-Pastor meetings were also held.

Statement of Program Service Accomplishments

2011 01

Name(s) as shown on return

Focus on the Family

Your Social Security Number

95-3188150

Form 990, Part III(á)

Program Service Code	
Program Service Expenses	$17382480
Grants and allocations included in above expense	$1080362
Program Services Revenue	$603635

Explanation

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

Form **8868**
(Rev. January 2012)

Department of the Treasury
Internal Revenue Service

Application for Extension of Time To File an Exempt Organization Return

▶ **File a separate application for each return.**

OMB No. 1545-1709

- If you are filing for an **Automatic 3-Month Extension, complete only Part I** and check this box . . . . . ▶ ☒
- If you are filing for an **Additional (Not Automatic) 3-Month Extension, complete only Part II** (on page 2 of this form).

Do not complete Part II unless you have already been granted an automatic 3-month extension on a previously filed Form 8868.

Electronic filing (e-file). You can electronically file Form 8868 if you need a 3-month automatic extension of time to file (6 months for a corporation required to file Form 990-T), or an additional (not automatic) 3-month extension of time. You can electronically file Form 8868 to request an extension of time to file any of the forms listed in Part I or Part II with the exception of Form 8870, Information Return for Transfers Associated With Certain Personal Benefit Contracts, which must be sent to the IRS in paper format (see instructions). For more details on the electronic filing of this form, visit www.irs.gov/efile and click on e-file for Charities & Nonprofits.

Part I Automatic 3-Month Extension of Time. Only submit original (no copies needed).

A corporation required to file Form 990-T and requesting an automatic 6-month extension - check this box and complete Part I only . . . . . ▶ ☐

All other corporations (including 1120-C filers), partnerships, REMICs, and trusts must use Form 7004 to request an extension of time to file income tax returns.

Enter filer's identifying number, see instructions

Type or print	Name of exempt organization or other filer, see instructions.	Employer identification number (EIN) or
File by the due date for filing your return. See instructions.	Focus on the Family	☒ 95-3188150
	Number, street, and room or suite no. If a P.O. box, see instructions.	Social security number (SSN)
	8605 Explorer Drive	☐
	City, town or post office, state, and ZIP code. For a foreign address, see instructions.	
	Colorado Springs, CO 80920	

Enter the Return code for the return that this application is for (file a separate application for each return) 0 1

Application Is For	Return Code	Application Is For	Return Code
Form 990	01	Form 990-T (corporation)	07
Form 990-BL	02	Form 1041-A	08
Form 990-EZ	01	Form 4720	09
Form 990-PF	04	Form 5227	10
Form 990-T (sec. 401(a) or 408(a) trust)	05	Form 6069	11
Form 990-T (trust other than above)	06	Form 8870	12

- The books are in the care of ▶ Daniel R Mellema 8605 Explorer Dr, CO 80920

Telephone No. ▶ 719-531-3400 FAX No. ▶ 719-531-3450

- If the organization does not have an office or place of business in the United States, check this box . . . . . ▶ ☐
- If this is for a Group Return, enter the organization's four digit Group Exemption Number (GEN) _____. If this is for the whole group, check this box . . . . . ▶ ☐. If it is for part of the group, check this box . . . ▶ ☐ and attach a list with the names and EINs of all members the extension is for.

1 I request an automatic 3-month (6 months for a corporation required to file Form 990-T) extension of time until 05-15, 20 13, to file the exempt organization return for the organization named above. The extension is for the organization's return for:

▶ ☐ calendar year 20 ___ or

▶ ☒ tax year beginning 10-01, 20 11, and ending 09-30, 20 12.

2 If the tax year entered in line 1 is for less than 12 months, check reason: ☐ Initial return ☐ Final return ☐ Change in accounting period

3a	If this application is for Form 990-BL, 990-PF, 990-T, 4720, or 6069, enter the tentative tax, less any nonrefundable credits. See instructions.	3a	$
b	If this application is for Form 990-PF, 990-T, 4720, or 6069, enter any refundable credits and estimated tax payments made. Include any prior year overpayment allowed as a credit.	3b	$
c	**Balance due.** Subtract line 3b from line 3a. Include your payment with this form, if required, by using EFTPS (Electronic Federal Tax Payment System). See instructions.	3c	$ NONE

Caution. If you are going to make an electronic fund withdrawal with this Form 8868, see Form 8453-EO and Form 8879-EO for payment instructions.